

# Financial Products Quarterly Report

Period Ending 31 March 2021

## First Home Grant

On 1 October 2019 the KiwiSaver HomeStart Grant became the First Home Grant.

The KiwiSaver HomeStart Grant replaced the KiwiSaver deposit subsidy from 1 April 2015. Like the KiwiSaver Deposit subsidy, the First Home Grant provides each eligible first-home buyer with a grant of up to \$5,000 to put towards the purchase of an existing/older home.

In addition, the First Home Grant also provides each eligible first-home buyer with a grant of up to \$10,000 to help with purchasing a brand new property.

First Home Grant Applications - Quarter by Quarter					
Quarter	Received	Approved	Pre-Approval	Declined, Withdrawn and Other	In process at quarter's end
Apr - June 2020	10,394	2,787	6,429	2,195	553
July – Sept 2020	12,703	4,672	8,141	3,563	444
Oct – Dec 2020	9,991	4,020	6,770	3,077	229
Jan – March 2021	10,094	2,966	6,589	2,648	413

### First Home Grant Overview by Territorial Local Authority (TLA) January 2021 to March 2021

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	27	4	31	15	4	19	22	6	28	98,000	56,000	154,000
Whangarei District	9	0	9	6	0	6	6	0	6	27,000	0	27,000
Kaipara District	10	0	10	6	0	6	9	0	9	39,000	0	39,000
Auckland City	113	536	649	93	332	425	117	468	585	524,000	4,198,000	4,722,000
Thames-Coromandel District	2	0	2	1	0	1	2	0	2	10,000	0	10,000
Hauraki District	5	0	5	4	0	4	5	0	5	24,000	0	24,000
Waikato District	12	8	20	6	7	13	8	13	21	40,000	124,000	164,000
Matamata-Piako District	4	3	7	1	0	1	2	0	2	10,000	0	10,000
Hamilton City	52	17	69	41	13	54	55	19	74	260,000	164,000	424,000
Waipā District	0	0	0	0	0	0	0	0	0	0	0	0
Otorohanga District	1	1	2	1	1	2	1	1	2	5,000	8,000	13,000
South Waikato District	27	0	27	18	0	18	21	0	21	101,000	0	101,000
Waitomo District	12	0	12	9	0	9	11	0	11	53,000	0	53,000
Taupō District	14	2	16	12	2	14	14	2	16	65,000	20,000	85,000
Western Bay Of Plenty District	9	5	14	6	4	10	7	8	15	32,000	74,000	106,000
Tauranga City	24	5	29	17	6	23	23	11	34	105,000	100,000	205,000
Rotorua District	28	5	33	19	2	21	25	3	28	103,000	28,000	131,000
Whakatāne District	10	1	11	9	1	10	10	1	11	46,000	10,000	56,000
Kawerau District	10	0	10	7	1	8	11	1	12	45,000	10,000	55,000

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
Ōpōtiki District	5	0	5	5	0	5	5	0	5	21,000	0	21,000
Gisborne District	10	2	12	8	2	10	8	2	10	37,000	18,000	55,000
Wairoa District	9	0	9	5	0	5	7	0	7	33,000	0	33,000
Hastings District	26	8	34	12	2	14	19	4	23	88,000	36,000	124,000
Napier City	10	1	11	7	1	8	10	1	11	47,000	10,000	57,000
Central Hawkes Bay District	15	0	15	10	0	10	16	0	16	72,000	0	72,000
New Plymouth District	34	37	71	28	29	57	35	40	75	162,000	364,000	526,000
Stratford District	9	0	9	12	0	12	14	0	14	60,000	0	60,000
South Taranaki District	30	0	30	16	0	16	23	0	23	102,000	0	102,000
Ruapehu District	18	0	18	11	0	11	17	0	17	76,000	0	76,000
Whanganui District	43	2	45	32	1	33	41	1	42	183,000	10,000	193,000
Rangitikei District	21	3	24	13	5	18	17	9	26	79,000	80,000	159,000
Manawatū District	11	2	13	7	2	9	9	4	13	39,000	32,000	71,000
Palmerston North District	7	0	7	5	0	5	7	0	7	32,000	0	32,000
Tararua District	27	2	29	17	1	18	23	1	24	111,000	10,000	121,000
Horowhenua District	21	3	24	18	1	19	20	1	21	89,000	6,000	95,000
Kāpiti Coast District	9	1	10	5	1	6	9	1	10	39,000	8,000	47,000
Porirua City	4	0	4	3	0	3	4	0	4	19,000	0	19,000
Upper Hutt City	8	3	11	1	2	3	1	2	3	5,000	20,000	25,000
Lower Hutt City	15	24	39	14	15	29	19	26	45	92,000	230,000	322,000
Wellington City	21	16	37	13	8	21	16	10	26	75,000	92,000	167,000
Masterton District	6	6	12	4	1	5	5	2	7	23,000	12,000	35,000
Carterton District	3	0	3	2	0	2	3	0	3	13,000	0	13,000
South Wairarapa District	0	3	3	0	1	1	0	1	1	0	10,000	10,000
Tasman District	9	2	11	3	2	5	5	3	8	24,000	20,000	44,000
Nelson City	28	7	35	21	0	21	31	0	31	137,000	0	137,000
Marlborough District	9	0	9	7	1	8	9	2	11	41,000	20,000	61,000
Kaikōura District	2	1	3	1	1	2	1	1	2	5,000	10,000	15,000
Buller District	16	2	18	10	1	11	13	1	14	59,000	10,000	69,000
Grey District	34	4	38	17	2	19	24	2	26	107,000	16,000	123,000
Westland District	8	5	13	5	0	5	9	0	9	43,000	0	43,000

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
Hurunui District	15	1	16	5	0	5	9	0	9	39,000	0	39,000
Waimakariri District	75	67	142	43	36	79	58	55	113	269,000	502,000	771,000
Christchurch City	513	135	648	359	83	442	474	119	593	2,174,000	1,080,000	3,254,000
Selwyn District	50	113	163	26	88	114	40	129	169	179,000	1,146,000	1,325,000
Ashburton District	68	5	73	50	3	53	64	5	69	299,000	48,000	347,000
Timaru District	69	4	73	49	3	52	66	4	70	288,000	40,000	328,000
MacKenzie District	0	0	0	0	0	0	0	0	0	0	0	0
Waimate District	17	0	17	6	0	6	7	0	7	33,000	0	33,000
Chatham Island District	0	0	0	0	0	0	0	0	0	0	0	0
Waitaki District	31	2	33	19	2	21	27	3	30	116,000	30,000	146,000
Central Otago District	4	2	6	2	2	4	2	2	4	8,000	16,000	24,000
Queenstown Lakes District	7	19	26	1	12	13	1	19	20	3,000	164,000	167,000
Dunedin City	31	6	37	27	5	32	33	7	40	155,000	66,000	221,000
Clutha District	29	1	30	18	2	20	25	3	28	116,000	30,000	146,000
Southland District	23	5	28	16	2	18	21	3	24	94,000	26,000	120,000
Gore District	28	0	28	19	0	19	25	0	25	106,000	0	106,000
Invercargill City	81	7	88	54	5	59	74	7	81	328,000	66,000	394,000
<b>Grand Total</b>	<b>1,878</b>	<b>1,088</b>	<b>2,966</b>	<b>1,276</b>	<b>695</b>	<b>1,971</b>	<b>1,695</b>	<b>1,003</b>	<b>2,698</b>	<b>7,707,000</b>	<b>9,020,000</b>	<b>16,727,000</b>

### First Home Grant Summary – April 2020 to March 2021

	Apr – June 2020	July – Sept 2020	Oct – Dec 2020	Jan – Mar 2021	Total for last 4 quarters	Total since 1 Apr 2015
<b>Total First Home grants paid</b>	<b>\$13,627,000</b>	<b>\$24,429,000</b>	<b>\$22,980,000</b>	<b>\$16,727,000</b>	<b>\$77,763,000</b>	<b>\$419,542,000</b>
Existing properties	\$7,793,000	\$14,225,000	\$12,188,000	\$7,707,000	\$41,913,000	\$302,186,000
New properties	\$5,834,000	\$10,204,000	\$10,792,000	\$9,020,000	\$35,850,000	\$117,356,000
Average individual grant for new build	\$9,017	\$9,046	\$9,001	\$8,993	\$9,014	\$8,837
Average individual grant for existing properties	\$4,515	\$4,514	\$4,560	\$4,547	\$4,534	\$4,412
Average amount paid out per new build	\$12,993	\$13,426	\$13,225	\$12,978	\$13,156	\$13,282
Average amount paid out per existing property	\$6,382	\$6,245	\$6,241	\$6,040	\$6,227	\$6,171

### Average subsidy/grant payments from July 2014 to March 2015

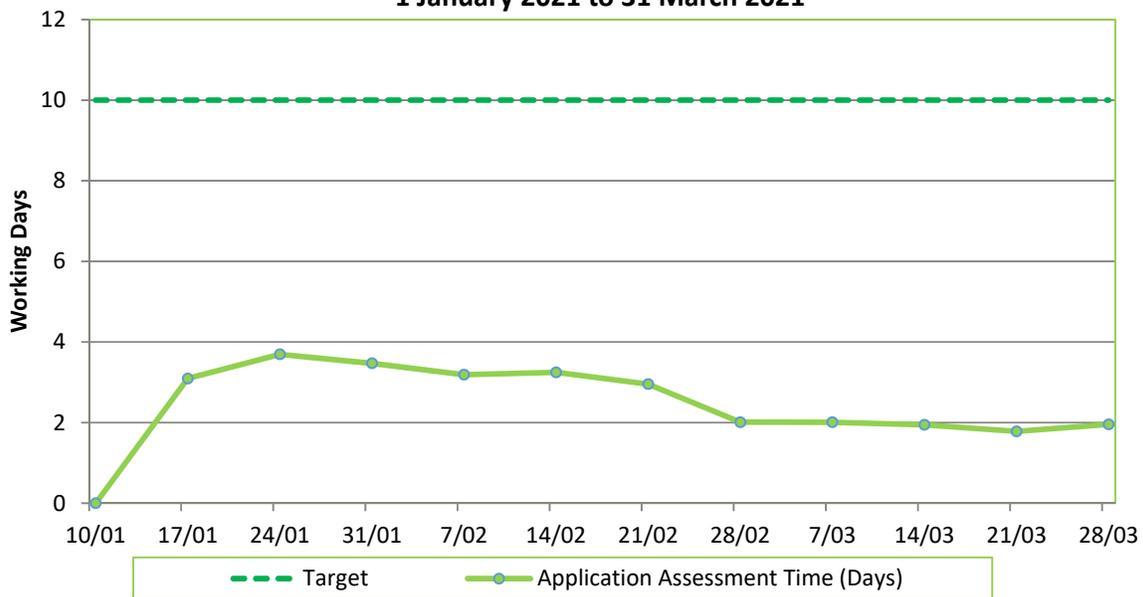
KiwiSaver deposit subsidy average amounts paid out from Jul 2014 to Mar 2015

	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

## First Home Grant average amounts paid out from Apr 2015 to March 2021

	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	5,075	5,112	4,965	5,161	5,005	5,070
	Apr 2019	May 2019	Jun 2019	Jul 2019	Aug 2019	Sep 2019	Oct 2019	Nov 2019	Dec 2019	Jan 2020	Feb 2020	Mar 2020
Average (\$)	5,018	5,153	5,190	5,281	5,470	5,569	5,459	5,591	5,576	5,446	5,734	5,466
	Apr 2020	May 2020	Jun 2020	Jul 2020	Aug 2020	Sep 2020	Oct 2020	Nov 2020	Dec 2020	Jan 2021	Feb 2021	Mar 2021
Average (\$)	6,077	5,719	5,638	5,777	5,601	5,753	5,876	5,994	5,932	5,886	6,234	6,339

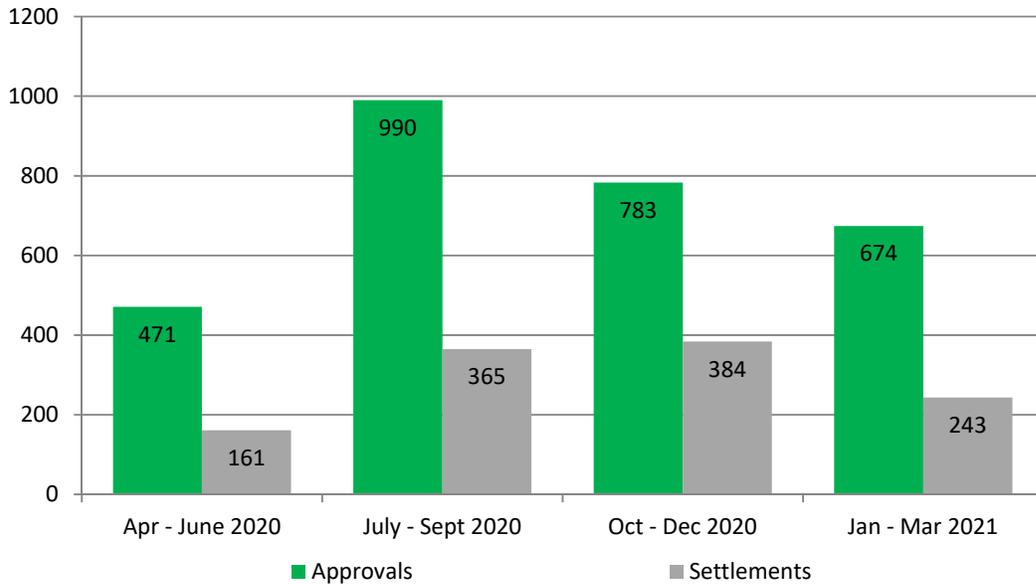
## First Home Grant Application Processing Time 1 January 2021 to 31 March 2021



## First Home Loans

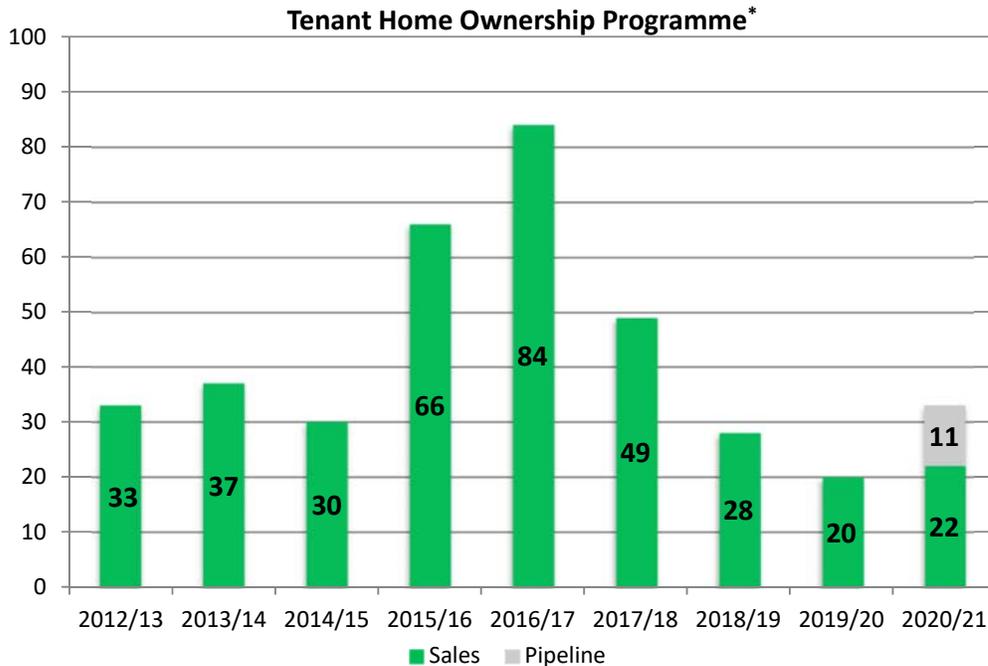
First Home Loans (known as Welcome Home Loans prior to 1 October 2019) are offered by lenders, supported by Kāinga Ora, and designed for first-home buyers who can afford to make regular repayments on a home loan, but have trouble saving for a large deposit. First Home Loans only need a 5 per cent deposit, not a ten or twenty per cent deposit as required by most lenders. Kāinga Ora does not issue the loan. This is done through lenders such as selected banks and credit unions. Kāinga Ora underwrites the loan for the lender. Individual applicants are required to meet the lender's specific lending criteria. Income and House Price Caps apply.

### First Home Loans - Approvals and Settlements



### Tenant Home Ownership

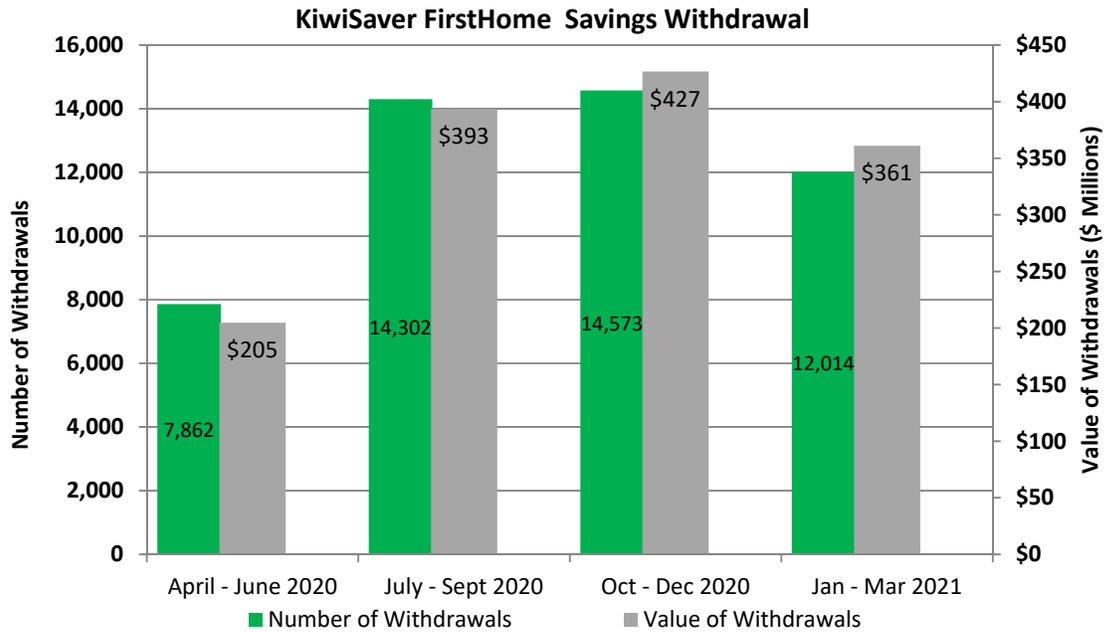
Kāinga Ora may at times offer its tenants the opportunity to purchase the house they rent. Not all properties are for sale, particularly in high-demand areas. However, tenants who live in houses that are not for sale but wish to buy a house may be given the option to buy other Kāinga Ora properties that have been identified as suitable for sale.



\* The programme began in September 2009

### KiwiSaver First Home 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 Kāinga Ora 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. All funds, except for \$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 Kāinga Ora and if the client is eligible, Kāinga Ora provides them with a letter to assist with their application to withdraw their contributions. The number of applications approved increased beginning with the July – September 2019 quarter, following the removal of the income cap test on 1 July 2016.

