

Financial Products Quarterly Report

Period Ending 31 December 2020

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Quarter	Received	Approved	Pre-Approval	Declined, Withdrawn and Other	In process at quarter's end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 - Mar 2020	9,107	3,749	5,752	2,116	371
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

First Home Grant Overview by Territorial Local Authority (TLA) October 2020 to December 2020

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	32	7	39	21	3	24	32	5	37	147,000	50,000	197,000
Whangarei District	17	2	19	13	1	14	17	2	19	79,000	20,000	99,000
Kaipara District	17	3	20	14	2	16	16	3	19	71,000	24,000	95,000
Auckland	238	622	860	157	361	518	208	511	719	940,000	4,630,000	5,570,000
Thames-Coromandel District	3	2	5	3	1	4	3	2	5	13,000	20,000	33,000
Hauraki District	9	1	10	8	2	10	8	2	10	37,000	16,000	53,000
Waikato District	20	23	43	15	14	29	21	22	43	90,000	198,000	288,000
Matamata-Piako District	9	3	12	8	1	9	10	1	11	46,000	10,000	56,000
Hamilton City	86	37	123	58	21	79	89	33	122	407,000	296,000	703,000
Waipa District	7	4	11	7	2	9	7	4	11	35,000	36,000	71,000
Otorohanga District	5	0	5	6	0	6	7	0	7	31,000	0	31,000
South Waikato District	21	0	21	21	0	21	25	0	25	113,000	0	113,000
Waitomo District	18	0	18	12	1	13	16	2	18	68,000	20,000	88,000
Taupo District	33	4	37	22	2	24	29	4	33	127,000	36,000	163,000
Western Bay Of Plenty District	21	10	31	16	7	23	27	11	38	128,000	94,000	222,000
Tauranga City	38	15	53	33	14	47	47	19	66	214,000	176,000	390,000
Rotorua District	37	4	41	28	2	30	43	4	47	192,000	34,000	226,000
Whakatane District	15	0	15	10	0	10	13	0	13	57,000	0	57,000
Kawerau District	19	1	20	16	0	16	22	0	22	106,000	0	106,000

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
Opotiki District	6	0	6	3	0	3	5	0	5	24,000	0	24,000
Gisborne District	19	2	21	19	1	20	27	2	29	120,000	20,000	140,000
Wairoa District	9	0	9	10	0	10	12	0	12	52,000	0	52,000
Hastings District	15	2	17	8	1	9	13	2	15	59,000	16,000	75,000
Napier City	13	2	15	10	0	10	14	0	14	66,000	0	66,000
Central Hawkes Bay District	17	2	19	9	2	11	14	2	16	66,000	20,000	86,000
New Plymouth District	40	12	52	29	7	36	37	13	50	167,000	116,000	283,000
Stratford District	17	10	27	11	6	17	14	10	24	66,000	84,000	150,000
South Taranaki District	44	2	46	30	2	32	43	2	45	195,000	18,000	213,000
Ruapehu District	17	0	17	15	0	15	19	0	19	83,000	0	83,000
Whanganui District	66	1	67	51	2	53	69	2	71	314,000	20,000	334,000
Rangitikei District	29	6	35	21	4	25	29	5	34	133,000	50,000	183,000
Manawatu District	23	4	27	17	1	18	23	2	25	105,000	20,000	125,000
Palmerston North District	27	6	33	22	4	26	32	6	38	143,000	56,000	199,000
Tararua District	19	2	21	16	1	17	20	2	22	97,000	20,000	117,000
Horowhenua District	19	3	22	18	3	21	22	4	26	104,000	38,000	142,000
Kapiti Coast District	21	0	21	14	0	14	21	0	21	93,000	0	93,000
Porirua City	8	1	9	5	2	7	8	2	10	36,000	14,000	50,000
Upper Hutt City	13	6	19	13	3	16	16	5	21	74,000	42,000	116,000
Lower Hutt City	20	26	46	12	16	28	20	25	45	97,000	220,000	317,000
Wellington City	15	17	32	13	12	25	14	13	27	68,000	112,000	180,000
Masterton District	20	1	21	14	0	14	22	0	22	101,000	0	101,000
Carterton District	2	0	2	2	0	2	3	0	3	13,000	0	13,000
South Wairarapa District	0	1	1	0	0	0	0	0	0	0	0	0
Tasman District	16	5	21	14	2	16	19	4	23	90,000	40,000	130,000
Nelson City	35	4	39	31	4	35	48	6	54	218,000	60,000	278,000
Marlborough District	39	2	41	21	1	22	31	2	33	141,000	20,000	161,000
Kaikoura District	1	2	3	0	2	2	0	4	4	0	34,000	34,000
Buller District	16	1	17	15	2	17	20	2	22	92,000	20,000	112,000
Grey District	18	1	19	21	0	21	24	0	24	112,000	0	112,000
Westland District	19	0	19	13	0	13	16	0	16	68,000	0	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
Hurunui District	7	6	13	9	3	12	11	6	17	50,000	58,000	108,000
Waimakariri District	74	67	141	60	35	95	82	55	137	378,000	500,000	878,000
Christchurch City	681	199	880	493	123	616	680	176	856	3,127,000	1,566,000	4,693,000
Selwyn District	50	207	257	33	120	153	45	189	234	202,000	1,668,000	1,870,000
Ashburton District	79	4	83	51	3	54	72	4	76	323,000	34,000	357,000
Timaru District	97	3	100	80	2	82	105	3	108	475,000	24,000	499,000
MacKenzie District	2	0	2	3	0	3	4	0	4	20,000	0	20,000
Waimate District	9	0	9	7	0	7	8	0	8	40,000	0	40,000
Chatham Island District	0	0	0	1		1	1	0	1	4,000	0	4,000
Waitaki District	41	0	41	29	1	30	41	2	43	179,000	20,000	199,000
Central Otago District	7	0	7	5	0	5	7	0	7	34,000	0	34,000
Queenstown Lakes District	5	13	18	4	7	11	5	10	15	22,000	90,000	112,000
Dunedin City	77	9	86	52	4	56	77	6	83	356,000	56,000	412,000
Clutha District	34	6	40	27	2	29	36	4	40	158,000	36,000	194,000
Southland District	36	1	37	26	1	27	31	1	32	142,000	10,000	152,000
Gore District	26	1	27	23	1	24	27	1	28	117,000	10,000	127,000
Invercargill City	148	3	151	105	2	107	146	2	148	663,000	20,000	683,000
Grand Total	2,641	1,378	4,019	1,953	816	2,769	2,673	1,199	3,872	12,188,000	10,792,000	22,980,000

First Home Grant Summary – October 2020 to December 2020

	Jan – Mar 2020	Apr – June 2020	July – Sept 2020	Oct – Dec 2020	Total for last 4 quarters	Total since 1 Apr 2015
Total HomeStart grants paid	\$19,132,000	\$13,627,000	\$24,429,000	\$22,980,000	\$80,168,000	\$402,815,000
Existing properties	\$12,038,000	\$7,793,000	\$14,225,000	\$12,188,000	\$46,244,000	\$294,479,000
New properties	\$7,094,000	\$5,834,000	\$10,204,000	\$10,792,000	\$33,924,000	\$108,336,000
Average individual grant for new build	\$9,014	\$9,017	\$9,046	\$9,001	\$9,020	\$8,759
Average individual grant for existing properties	\$4,514	\$4,515	\$4,514	\$4,560	\$4,526	\$4,407
Average amount paid out per new build	\$13,512	\$12,993	\$13,426	\$13,225	\$13,289	\$13,060
Average amount paid out per existing property	\$6,205	\$6,382	\$6,245	\$6,241	\$6,268	\$6,011

Average subsidy/grant payments from July 2014 to March 2015

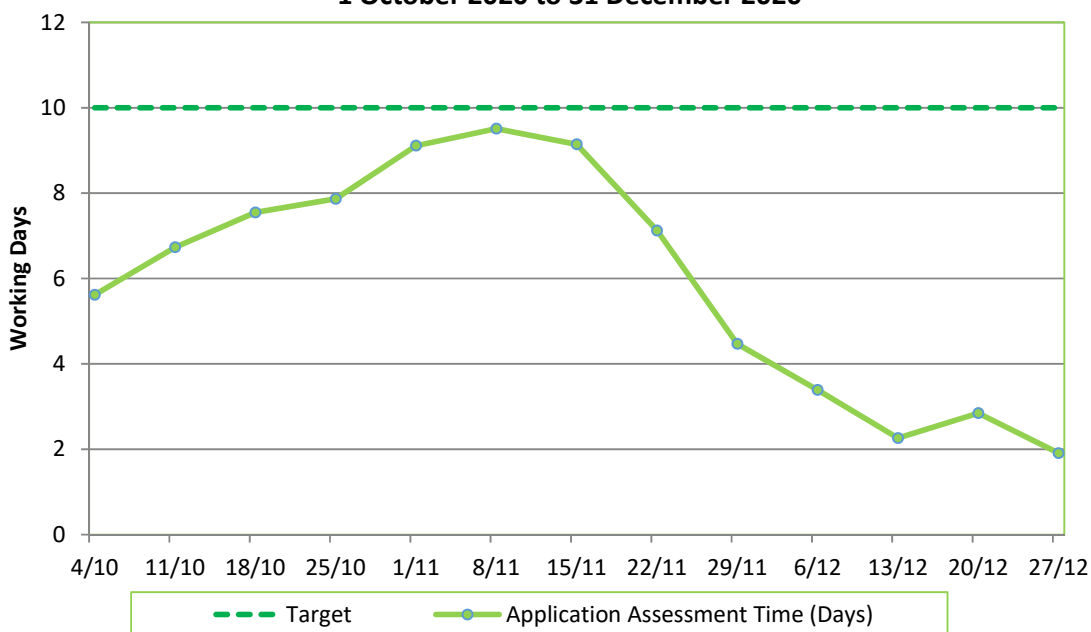
KiwiSaver deposit subsidy average amounts paid out from Jul 2014 to Mar 2015

	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 December 2020

	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	-	-	-

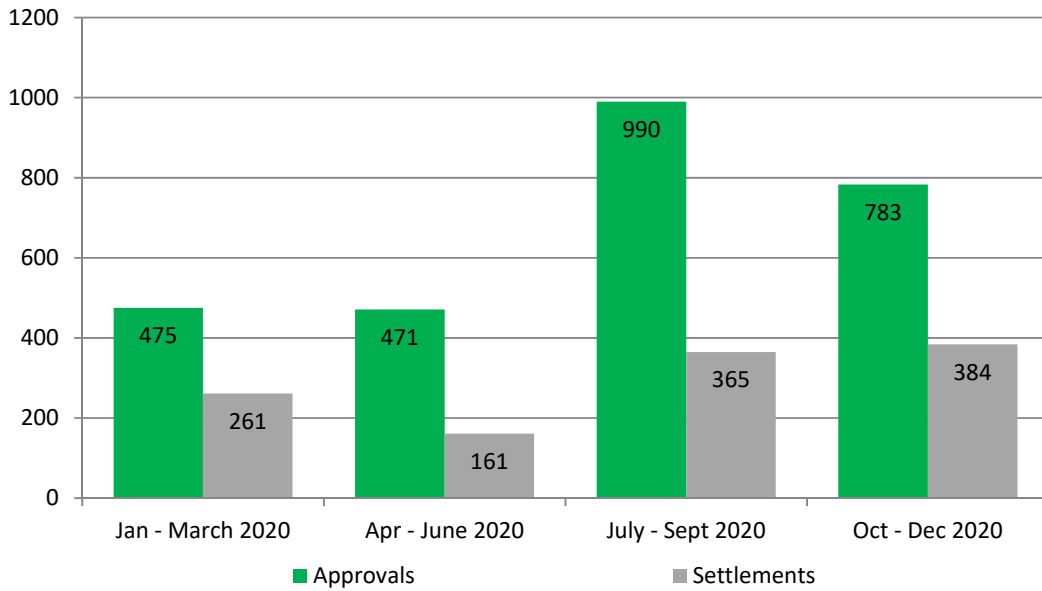
First Home Grant Application Processing Time 1 October 2020 to 31 December 2020



First Home Loans

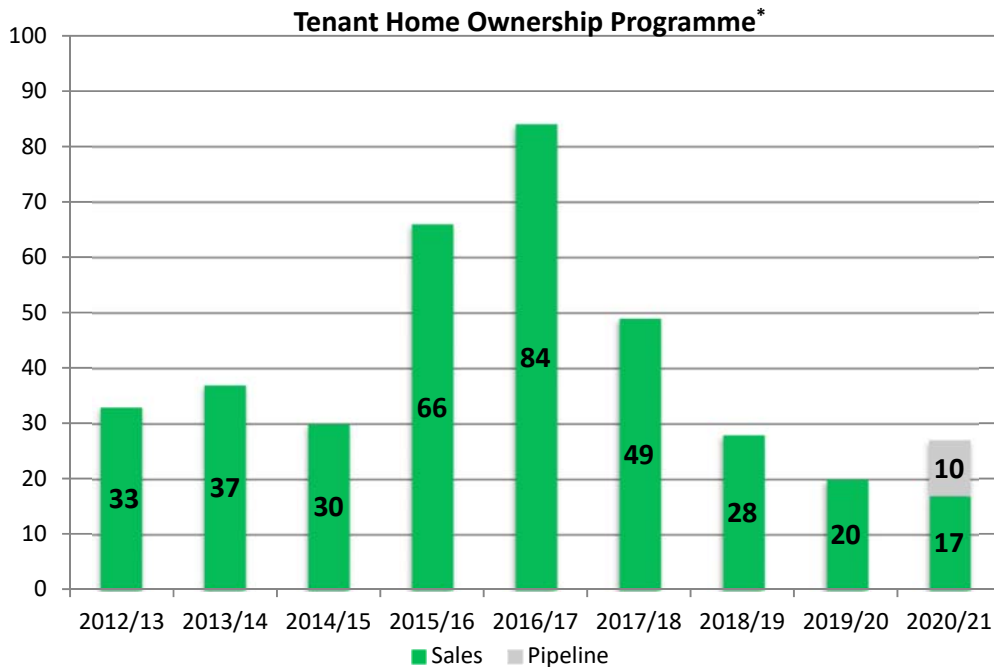
First Home Loans (known as Welcome Home Loans prior to 1 October 2019) are offered by lenders, supported by Kāinga Ora, and designed for first-home buyers who can afford to make regular repayments on a home loan, but have trouble saving for a large deposit. First Home Loans only need a 5 per cent deposit,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

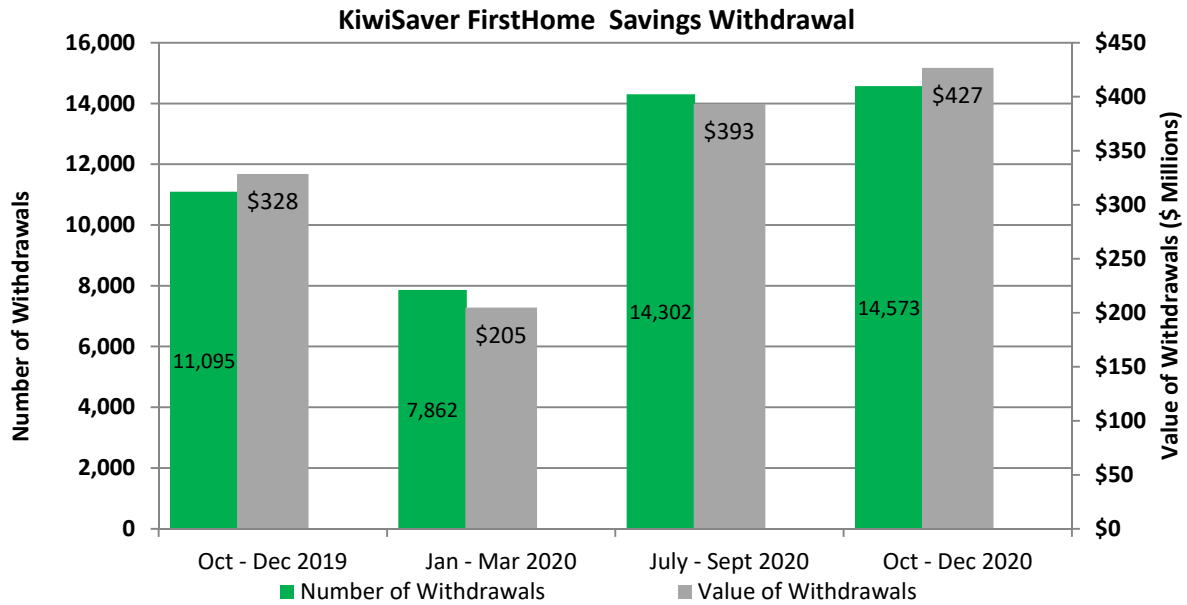
Kāinga Ora may at times offer its tenants the opportunity to purchase the house they rent. Not all properties are for sale, particularly in high-demand areas. However, tenants who live in houses that are not for sale but wish to buy a house may be given the option to buy other Kāinga Ora properties that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

