

Financial Products Quarterly Report

Period Ending 30 June 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Quarter	Received	Approved	Pre-Approval	Declined, Withdrawn and Other	In process at quarter's end
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
Apr – June 2021	9,169	3,255	6,149	2,541	214

First Home Grant Overview by Territorial Local Authority (TLA) April 2021 to June 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	49	2	51	28	1	29	40	1	41	187,000	10,000	197,000
Whangarei District	9	1	10	5	-	5	8	-	8	37,000	-	37,000
Kaipara District	12	-	12	5	-	5	6	-	6	25,000	-	25,000
Auckland City	205	696	901	118	413	531	143	574	717	647,000	5,204,000	5,851,000
Thames-Coromandel District	1	-	1	1	-	1	1	-	1	5,000	-	5,000
Hauraki District	2	-	2	2	-	2	3	-	3	12,000	-	12,000
Waikato District	21	7	28	10	3	13	13	5	18	61,000	42,000	103,000
Matamata-Piako District	3	4	7	3	5	8	5	7	12	21,000	64,000	85,000
Hamilton City	37	20	57	28	15	43	35	21	56	163,000	190,000	353,000
Waipā District	20	6	26	12	2	14	17	2	19	78,000	20,000	98,000
Otorohanga District	3	-	3	2	-	2	3	-	3	12,000	-	12,000
South Waikato District	36	-	36	24	-	24	29	-	29	134,000	-	134,000
Waitomo District	14	4	18	9	1	10	13	2	15	57,000	20,000	77,000
Taupō District	4	-	4	6	-	6	7	-	7	29,000	-	29,000
Western Bay Of Plenty District	6	8	14	3	7	10	5	10	15	25,000	92,000	117,000
Tauranga City	8	21	29	10	5	15	13	8	21	51,000	80,000	131,000
Rotorua District	18	6	24	10	3	13	15	6	21	70,000	42,000	112,000
Whakatāne District	7	-	7	3	-	3	4	-	4	18,000	-	18,000
Kawerau District	10	1	11	7	-	7	9	-	9	45,000	-	45,000

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	11	2	13	5	-	5	8	-	8	37,000	-	37,000
Gisborne District	15	1	16	10	1	11	12	1	13	56,000	10,000	66,000
Wairoa District	9	-	9	5	-	5	6	-	6	27,000	-	27,000
Hastings District	44	4	48	27	3	30	40	5	45	174,000	46,000	220,000
Napier City	29	2	31	14	1	15	22	2	24	100,000	16,000	116,000
Central Hawkes Bay District	7	2	9	6	1	7	9	2	11	44,000	20,000	64,000
New Plymouth District	15	7	22	15	9	24	17	12	29	78,000	118,000	196,000
Stratford District	14	1	15	4	1	5	6	1	7	28,000	10,000	38,000
South Taranaki District	41	-	41	29	-	29	39	-	39	179,000	-	179,000
Ruapehu District	13	-	13	9	-	9	13	-	13	56,000	-	56,000
Whanganui District	29	4	33	23	3	26	30	5	35	136,000	46,000	182,000
Rangitikei District	9	1	10	11	-	11	12	-	12	55,000	-	55,000
Manawatū District	4	2	6	4	1	5	6	2	8	24,000	18,000	42,000
Palmerston North District	13	1	14	9	1	10	11	1	12	55,000	10,000	65,000
Tararua District	18	1	19	11	2	13	18	2	20	78,000	20,000	98,000
Horowhenua District	6	-	6	5	1	6	6	2	8	30,000	20,000	50,000
Kāpiti Coast District	8	2	10	5	-	5	7	-	7	34,000	-	34,000
Porirua City	8	8	16	5	2	7	7	4	11	35,000	38,000	73,000
Upper Hutt City	4	6	10	7	3	10	9	6	15	43,000	56,000	99,000
Lower Hutt City	17	51	68	11	21	32	14	33	47	67,000	308,000	375,000
Wellington City	16	22	38	16	13	29	18	17	35	83,000	160,000	243,000
Masterton District	9	2	11	6	4	10	9	7	16	39,000	64,000	103,000
Carterton District	1	-	1	1	-	1	1	-	1	5,000	-	5,000
South Wairarapa District	-	-	-	-	-	-	-	-	-	-	-	-
Tasman District	12	6	18	11	2	13	15	3	18	71,000	30,000	101,000
Nelson City	30	16	46	19	9	28	24	13	37	114,000	126,000	240,000
Marlborough District	15	3	18	8	1	9	11	1	12	49,000	8,000	57,000
Kaikōura District	-	2	2	1	-	1	2	-	2	9,000	-	9,000
Buller District	16	3	19	10	1	11	14	1	15	62,000	6,000	68,000
Grey District	41	0	41	23	1	24	28	1	29	127,000	10,000	137,000
Westland District	10	2	12	7	2	9	8	3	11	39,000	26,000	65,000
Hurunui District	9	4	13	7	1	8	11	2	13	48,000	20,000	68,000

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
Waimakariri District	80	53	133	62	32	94	86	48	134	407,000	418,000	825,000
Christchurch City	555	110	665	360	69	429	476	101	577	2,174,000	890,000	3,064,000
Selwyn District	29	74	103	17	49	66	24	74	98	110,000	654,000	764,000
Ashburton District	53	14	67	41	6	47	47	8	55	217,000	72,000	289,000
Timaru District	71	2	73	48	1	49	62	2	64	287,000	20,000	307,000
Mackenzie District	-	1	1	-	1	1	-	1	1	-	10,000	10,000
Waimate District	6	-	6	9	-	9	13	-	13	60,000	-	60,000
Chatham Island District	-	-	-	-	-	-	-	-	-	-	-	-
Waitaki District	28	1	29	22	1	23	28	1	29	128,000	10,000	138,000
Central Otago District	4	2	6	3	1	4	3	2	5	13,000	16,000	29,000
Queenstown Lakes District	11	37	48	9	25	34	12	31	43	57,000	284,000	341,000
Dunedin City	28	3	31	22	2	24	29	2	31	124,000	20,000	144,000
Clutha District	30	6	36	19	2	21	22	3	25	104,000	30,000	134,000
Southland District	37	2	39	24	-	24	32	-	32	145,000	-	145,000
Gore District	26	2	28	19	1	20	24	2	26	110,000	18,000	128,000
Invercargill City	117	4	121	81	3	84	105	4	109	476,000	36,000	512,000
Grand Total	2,013	1,242	3,255	1,346	732	2,078	1,765	1,041	2,806	8,071,000	9,428,000	17,499,000

First Home Grant Summary – April 2021 to June 2021

	July – Sept 2020	Oct – Dec 2020	Jan – Mar 2021	Apr – June 2021	Total for last 4 quarters	Total since 1 Apr 2015
Total First Home grants paid	\$24,429,000	\$22,980,000	\$16,727,000	\$14,799,000	\$78,935,000	\$460,021,000
Existing properties	\$14,225,000	\$12,188,000	\$7,707,000	\$8,071,000	\$42,191,000	\$322,445,000
New properties	\$10,204,000	\$10,792,000	\$9,020,000	\$9,428,000	\$39,444,000	\$137,576,000
Average individual grant for new build	\$9,046	\$9,001	\$8,993	\$9,057	\$9,024	\$8,780
Average individual grant for existing properties	\$4,514	\$4,560	\$4,547	\$4,573	\$4,549	\$4,419
Average amount paid out per new build	\$13,426	\$13,225	\$12,978	\$12,880	\$13,127	\$13,050
Average amount paid out per existing property	\$6,245	\$6,241	\$6,040	\$5,996	\$6,131	\$6,017

Average subsidy/grant payments from July 2014 to March 2015

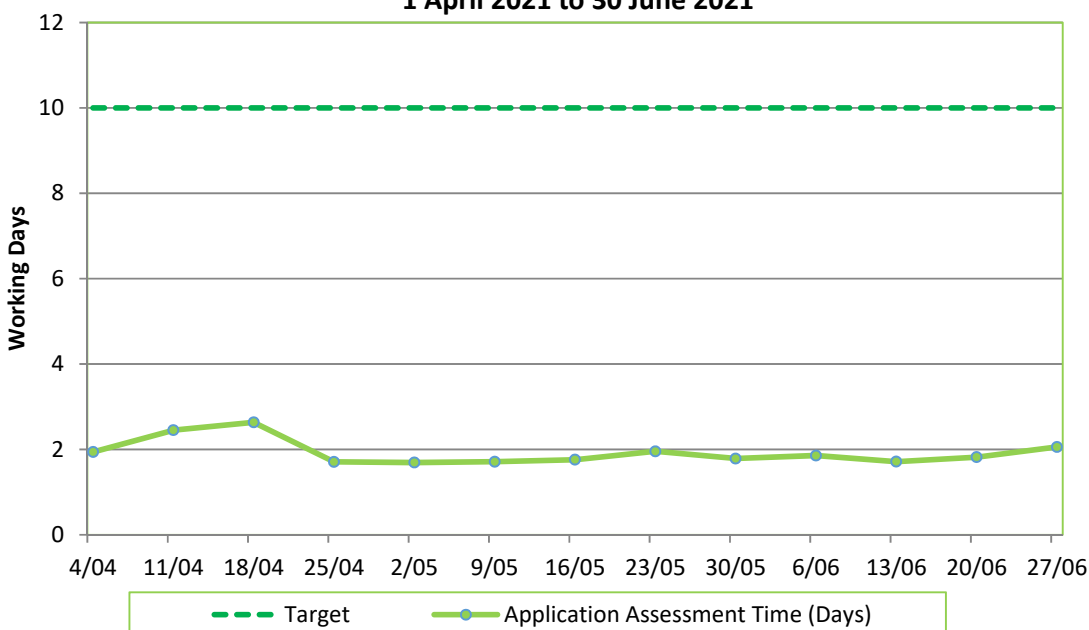
KiwiSaver deposit subsidy average amounts paid out from Jul 2014 to Mar 2015

	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 June 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									

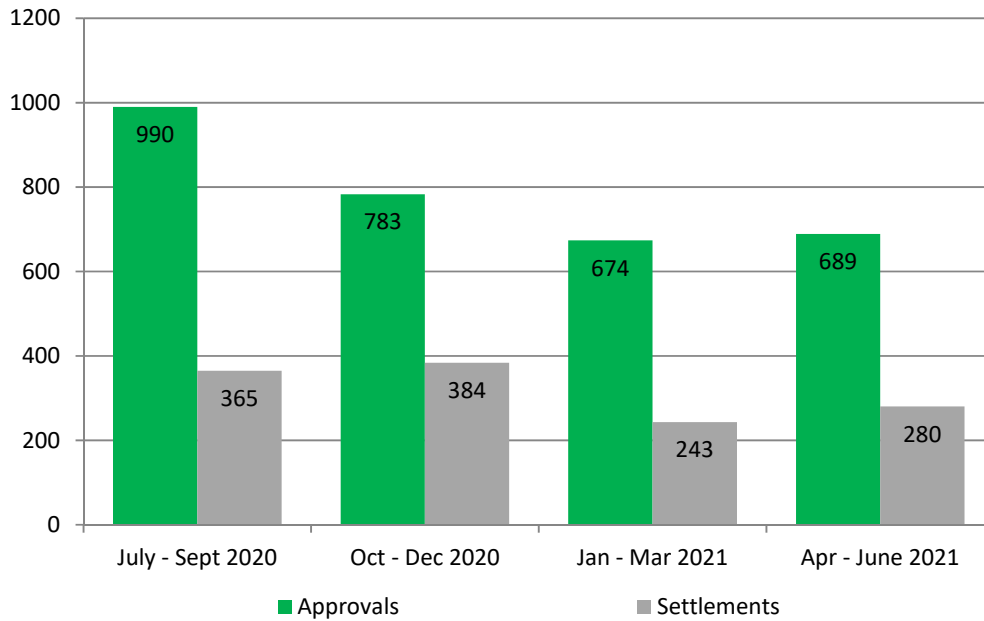
First Home Grant Application Processing Time 1 April 2021 to 30 June 2021



First Home Loans

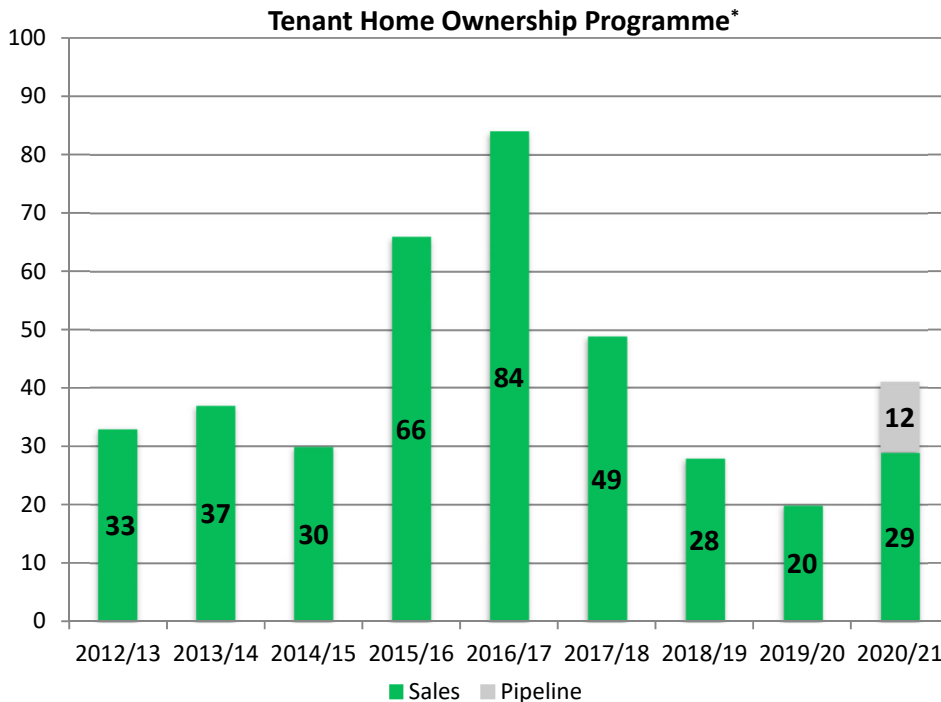
First Home Loans (known as Welcome Home Loans prior to 1 October 2019) are offered by lenders, supported by Kāinga Ora, and designed for first-home buyers who can afford to make regular repayments on a home loan, but have trouble saving for a large deposit. First Home Loans only need a 5 per cent deposit, 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.

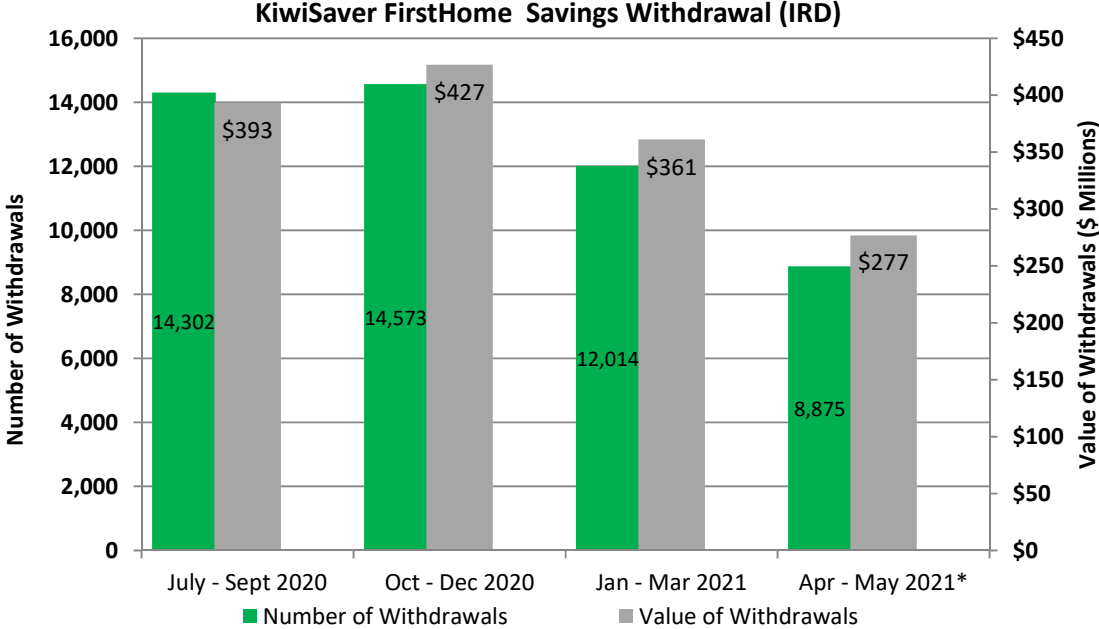


* The programme began in September 2009

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. There were 23 Tenant Home Ownership grants paid out in 2020/21.

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 July 2021, the June 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
July 2020 to June 2021**

