

Financial Products Quarterly Report

Period Ending 30 September 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Quarter	Received	Approved	Pre-Approval	Declined, Withdrawn and Other	In process at quarter's end
Oct – Dec 2020	9,991	4,020	6,770	3,077	229
Jan – March 2021	10,094	2,966	6,589	2,648	413
Apr – June 2021	9,169	3,255	6,149	2,541	214
July – Sept 2021	6,832	2,104	4,686	1,730	162

First Home Grant Overview by Territorial Local Authority (TLA) July 2021 to September 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	33	2	35	18	2	20	26	2	28	122,000	20,000	142,000
Whangarei District	8	3	11	6	3	9	8	4	12	37,000	34,000	71,000
Kaipara District	11	1	12	8	1	9	13	1	14	55,000	6,000	61,000
Auckland City	107	311	418	97	245	342	117	332	449	531,000	3,002,000	3,533,000
Thames-Coromandel District	2	-	2	-	-	-	-	-	-	-	-	-
Hauraki District	2	-	2	-	-	-	-	-	-	-	-	-
Waikato District	5	-	5	10	-	10	12	-	12	57,000	-	57,000
Matamata-Piako District	4	1	5	2	1	3	4	1	5	19,000	8,000	27,000
Hamilton City	43	8	51	25	5	30	36	8	44	170,000	70,000	240,000
Waipā District	11	6	17	10	1	11	13	2	15	61,000	16,000	77,000
Otorohanga District	3	-	3	2	-	2	2	-	2	9,000	-	9,000
South Waikato District	17	2	19	16	-	16	21	-	21	98,000	-	98,000
Waitemata District	5	-	5	3	1	4	4	2	6	20,000	20,000	40,000
Tauāpō District	7	3	10	3	2	5	4	3	7	20,000	28,000	48,000
Western Bay Of Plenty District	6	4	10	4	4	8	6	5	11	28,000	48,000	76,000
Tauranga City	5	10	15	5	12	17	5	17	22	23,000	162,000	185,000
Rotorua District	17	-	17	16	1	17	19	1	20	88,000	8,000	96,000
Whakatāne District	9	-	9	8	-	8	10	-	10	49,000	-	49,000

	Applications Approved			Properties Bought			Grants Paid			Grants Paid \$		
TLA	Existing House	New Build	Total	Existing House	New Build	Total	Existing House	New Build	Total	Existing House	New Build	\$ Total
Kawerau District	7	-	7	5	1	6	7	1	8	33,000	6,000	39,000
Ōpōtiki District	7	1	8	4	1	5	4	2	6	19,000	20,000	39,000
Gisborne District	12	-	12	10	-	10	13	-	13	63,000	-	63,000
Wairoa District	7	-	7	8	-	8	10	-	10	45,000	-	45,000
Hastings District	43	9	52	36	4	40	45	7	52	197,000	58,000	255,000
Napier City	22	-	22	13	2	15	17	2	19	76,000	20,000	96,000
Central Hawkes Bay District	5	-	5	1	-	1	1	-	1	4,000	-	4,000
New Plymouth District	18	33	51	10	24	34	14	32	46	65,000	284,000	349,000
Stratford District	11	2	13	13	1	14	17	2	19	79,000	14,000	93,000
South Taranaki District	23	2	25	24	1	25	31	2	33	133,000	16,000	149,000
Ruapehu District	23	-	23	12	-	12	15	-	15	70,000	-	70,000
Whanganui District	20	3	23	17	2	19	23	3	26	102,000	26,000	128,000
Rangitikei District	13	1	14	7	-	7	11	-	11	48,000	-	48,000
Manawatū District	3	-	3	3	-	3	3	-	3	15,000	-	15,000
Palmerston North District	10	1	11	5	-	5	6	-	6	28,000	-	28,000
Tararua District	19	-	19	13	-	13	19	-	19	88,000	-	88,000
Horowhenua District	5	2	7	3	1	4	6	2	8	28,000	20,000	48,000
Kāpiti Coast District	5	3	8	4	2	6	5	4	9	23,000	36,000	59,000
Porirua City	4	4	8	3	1	4	3	1	4	15,000	10,000	25,000
Upper Hutt City	6	4	10	4	2	6	6	3	9	28,000	28,000	56,000
Lower Hutt City	11	51	62	10	36	46	13	50	63	56,000	448,000	504,000
Wellington City	10	18	28	10	17	27	12	20	32	59,000	174,000	233,000
Masterton District	7	1	8	3	1	4	4	1	5	14,000	10,000	24,000
Carterton District	1	-	1	1	-	1	1	-	1	5,000	-	5,000
South Wairarapa District	-	-	-	-	-	-	-	-	-	-	-	-
Tasman District	9	7	16	4	4	8	7	6	13	33,000	54,000	87,000
Nelson City	19	6	25	16	1	17	20	2	22	90,000	20,000	110,000
Marlborough District	5	-	5	6	-	6	6	0	6	26,000	-	26,000
Kaikōura District	-	-	-	-	1	1	-	2	2	-	20,000	20,000
Buller District	11	-	11	8	1	9	10	2	12	47,000	20,000	67,000
Grey District	31	3	34	28	1	29	34	2	36	159,000	20,000	179,000

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
Westland District	17	7	24	10	6	16	14	8	22	69,000	70,000	139,000
Hurunui District	5	5	10	5	3	8	8	4	12	35,000	40,000	75,000
Waimakariri District	34	30	64	27	24	51	36	31	67	164,000	282,000	446,000
Christchurch City	345	74	419	296	59	355	387	86	473	1,749,000	782,000	2,531,000
Selwyn District	20	48	68	17	43	60	20	58	78	95,000	506,000	601,000
Ashburton District	37	2	39	29	3	32	40	4	44	180,000	32,000	212,000
Timaru District	43	5	48	35	2	37	40	3	43	181,000	26,000	207,000
MacKenzie District	4	-	4	1	-	1	1	-	1	3,000	-	3,000
Waimate District	4	-	4	3	-	3	4	-	4	12,000	-	12,000
Chatham Island District	-	-	-	-	-	-	-	-	-	-	-	-
Waitaki District	10	4	14	12	3	15	15	4	19	68,000	36,000	104,000
Central Otago District	3	-	3	2	-	2	3	-	3	10,000	-	10,000
Queenstown Lakes District	1	23	24	2	19	21	2	25	27	9,000	222,000	231,000
Dunedin City	42	4	46	31	3	34	41	5	46	185,000	50,000	235,000
Clutha District	30	1	31	23	-	23	29	-	29	123,000	-	123,000
Southland District	32	5	37	22	3	25	29	4	33	131,000	32,000	163,000
Gore District	16	1	17	18	1	19	21	1	22	97,000	6,000	103,000
Invercargill City	86	2	88	76	2	78	97	3	100	437,000	28,000	465,000
Grand Total	1,391	713	2,104	1,123	553	1,676	1,450	760	2,210	6,583,000	6,838,000	13,421,000

First Home Grant Summary – July 2021 to September 2021

	Oct – Dec 2020	Jan – Mar 2021	Apr – June 2021	July – Sept 2021	Total for last 4 quarters	Total since 1 Apr 2015
Total First Home grants paid	\$22,980,000	\$16,727,000	\$17,499,000	\$13,421,000	\$70,627,000	\$473,442,000
Existing properties	\$12,188,000	\$7,707,000	\$8,071,000	\$6,583,000	\$34,549,000	\$329,028,000
New properties	\$10,792,000	\$9,020,000	\$9,428,000	\$6,838,000	\$36,078,000	\$144,414,000
Average individual grant for new build	\$9,001	\$8,993	\$9,057	\$8,997	\$9,012	\$8,788
Average individual grant for existing properties	\$4,560	\$4,547	\$4,573	\$4,540	\$4,555	\$4,424
Average amount paid out per new build	\$13,225	\$12,978	\$12,880	\$12,365	\$12,862	\$13,024
Average amount paid out per existing property	\$6,241	\$6,040	\$5,996	\$5,862	\$6,035	\$6,011

Average subsidy/grant payments from July 2014 to March 2015

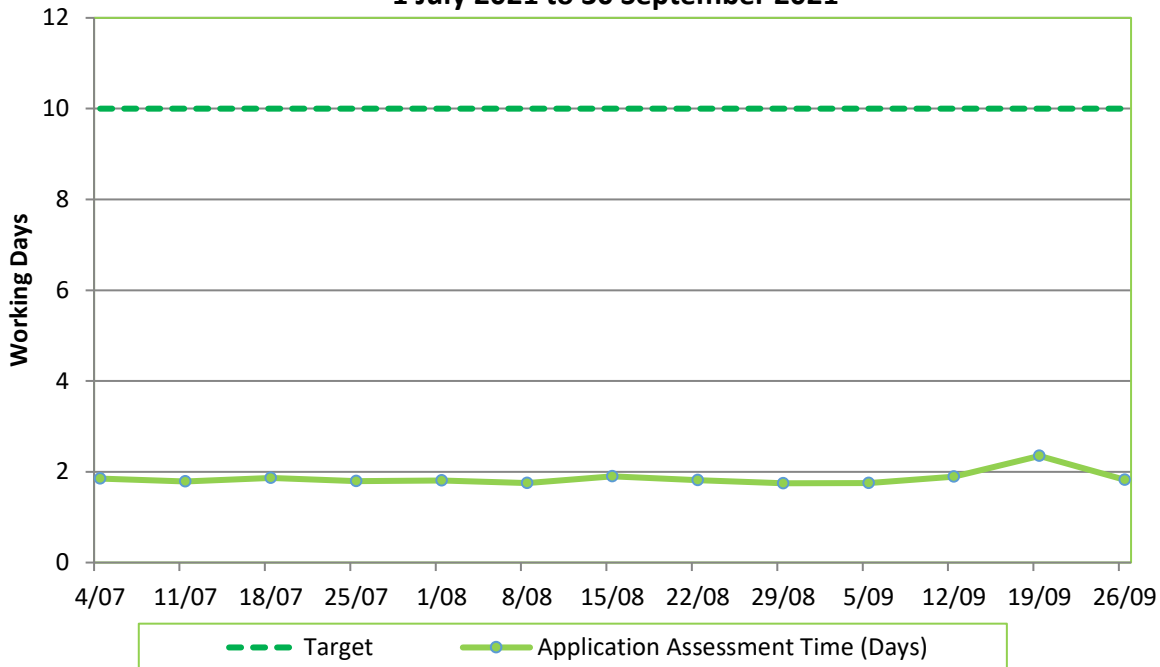
KiwiSaver deposit subsidy average amounts paid out from Jul 2014 to Mar 2015

	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 September 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
	Apr 2021	May 2021	Jun 2021	Jul 2021	Aug 2021	Sep 2021	Oct 2021	Nov 2021	Dec 2021	Jan 2022	Feb 2022	Mar 2022
Average (\$)	6,391	6,206	6,071	5,885	6,192	6,228						

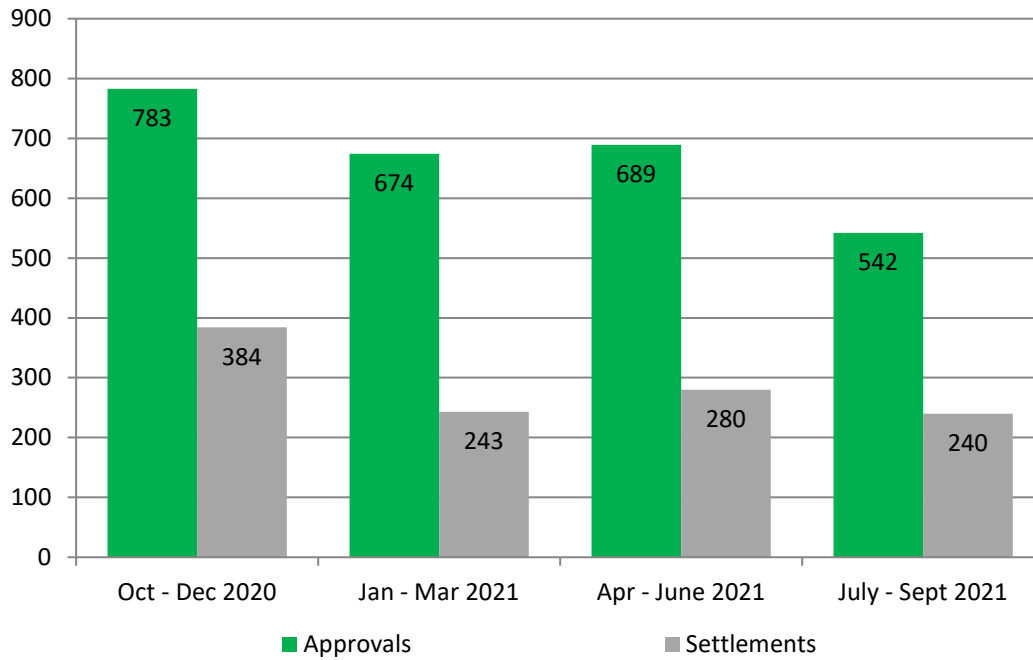
First Home Grant Application Processing Time 1 July 2021 to 30 September 2021



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.

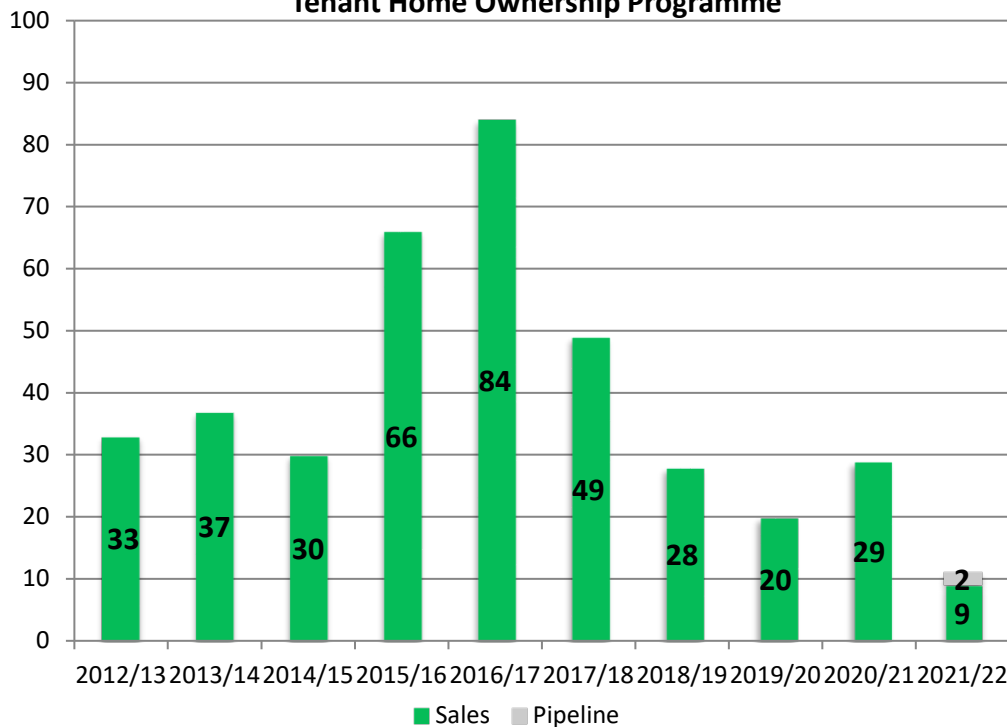
First Home Loans - Approvals and Settlements



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.

Tenant Home Ownership Programme

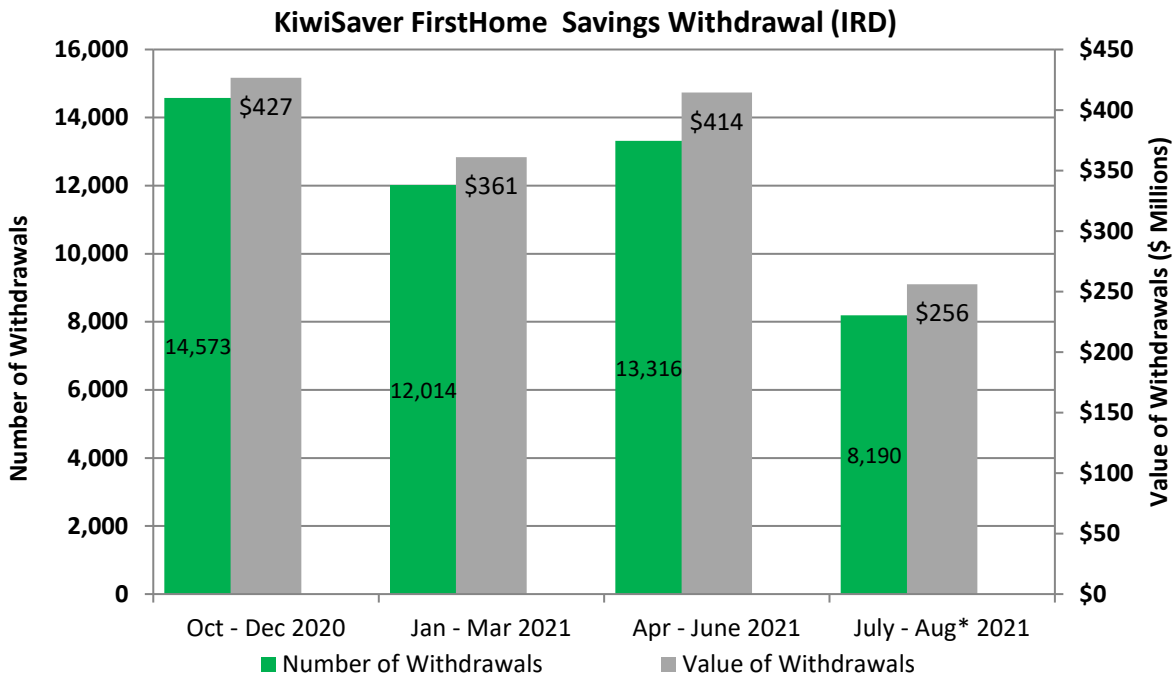


* The programme began in September 2009

The Tenant Home Ownership grant is available to eligible tenants that are purchasing the Kāinga Ora home they are living in. The grant is a gift of 10% of the purchase price up to a maximum of \$20,000. The Tenant Home Ownership grant is not available in areas where there is high demand for state houses, for example Auckland, Wellington City, Christchurch, Hamilton and Tauranga. As at 30 September 2021, five Tenant Home Ownership grants had been paid out in the 2021/22 financial year.

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.



*As at 31 October 2021, the September 2021 KiwiSaver withdrawal data had yet to be published (<https://www.ird.govt.nz/about-us/tax-statistics/kiwisaver/datasets>).

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.

Previous Owner Savings Withdrawal Applications October 2020 to September 2021

