

Appendix B

Financial Products Quarterly Report

Period Ending 30 September 2018

KiwiSaver HomeStart Grant

The KiwiSaver HomeStart Grant replaced the KiwiSaver deposit subsidy from 1 April 2015. Like the KiwiSaver Deposit subsidy, the grant provides eligible first-home buyers with a grant of up to \$5,000 for individuals and up to \$10,000 for couples to put towards the purchase of an existing/older home.

In addition, the new KiwiSaver HomeStart grant also provides eligible first-home buyers with a grant of up to \$10,000 for individuals and up to \$20,000 for couples to help with purchasing a brand new property.

HomeStart Applications - Quarter by Quarter

Quarter	Received	Approved	Pre-Approval	Declined, Withdrawn and Other	In process at quarter's end
Oct – Dec 2017	8,218	4,403	4,496	1,979	268
Jan – Mar 2018	9,926	4,383	5,163	2,245	481
Apr – Jun 2018	9,165	4,863	5,326	2,358	314
Jul – Sept 2018	9,697	4,629	5,481	2,209	298

KiwiSaver HomeStart Grant Overview by Territorial Local Authority (TLA) July 2018 to September 2018

TLA	Applications Approved			Properties Bought			Grants Paid			Grants Paid \$		
	Existing House	New Build	Total	Existing House	New Build	Total	Existing House	New Build	Total	Existing House	New Build	\$ Total
Far North District	34	4	38	26	2	28	32	2	34	139,000	16,000	155,000
Whangarei District	81	7	88	46	4	50	72	6	78	323,000	54,000	377,000
Kaipara District	22	0	22	15	0	15	21	0	21	93,000	0	93,000
Auckland	328	159	487	178	121	299	272	180	452	1,226,000	1,614,000	2,840,000
Thames-Coromandel District	8	2	10	7	1	8	10	2	12	41,000	20,000	61,000
Hauraki District	24	1	25	17	1	18	24	1	25	106,000	10,000	116,000
Waikato District	34	4	38	22	3	25	29	6	35	127,000	56,000	183,000
Matamata-Piako District	29	4	33	13	1	14	18	2	20	75,000	18,000	93,000
Hamilton City	169	28	197	108	17	125	157	26	183	700,000	240,000	940,000
Waipa District	15	0	15	11	0	11	15	0	15	73,000	0	73,000
Otorohanga District	6	0	6	4	0	4	5	0	5	20,000	0	20,000
South Waikato District	52	0	52	37	0	37	51	0	51	227,000	0	227,000
Waikato District	17	0	17	11	0	11	13	0	13	61,000	0	61,000
Taupo District	38	2	40	27	1	28	42	2	44	185,000	18,000	203,000
Western Bay Of Plenty District	30	19	49	21	12	33	33	18	51	142,000	156,000	298,000
Tauranga City	96	47	143	52	31	83	76	47	123	334,000	434,000	768,000
Rotorua District	92	15	107	55	9	64	78	15	93	346,000	122,000	468,000
Whakatane District	29	0	29	20	0	20	28	0	28	129,000	0	129,000
Kawerau District	18	0	18	12	0	12	15	0	15	66,000	0	66,000
Opotiki District	2	0	2	2	0	2	2	0	2	9,000	0	9,000
Gisborne District	42	5	47	40	3	43	51	4	55	222,000	36,000	258,000
Wairoa District	9	0	9	8	0	8	9	0	9	41,000	0	41,000
Hastings District	83	1	84	50	3	53	77	5	82	351,000	50,000	401,000
Napier City	79	4	83	46	3	49	67	4	71	306,000	40,000	346,000

Central Hawkes Bay District	22	2	24	16	1	17	23	2	25	100,000	20,000	120,000
New Plymouth District	89	7	96	64	5	69	93	7	100	418,000	66,000	484,000
Stratford District	18	0	18	12	0	12	16	0	16	70,000	0	70,000
South Taranaki District	69	1	70	48	1	49	60	1	61	272,000	10,000	282,000
Ruapehu District	13	0	13	10	0	10	11	0	11	52,000	0	52,000
Whanganui District	99	7	106	75	6	81	98	10	108	431,000	88,000	519,000
Rangitikei District	27	4	31	21	2	23	28	2	30	124,000	20,000	144,000
Manawatu District	42	9	51	28	5	33	41	9	50	189,000	90,000	279,000
Palmerston North District	150	9	159	101	7	108	138	10	148	612,000	86,000	698,000
Taranua District	39	1	40	32	1	33	42	1	43	184,000	6,000	190,000
Horowhenua District	49	2	51	32	2	34	43	2	45	189,000	18,000	207,000
Kapiti Coast District	50	2	52	33	1	34	46	2	48	210,000	20,000	230,000
Porirua City	51	1	52	34	3	37	52	5	57	238,000	40,000	278,000
Upper Hutt City	41	8	49	31	6	37	43	11	54	197,000	86,000	283,000
Lower Hutt City	88	6	94	75	3	78	102	5	107	477,000	44,000	521,000
Wellington City	46	8	54	31	5	36	41	8	49	180,000	72,000	252,000
Masterton District	49	5	54	28	3	31	40	5	45	175,000	42,000	217,000
Carterton District	7	0	7	5	0	5	5	0	5	21,000	0	21,000
South Wairarapa District	9	0	9	7	0	7	8	0	8	38,000	0	38,000
Tasman District	26	4	30	17	2	19	22	3	25	97,000	28,000	125,000
Nelson City	62	19	81	45	10	55	66	14	80	297,000	122,000	419,000
Marlborough District	59	2	61	40	1	41	58	1	59	266,000	6,000	272,000
Kaikoura District	1	2	3	1	1	2	1	2	3	3,000	18,000	21,000
Buller District	14	0	14	7	0	7	11	0	11	52,000	0	52,000
Grey District	27	0	27	12	0	12	15	0	15	60,000	0	60,000
Westland District	21	0	21	10	1	11	13	1	14	57,000	6,000	63,000
Hurunui District	11	1	12	6	2	8	8	3	11	39,000	26,000	65,000
Waimakariri District	95	56	151	58	37	95	86	55	141	383,000	482,000	865,000
Christchurch City	593	120	713	396	78	474	551	110	661	2,474,000	952,000	3,426,000
Selwyn District	49	114	163	26	54	80	35	89	124	165,000	798,000	963,000
Ashburton District	66	5	71	47	2	49	65	3	68	297,000	22,000	319,000
Timaru District	87	6	93	57	2	59	75	4	79	332,000	28,000	360,000
MacKenzie District	3	3	6	2	2	4	2	3	5	9,000	28,000	37,000
Waimate District	2	1	3	1	1	2	1	1	2	5,000	8,000	13,000
Chatham Island District	0	0	0	0	0	0	0	0	0	0	0	0
Waitaki District	46	0	46	30	0	30	44	0	44	205,000	0	205,000
Central Otago District	15	0	15	14	1	15	20	1	21	87,000	10,000	97,000
Queenstown Lakes District	1	30	31	1	23	24	1	34	35	5,000	306,000	311,000
Dunedin City	152	2	154	109	1	110	152	2	154	662,000	12,000	674,000
Clutha District	31	0	31	27	0	27	35	0	35	158,000	0	158,000
Southland District	36	0	36	27	1	28	33	2	35	147,000	12,000	159,000
Gore District	35	2	37	24	1	25	33	2	35	140,000	20,000	160,000
Invercargill City	160	1	161	108	4	112	137	4	141	600,000	30,000	630,000
Grand Total	3,887	742	4,629	2575	487	3062	3,591	734	4,325	16,059,000	6,506,000	22,565,000

	Oct – Dec 2017	Jan – Mar 2018	Mar – Jun 2018	Jul - Sept 2018	Total for last 4 quarters	Total since 1 Apr 2015
Total HomeStart grants paid	\$20,240,000	\$18,784,000	\$22,418,000	\$22,565,000	\$84,007,000	\$251,906,000
Existing properties	\$15,940,000	\$15,164,000	\$17,254,000	\$16,059,000	\$64,417,000	\$198,108,000
New properties	\$4,300,000	\$3,620,000	\$5,164,000	\$6,506,000	\$19,590,000	\$53,798,000
Average individual grant for new build	\$8,884	\$8,808	\$8,723	\$8,864	\$8,820	\$8,662
Average individual grant for existing properties	\$3,651	\$4,420	\$4,417	\$4,472	\$4,418	\$4,604
Average amount paid out per new build	\$13,480	\$13,457	\$13,344	\$13,359	\$13,399	\$12,935
Average amount paid out per existing property	\$6,061	\$6,182	\$6,175	\$6,237	\$6,163	\$5,886

Average subsidy/grant payments from July 2014 to September 2018

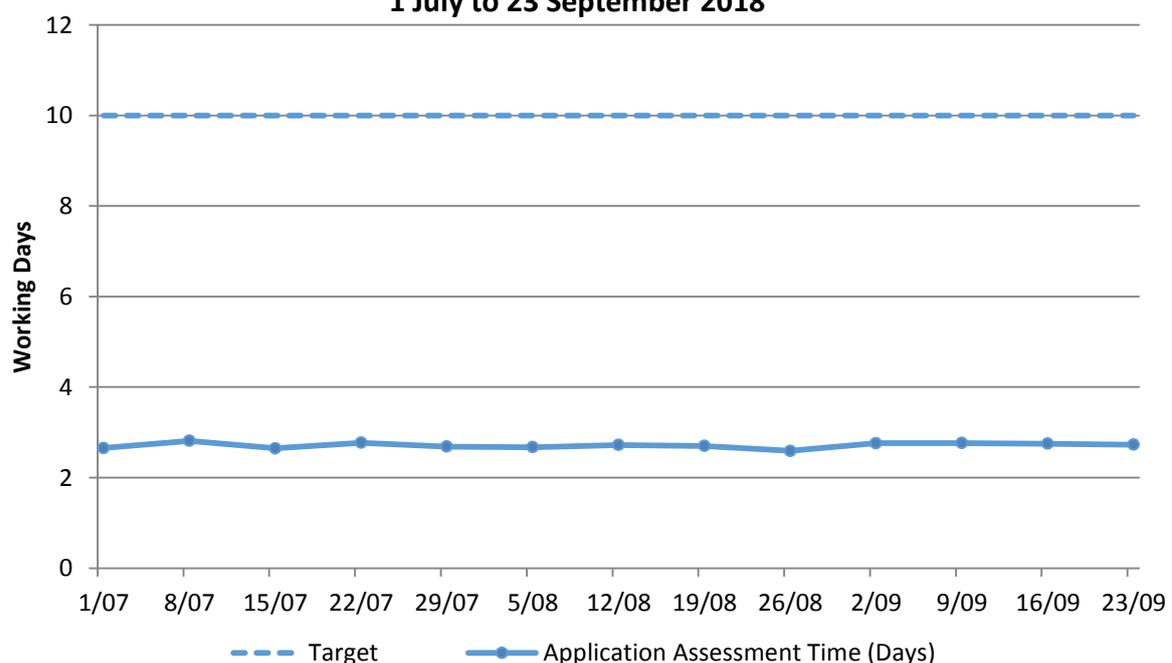
KiwiSaver deposit subsidy average amounts paid out from Jul 2014 to Mar 2015

	Jul 2014	Aug 2014	Sep 2014	Oct 2014	Nov 2014	Dec 2014	Jan 2015	Feb 2015	Mar 2015
Average (\$)	4,158	4,037	4,110	4,195	4,148	4,168	4,262	4,223	4,281

KiwiSaver HomeStart grant average amounts paid out from Apr 2015 to September 2018

	Apr 2015	May 2015	Jun 2015	Jul 2015	Aug 2015	Sep 2015	Oct 2015	Nov 2015	Dec 2015	Jan 2016	Feb 2016	Mar 2016
Average (\$)	4,720	4,645	4,519	4,679	4,663	4,634	4,682	4,725	4,715	4,669	4,667	4,590
	Apr 2016	May 2016	Jun 2016	Jul 2016	Aug 2016	Sept 2016	Oct 2016	Nov 2016	Dec 2016	Jan 2017	Feb 2017	Mar 2017
Average (\$)	4,706	4,770	4,849	4,857	4,820	4,928	4,934	4,872	4,870	4,817	4,866	4,861
	Apr 2017	May 2017	Jun 2017	Jul 2017	Aug 2017	Sept 2017	Oct 2017	Nov 2017	Dec 2017	Jan 2018	Feb 2018	Mar 2018
Average (\$)	4,863	4,972	4,980	4,936	5,028	4,911	4,896	4,904	4,885	4,848	4,873	4,930
	Apr 2018	May 2018	Jun 2018	Jul 2018	Aug 2018	Sept 2018	Oct 2018	Nov 2018	Dec 2018	Jan 2019	Feb 2019	Mar 2019
Average (\$)	4,882	5,062	4,994	5,130	5,211	5,316	-	-	-	-	-	-

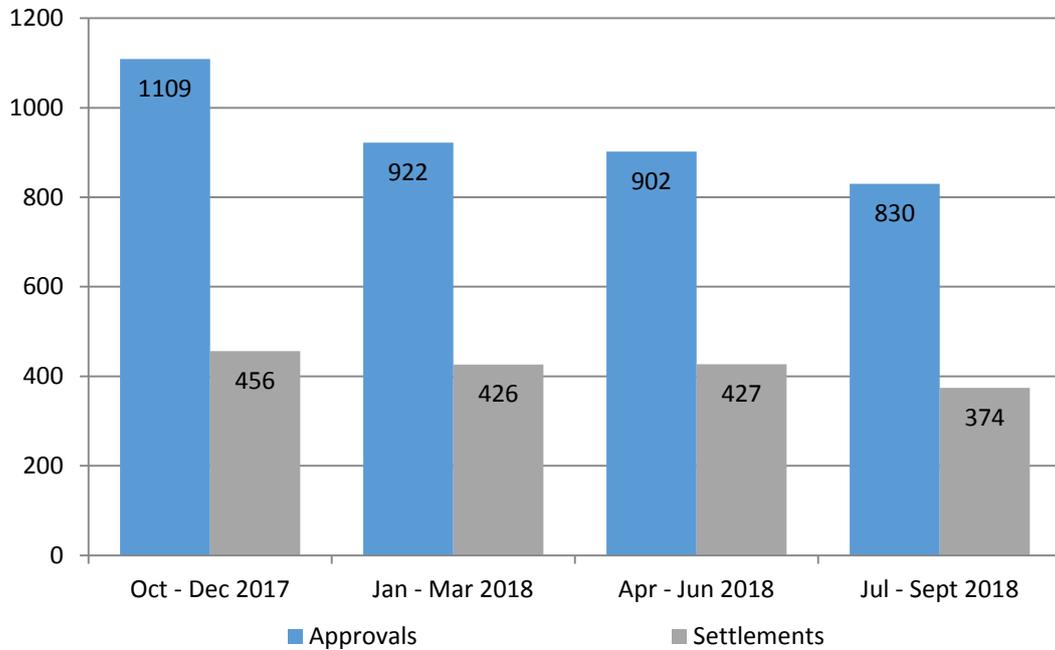
KiwiSaver HomeStart Application Processing Time 1 July to 23 September 2018



Welcome Home Loans

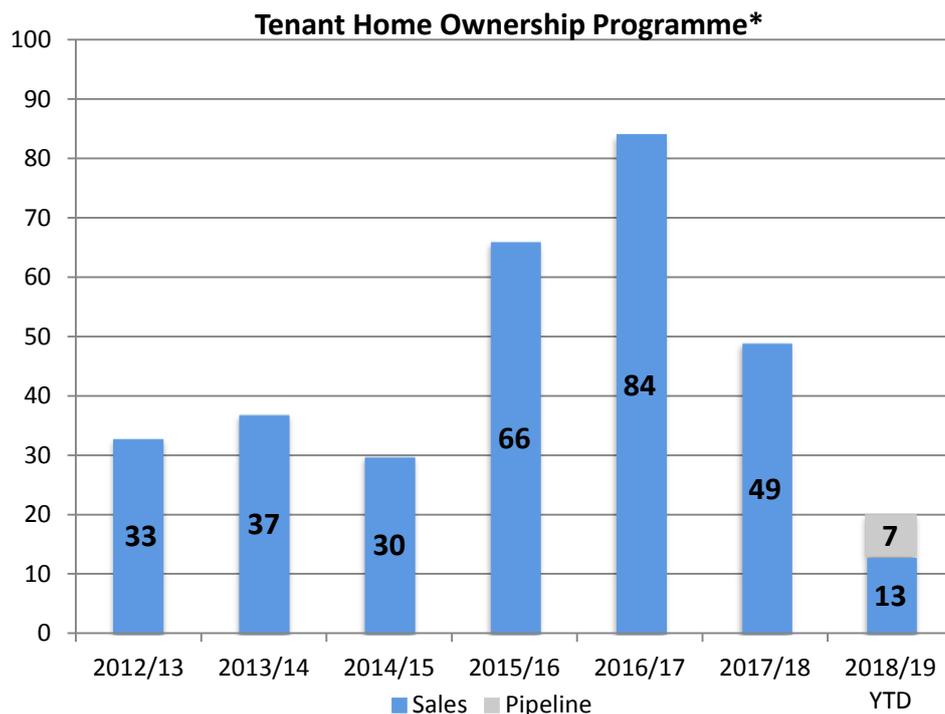
Welcome Home Loan is offered by lenders, supported by Housing New Zealand, and, designed for first-home buyers who can afford to make regular repayments on a home loan, but have trouble saving for a large deposit. With Welcome Home Loan you only need a 10 percent deposit, not a 20 percent deposit as required by most lenders. Housing New Zealand does not issue the loan. This is done through normal lenders such as selected banks and credit unions. Housing New Zealand underwrites the loan for the lender. Individual applicants are required to meet the lender's specific lending criteria. Income and House Price Caps apply.

Welcome Home Loans - Approvals and Settlements



Tenant Home Ownership

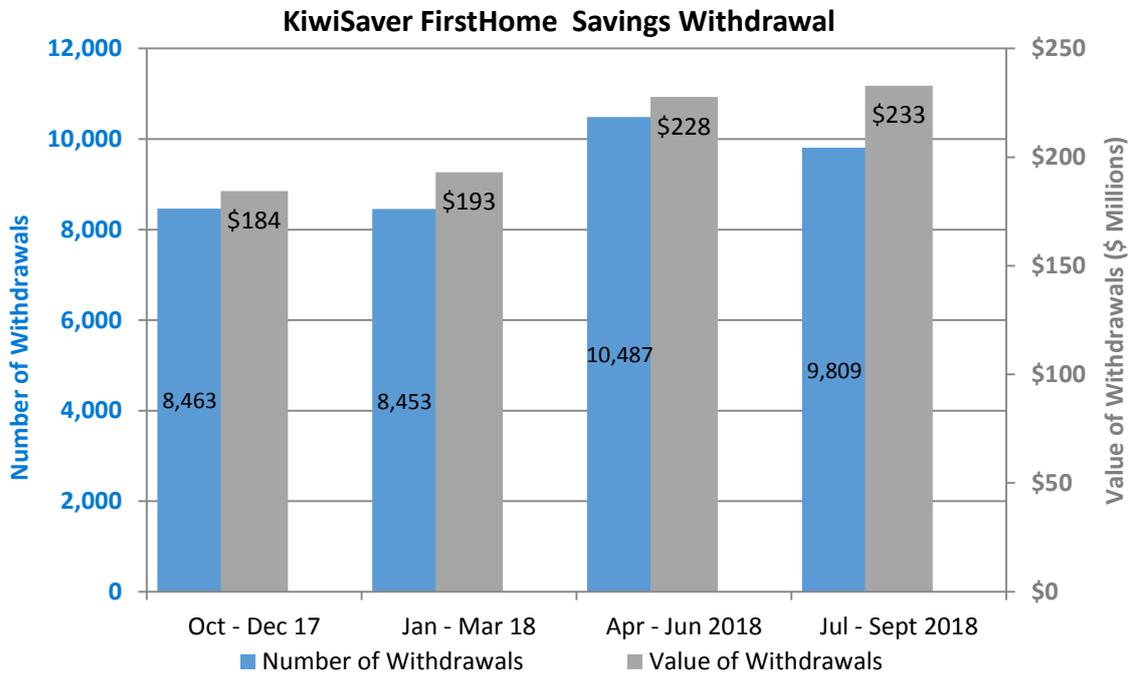
Housing New Zealand also offers its tenants the opportunity to purchase the house they rent. Not all properties are for sale, particularly in high-demand areas. However, tenants who live in houses that are not for sale but wish to buy a house will be given the option to buy other Housing New Zealand properties that have been identified as suitable for sale.



* The programme began in September 2009

KiwiSaver FirstHome Savings Withdrawal

The KiwiSaver First Home Savings Withdrawal is administered by individual KiwiSaver scheme providers who report data on the withdrawals to Inland Revenue. Although Housing New Zealand does not administer this withdrawal, it forms part of the Government's programme of assistance for first home buyers.



KiwiSaver Savings Withdrawal Determination for Previous Home Owners

First-home buyers are able to apply to withdraw all or part of their savings to assist with purchasing a first home. From 1 April 2015, all funds, with the exception of \$1,000, can be withdrawn.

Previous home owners may still be eligible for a KiwiSaver first-home withdrawal, providing they are deemed to be in the same financial position as someone who has never owned a property. This financial assessment is conducted by Housing New Zealand and should the client be eligible, a letter is produced to assist with their application to withdraw their contributions. The number of applications approved increased beginning with the July – September 2016 quarter following the removal of the income cap test on 1 July 2016.

