

# Financial Products Quarterly Report

Period Ending 30 September 2015

## KiwiSaver HomeStart Grant

The KiwiSaver HomeStart Grant replaced the KiwiSaver deposit subsidy from 1 April 2015. Like the KiwiSaver Deposit subsidy, the grant provides eligible first-home buyers with a grant of up to \$5,000 for individuals and up to \$10,000 for couples to put towards the purchase of an existing/older home.

In addition, the new KiwiSaver HomeStart grant also provides eligible first-home buyers with a grant of up to \$10,000 for individuals and up to \$20,000 for couples to help with purchasing a brand new property.

### HomeStart Applications - Quarter by Quarter

Quarter	Received	Approved	Pre-Approval	Declined, Withdrawn and Other	In process at quarter's end
Oct - Dec 2014	2997	1925	362	602	108
Jan - Mar 2015	3074	1677	164	705	468
Apr - Jun 2015	6788	2011	1740	1021	2016
Jul - Sept 2015	7589	4261	2478	2209	816

### KiwiSaver HomeStart Grant Overview by TLA July to September 2015

TLA	Applications Approved			Properties Bought			Grants Paid			\$ Paid		
	Existing	New	Total	Existing	New	Total	Existing	New	Total	Existing	New	Total
Far North	58	1	59	38	1	39	48	1	49	201,000	8,000	209,000
Whangarei	92	12	104	62	8	70	83	11	94	358,000	96,000	454,000
Kaipara	17	-	17	13	-	13	16	-	16	67,000	-	67,000
Auckland	362	99	461	226	54	280	294	71	365	1,220,000	630,000	1,850,000
Thames/Coromandel	21	1	22	15	1	16	18	1	19	82,000	10,000	92,000
Hauraki	24	-	24	18	-	18	22	-	22	97,000	-	97,000
Waikato	62	13	75	46	4	50	56	7	63	237,000	58,000	295,000
Matamata Piako	44	3	47	30	1	31	33	2	35	146,000	18,000	164,000
Hamilton	148	10	158	109	6	115	144	10	154	604,000	90,000	694,000
Waipa	68	1	69	42	1	43	55	1	56	231,000	8,000	239,000
Otorohanga	6	3	9	7	2	9	9	2	11	40,000	20,000	60,000
South Waikato	41	4	45	32	1	33	44	2	46	190,000	16,000	206,000
Waitomo	13	-	13	10	-	10	12	-	12	51,000	-	51,000
Taupo	52	4	56	31	2	33	38	2	40	169,000	16,000	185,000
Western BoP	46	11	57	27	7	34	37	9	46	159,000	84,000	243,000
Tauranga	140	60	200	88	33	121	115	45	160	478,000	398,000	876,000
Rotorua	105	-	105	78	-	78	97	-	97	410,000	-	410,000
Whakatane	36	1	37	25	1	26	36	1	37	145,000	10,000	155,000
Kawerau	11	-	11	7	-	7	11	-	11	43,000	-	43,000
Opotiki	10	-	10	8	-	8	10	-	10	40,000	-	40,000
Gisborne	36	-	36	28	-	28	37	-	37	166,000	-	166,000
Wairoa	11	-	11	6	-	6	7	-	7	32,000	-	32,000
Hastings	75	1	76	49	1	50	63	1	64	264,000	6,000	270,000
Napier	103	1	104	73	1	74	98	1	99	436,000	10,000	446,000
Ctrl Hawkes	24	-	24	15	-	15	19	-	19	79,000	-	79,000

Bay												
New Plymouth	71	4	75	44	2	46	59	4	63	250,000	28,000	278,000
Stratford	10	-	10	9	-	9	10	-	10	40,000	-	40,000
South Taranaki	42	-	42	31	-	31	34	-	34	147,000	-	147,000
Ruapehu	8	-	8	6	-	6	6	-	6	24,000	-	24,000
Wanganui	84	1	85	69	1	70	79	1	80	334,000	6,000	340,000
Rangitikei	19	-	19	14	-	14	16	-	16	71,000	-	71,000
Manawatu	58	7	65	39	3	42	54	5	59	224,000	42,000	266,000
Palmerston Nth	131	3	134	95	2	97	117	3	120	502,000	24,000	526,000
Tararua	21	-	21	17	-	17	20	-	20	85,000	-	85,000
Horowhenua	42	-	42	37	-	37	43	-	43	184,000	-	184,000
Kapiti Coast	50	5	55	29	3	32	38	3	41	162,000	24,000	186,000
Porirua	52	4	56	38	1	39	54	1	55	242,000	8,000	250,000
Upper Hutt	77	-	77	49	-	49	68	-	68	292,000	-	292,000
Lower Hutt	137	18	155	93	6	99	123	10	133	545,000	86,000	631,000
Wellington	126	6	132	88	6	94	111	8	119	471,000	70,000	541,000
Masterton	41	-	41	31	-	31	43	-	43	191,000	-	191,000
Carterton	11	-	11	7	-	7	9	-	9	41,000	-	41,000
South Wairarapa	13	-	13	9	-	9	10	-	10	43,000	-	43,000
Tasman	26	3	29	18	2	20	22	3	25	90,000	28,000	118,000
Nelson	88	8	96	56	7	63	72	8	80	300,000	72,000	372,000
Marlborough	66	1	67	41	2	43	51	3	54	215,000	20,000	235,000
Kaikoura	1	-	1	1	-	1	1	-	1	3,000	-	3,000
Buller	4	-	4	3	-	3	3	-	3	11,000	-	11,000
Grey	9	1	10	7	1	8	8	1	9	36,000	8,000	44,000
Westland	7	-	7	5	-	5	6	-	6	25,000	-	25,000
Hurunui	10	1	11	5	1	6	7	1	8	30,000	10,000	40,000
Waimakariri	54	25	79	31	9	40	43	18	61	190,000	152,000	342,000
Christchurch	390	67	457	243	35	278	317	46	363	1,322,000	402,000	1,724,000
Selwyn	14	43	57	8	19	27	10	30	40	43,000	244,000	287,000
Ashburton	42	-	42	22	-	22	30	-	30	125,000	-	125,000
Timaru	64	-	64	50	-	50	59	-	59	250,000	-	250,000
Waimate	8	-	8	5	-	5	6	-	6	24,000	-	24,000
MacKenzie	3	-	3	1	-	1	1	-	1	5,000	-	5,000
Waitaki	31	-	31	19	-	19	26	-	26	112,000	-	112,000
Central Otago	27	-	27	17	-	17	21	-	21	98,000	-	98,000
Queenstown Lakes	15	18	33	11	9	20	13	15	28	52,000	120,000	172,000
Dunedin	152	2	154	100	-	100	131	-	131	567,000	-	567,000
Clutha	24	2	26	15	1	16	17	2	19	63,000	16,000	79,000
Southland	26	-	26	24	1	25	26	2	28	119,000	16,000	135,000
Gore	20	-	20	16	-	16	20	-	20	87,000	-	87,000
Invercargill	138	-	138	107	1	108	129	2	131	566,000	12,000	578,000
<b>Total</b>	<b>3817</b>	<b>444</b>	<b>4261</b>	<b>2593</b>	<b>236</b>	<b>2829</b>	<b>3315</b>	<b>333</b>	<b>3648</b>	<b>14,126,000</b>	<b>2,866,000</b>	<b>16,992,000</b>

	Apr –Jun 2015	Jul-Sep 2015	Total since 1 April 2015
<b>Total HomeStart grants paid</b>	<b>\$7,204,000</b>	<b>\$16,992,000</b>	<b>\$24,196,000</b>
Existing properties	\$6,108,000	\$14,126,000	\$20,234,000
New properties	\$1,096,000	\$2,866,000	\$3,962,000
Average individual grant for new build	\$8,496	\$8,607	\$8,576
Average individual grant for existing properties	\$4,233	\$4,261	\$4,253
Average amount paid out per new build	\$12,744	\$12,144	\$12,304
Average amount paid out per existing property	\$5,508	\$5,448	\$5,466

### Average subsidy/grant payments from April 2014 to September 2015

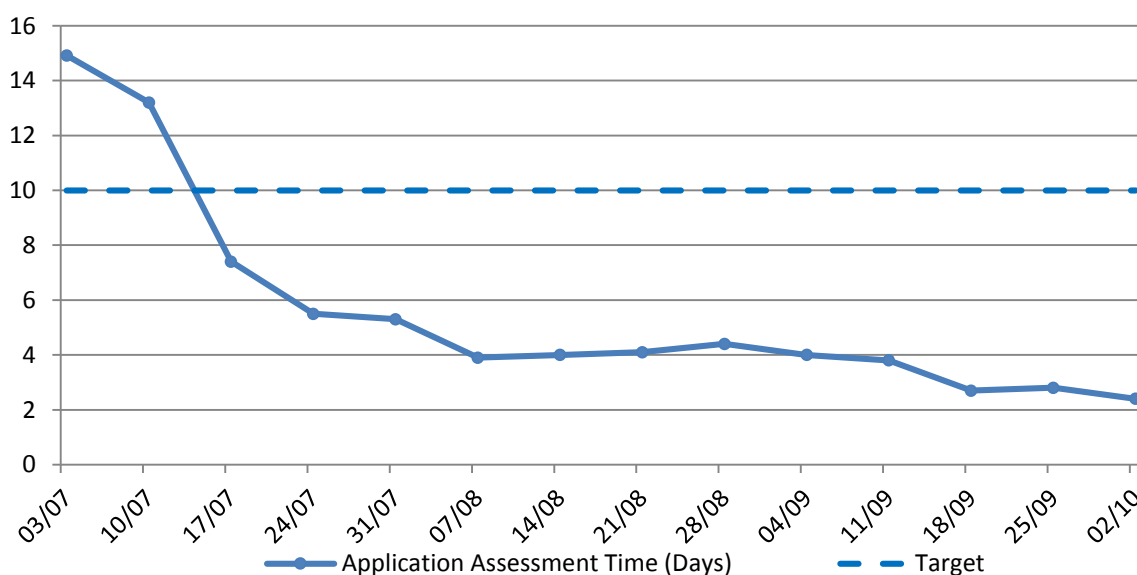
#### KiwiSaver deposit subsidy average amounts paid out from Jul 2014 to Mar 2015

	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

#### KiwiSaver HomeStart grant average amounts paid out from Apr 2015 to Sept 2015

	Apr 2015	May 2015	Jun 2015	Jul 2015	Aug 2015	Sep 2015
Average (\$)	4,720	4,645	4,519	4,679	4,663	4,634

### KiwiSaver HomeStart Application Processing Time

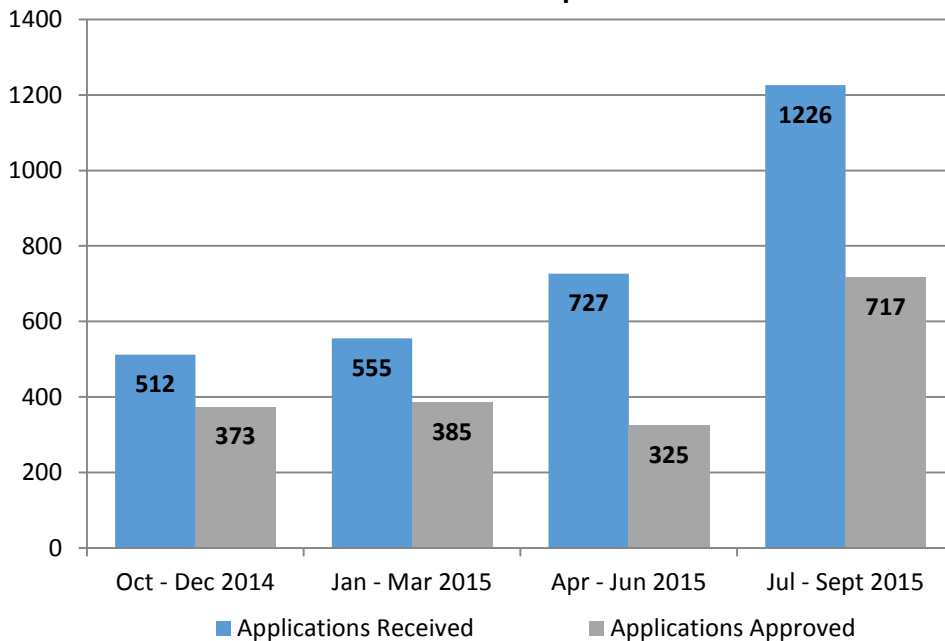


### KiwiSaver Savings Withdrawal Determination for Previous Home Owners

First-home buyers are able to apply to withdraw all or part of their savings to assist with purchasing a first home. From 1 April 2015, all funds, with the exception of \$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 Housing New Zealand and should the client be eligible, a letter is produced to assist with their application to withdraw their contributions.

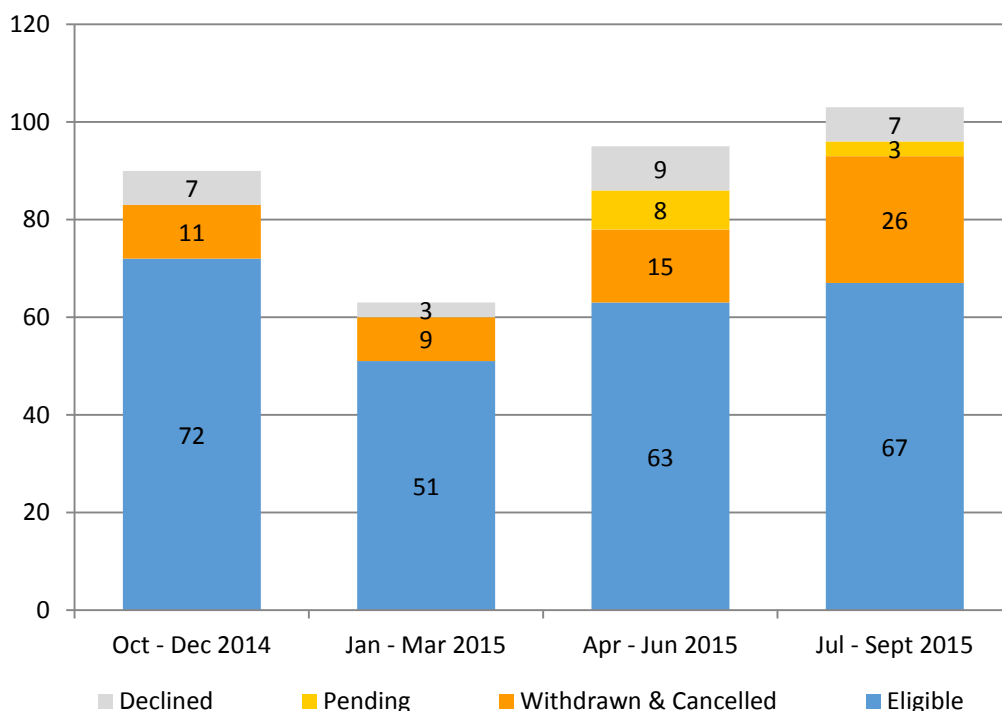
**Previous Owner Savings Withdrawal Applications  
October 2014 to September 2015**



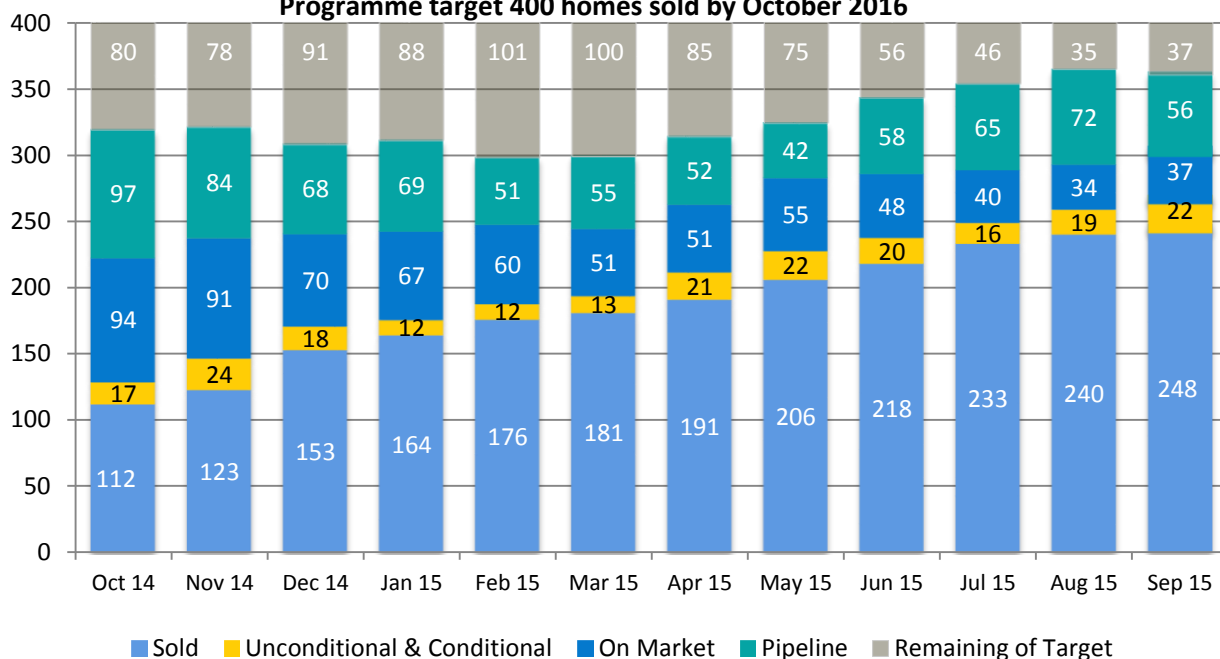
## FirstHome Ownership Scheme

FirstHome properties are Housing New Zealand homes located in areas where changing demand has resulted in an over supply of some type of houses. These properties are initially made available to eligible first-home buyers for a period of three-months. Eligible clients are then able to receive a grant of 10% of the purchase price of the FirstHome property, capped at a maximum of \$20,000. Housing New Zealand established the scheme with a target of facilitating a purchase for 400 first-home buyers by October 2016.

**FirstHome Applications  
October 2014 - September 2015**



**First Home Ownership Scheme Monthly Status**  
**Programme target 400 homes sold by October 2016**



Awanui/Waharoa/Te Aroha	3	Kaikohe/Kaitaia	7	Rotorua	1
Balclutha	3	Kaiwaka/Kawakawa	3	Shannon	3
Blenheim	5	Levin	12	Stratford	5
Bulls	1	Manaia	1	Taihape	2
Coopers Beach	1	Marton	5	Taumarunui	8
Cromwell	1	Matamata	4	Te Kuiti	2
Dargaville	2	Milton	1	Thames	1
Dunedin	16	Morrinsville	4	Timaru	2
Edgecumbe	1	Napier	1	Waihi	1
Flaxmere	12	Netherton	1	Waipawa	2
Foxton	8	Opotiki	4	Waipukurau	6
Gore	4	Opunake	2	Wairoa	4
Geraldine	1	Otaki	1	Wanganui	56
Greymouth	4	Otorohanga	5	Waverley	1
Hastings	3	Paeroa	2	Wellington	1
Havelock North	4	Palmerston North	1	Westport	4
Hawera	5	Patea	6	Whakatane	1
Invercargill	11	Picton	1	Whangarei	2
<b>Total</b>				<b>248</b>	

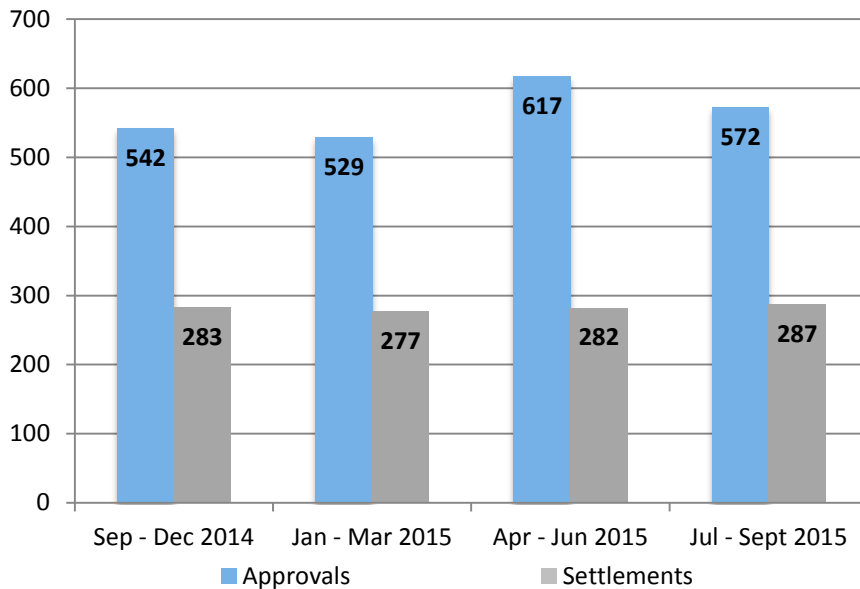
Sale Price of Settled Properties	\$26,576,000
Number of FirstHome Grants paid out	251
Value of Paid Grants	\$2,629,500
Grants Repaid	1
Value of Repaid Grants	\$16,000

## Welcome Home Loans

Welcome Home Loan is offered by lenders, supported by Housing New Zealand, 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. With Welcome Home Loan you only need a 10 percent deposit, not a 20 percent deposit as required by most lenders.

Housing New Zealand does not issue the loan. This is done through normal lenders such as selected banks and credit unions. Housing New Zealand underwrites the loan for the lender. Individual applicants are required to meet the lender's specific lending criteria. Income and House Price Caps apply.

### Welcome Home Loans - Approvals and Settlements



### Tenant Home Ownership

Housing New Zealand also offers 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 will be given the option to buy other Housing New Zealand properties that have been identified as suitable for sale.

### Tenant Home Ownership Programme

