

# Financial Products Quarterly Report

Period Ending 31 December 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Quarter	Received	Approved	Pre-Approval	Declined, Withdrawn and Other	In process at quarter's end
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
Oct - Dec 2021	5,093	1,667	3,259	1,392	63

### First Home Grant Overview by Territorial Local Authority (TLA) October 2021 to December 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	19	4	23	17	1	18	23	2	25	107,000	16,000	123,000
Whangarei District	6	-	6	6	-	6	8	-	8	38,000	-	38,000
Kaipara District	1	-	1	2	-	2	3	-	3	15,000	-	15,000
Auckland City	109	239	348	92	217	309	108	284	392	487,000	2,586,000	3,073,000
Thames-Coromandel District	2	-	2	1	-	1	2	-	2	8,000	-	8,000
Hauraki District	-	-	-	-	-	-	-	-	-	-	-	-
Waikato District	6	2	8	4	1	5	5	2	7	25,000	20,000	45,000
Matamata-Piako District	1	-	1	1	-	1	1	-	1	5,000	-	5,000
Hamilton City	16	7	23	12	7	19	17	11	28	73,000	106,000	179,000
Waipā District	8	-	8	6	6	12	8	8	16	37,000	78,000	115,000
Otorohanga District	2	-	2	2	-	2	3	-	3	14,000	-	14,000
South Waikato District	6	2	8	5	1	6	6	2	8	29,000	20,000	49,000
Waitomo District	12	-	12	8	-	8	11	-	11	51,000	-	51,000
Taupō District	4	2	6	5	-	5	6	-	6	29,000	-	29,000
Western Bay Of Plenty District	8	2	10	3	1	4	4	2	6	20,000	20,000	40,000
Tauranga City	5	8	13	6	3	9	6	4	10	29,000	40,000	69,000
Rotorua District	22	3	25	13	3	16	21	3	24	95,000	22,000	117,000
Whakatāne District	4	-	4	3	-	3	4	-	4	16,000	-	16,000

	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	12	-	12	8	-	8	11	-	11	51,000	-	51,000
Ōpōtiki District	5	-	5	4	1	5	6	1	7	29,000	10,000	39,000
Gisborne District	15	-	15	12	-	12	16	-	16	73,000	-	73,000
Wairoa District	15	-	15	10	-	10	15	-	15	69,000	-	69,000
Hastings District	31	2	33	25	3	28	34	6	40	158,000	58,000	216,000
Napier City	8	1	9	14	1	15	18	1	19	83,000	6,000	89,000
Central Hawkes Bay District	-	2	2	3	1	4	4	2	6	16,000	20,000	36,000
New Plymouth District	13	2	15	8	3	11	11	3	14	53,000	28,000	81,000
Stratford District	2	-	2	1	-	1	1	-	1	3,000	-	3,000
South Taranaki District	21	-	21	13	-	13	16	-	16	70,000	-	70,000
Ruapehu District	5	-	5	11	-	11	15	-	15	67,000	-	67,000
Whanganui District	26	2	28	21	2	23	25	2	27	110,000	14,000	124,000
Rangitikei District	12	1	13	7	-	7	10	-	10	48,000	-	48,000
Manawatū District	9	2	11	4	1	5	7	2	9	31,000	18,000	49,000
Palmerston North District	5	6	11	5	3	8	6	5	11	29,000	46,000	75,000
Tararua District	6	2	8	4	1	5	5	2	7	21,000	20,000	41,000
Horowhenua District	4	-	4	2	-	2	2	-	2	9,000	-	9,000
Kāpiti Coast District	7	2	9	3	-	3	6	-	6	29,000	-	29,000
Porirua City	5	-	5	4	3	7	5	6	11	23,000	58,000	81,000
Upper Hutt City	6	-	6	6	1	7	7	1	8	31,000	10,000	41,000
Lower Hutt City	11	36	47	9	37	46	10	45	55	47,000	406,000	453,000
Wellington City	11	10	21	10	11	21	10	15	25	46,000	138,000	184,000
Masterton District	8	-	8	7	-	7	9	-	9	41,000	-	41,000
Carterton District	-	-	-	-	-	-	-	-	-	-	-	-
South Wairarapa District	-	2	2	-	-	-	-	-	-	-	-	-
Tasman District	7	3	10	5	3	8	6	5	11	25,000	44,000	69,000
Nelson City	10	2	12	8	5	13	12	7	19	54,000	64,000	118,000
Marlborough District	4	-	4	5	-	5	7	-	7	30,000	-	30,000
Kaikōura District	3	-	3	2	-	2	3	-	3	14,000	-	14,000
Buller District	12	-	12	9	-	9	12	-	12	57,000	-	57,000
Grey District	19	4	23	14	4	18	18	4	22	85,000	38,000	123,000

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	12	5	17	10	2	12	12	3	15	51,000	26,000	77,000
Hurunui District	12	-	12	8	-	8	10	-	10	47,000	-	47,000
Waimakariri District	29	37	66	25	25	50	31	37	68	140,000	340,000	480,000
Christchurch City	307	36	343	236	40	276	311	58	369	1,400,000	514,000	1,914,000
Selwyn District	8	41	49	11	31	42	14	49	63	67,000	454,000	521,000
Ashburton District	34	6	40	34	6	40	39	8	47	177,000	66,000	243,000
Timaru District	67	2	69	51	2	53	60	4	64	277,000	40,000	317,000
MacKenzie District	1	-	1	1	-	1	1	-	1	5,000	-	5,000
Waimate District	9	-	9	5	-	5	6	-	6	25,000	-	25,000
Chatham Island District	-	-	-	-	-	-	-	-	-	-	-	-
Waitaki District	7	2	9	6	2	8	9	2	11	38,000	20,000	58,000
Central Otago District	7	-	7	4	-	4	5	-	5	25,000	-	25,000
Queenstown Lakes District	3	12	15	1	11	12	1	15	16	5,000	144,000	149,000
Dunedin City	24	6	30	17	5	22	22	7	29	103,000	66,000	169,000
Clutha District	20	3	23	17	4	21	21	6	27	96,000	52,000	148,000
Southland District	18	4	22	18	3	21	22	5	27	100,000	46,000	146,000
Gore District	18	3	21	16	2	18	20	3	23	86,000	28,000	114,000
Invercargill City	62	1	63	49	-	49	61	-	61	283,000	-	283,000
<b>Grand Total</b>	<b>1,161</b>	<b>506</b>	<b>1,667</b>	<b>929</b>	<b>453</b>	<b>1382</b>	<b>1,188</b>	<b>622</b>	<b>1,810</b>	<b>5,405,000</b>	<b>5,682,000</b>	<b>11,087,000</b>

### First Home Grant Summary – October 2021 to December 2021

	Jan – Mar 2021	Apr – June 2021	July – Sept 2021	Oct - Dec 2021	Total for last 4 quarters	Total since 1 Apr 2015
<b>Total First Home grants paid</b>	<b>\$16,727,000</b>	<b>\$17,499,000</b>	<b>\$13,421,000</b>	<b>\$11,087,000</b>	<b>\$58,734,000</b>	<b>\$484,529,000</b>
Existing properties	\$7,707,000	\$8,071,000	\$6,583,000	\$5,405,000	\$27,766,000	\$334,433,000
New properties	\$9,020,000	\$9,428,000	\$6,838,000	\$5,682,000	\$30,968,000	\$150,096,000
Average individual grant for new build	\$8,993	\$9,057	\$8,997	\$9,135	\$36,182	\$8,801
Average individual grant for existing properties	\$4,547	\$4,573	\$4,540	\$4,553	\$18,213	\$4,429
Average amount paid out per new build	\$12,978	\$12,880	\$12,365	\$12,543	\$50,766	\$13,006
Average amount paid out per existing property	\$6,040	\$5,996	\$5,862	\$5,818	\$23,716	\$6,004

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

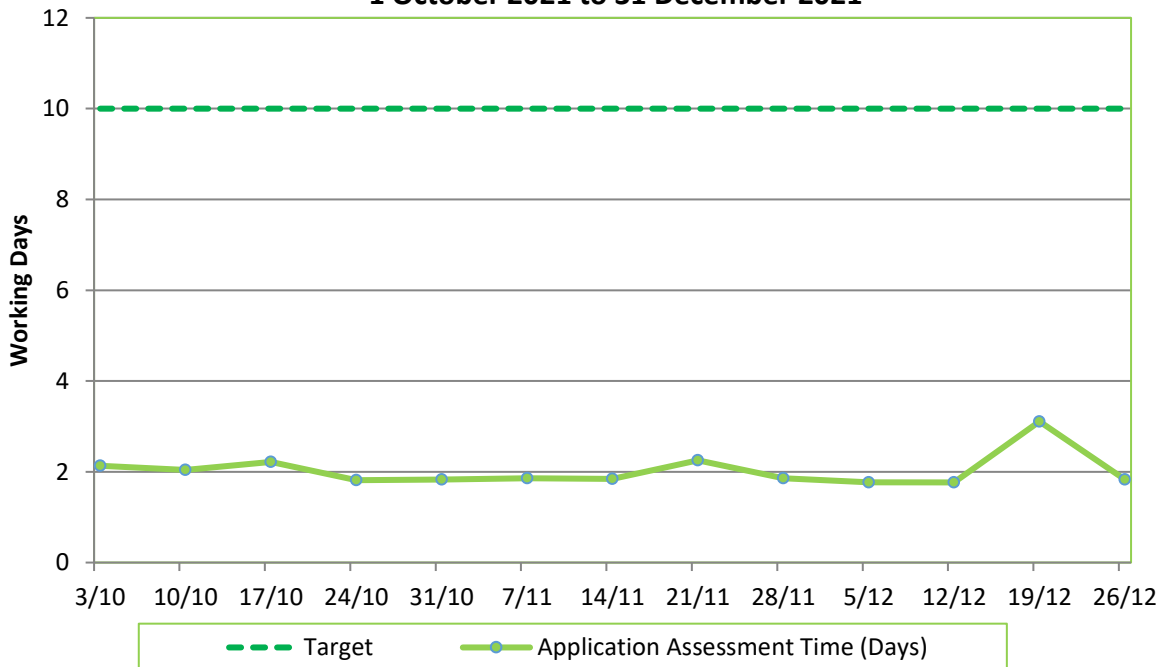
#### KiwiSaver deposit subsidy average amounts paid out from Jul 2014 to Mar 2015

	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 December 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	6,063	6,161	6,146			

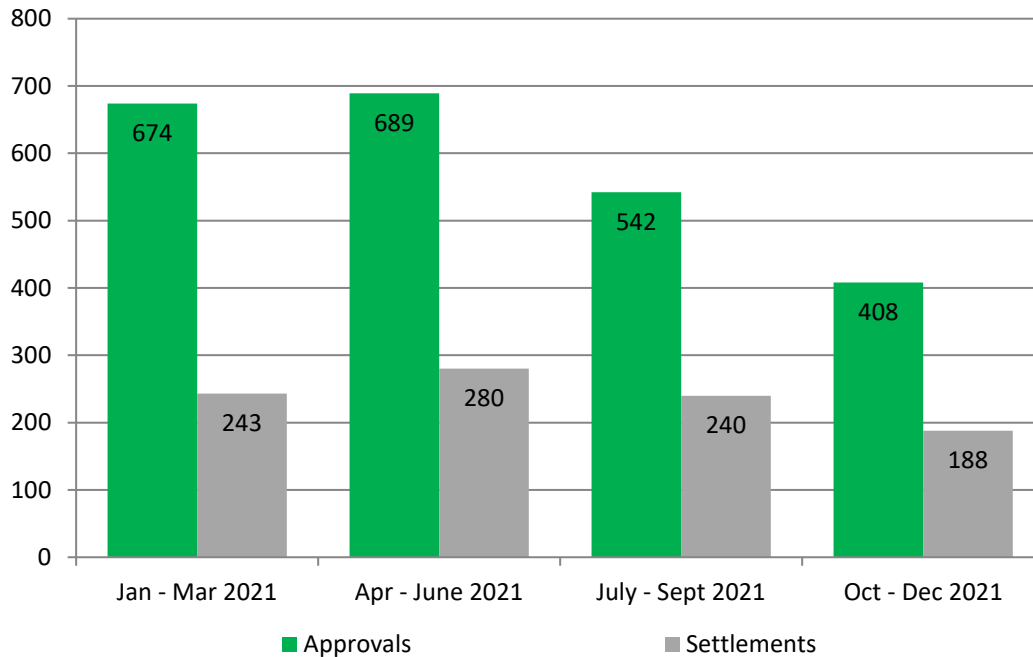
## First Home Grant Application Processing Time 1 October 2021 to 31 December 2021



## 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.

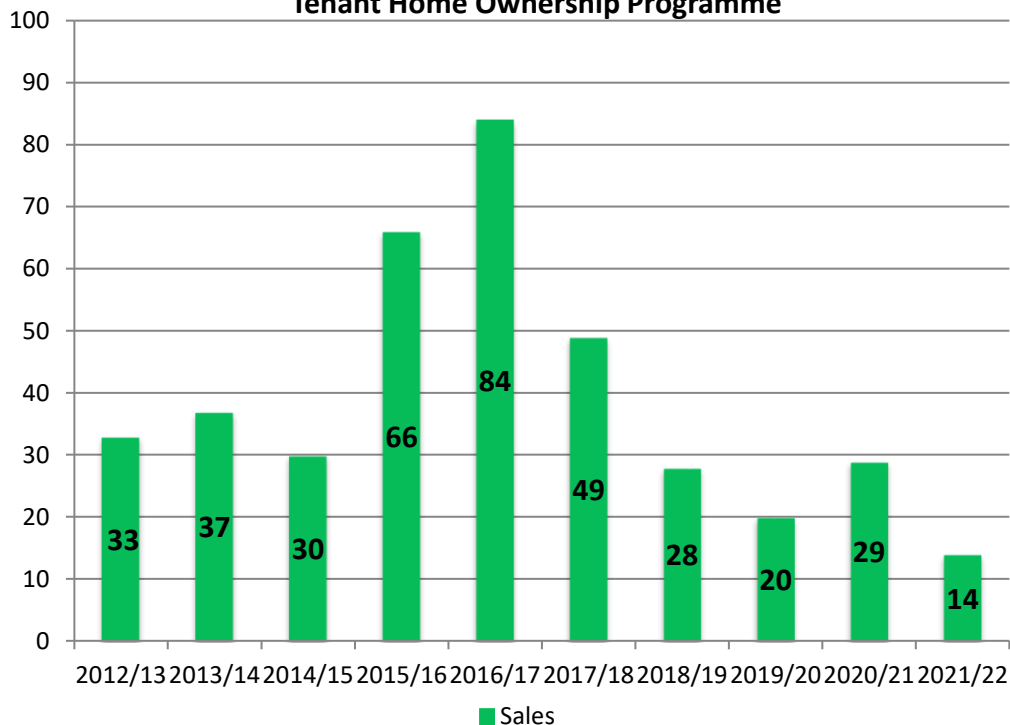
## First Home Loans - Approvals and Settlements



## 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



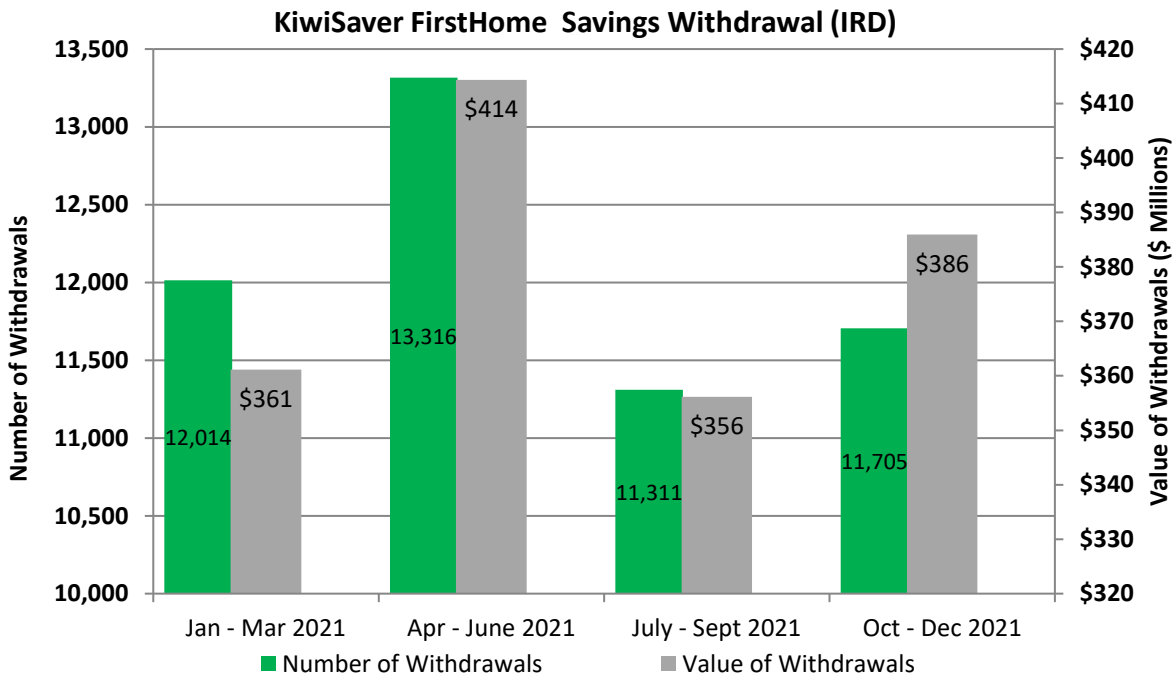
\* The programme began in September 2009

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.



### 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.

