

# Home Ownership (Financial) Products Quarterly Report

Period Ending 30 September 2023

## 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Quarter	Received	Approved	Pre-Approval	Declined, Withdrawn and Other	In process at quarter's end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 2022	6,092	2,883	3,591	1,575	114
Jan - Mar 2023	6,854	2,557	4,210	1,623	270
Apr - June 2023	8,213	3,173	5,117	2,014	290
July - Sept 2023	8,621	3,295	5,425	2,346	264

### First Home Grant Overview by Territorial Local Authority (TLA) July 2023 to September 2023

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	21	4	25	11	3	14	14	3	17	70,000	30,000	100,000
Whangārei District	51	2	53	39	-	39	52	-	52	258,000	-	258,000
Kaipara District	13	-	13	8	-	8	14	-	14	68,000	-	68,000
Auckland City	441	-	888	273	287	560	403	419	822	1,969,000	4,092,000	6,061,000
Thames-Coromandel District	9	-	9	8	-	8	11	-	11	55,000	-	55,000
Hauraki District	8	1	9	7	-	9	10	-	12	50,000	-	70,000
Waikato District	35	15	50	21	11	32	32	19	51	158,000	184,000	342,000
Matamata-Piako District	29	2	31	19	2	21	31	4	35	152,000	40,000	192,000
Hamilton City	121	10	131	77	9	86	116	11	127	573,000	104,000	677,000
Waipā District	35	5	40	24	4	28	36	5	41	178,000	50,000	228,000
Otorohanga District	-	-	-	-	-	-	-	-	-	-	-	-
South Waikato District	19	-	19	13	-	13	19	-	19	95,000	-	95,000
Waitomo District	3	-	3	3	1	4	4	1	5	20,000	10,000	30,000
Taupō District	7	3	10	6	2	8	10	3	13	49,000	30,000	79,000
Western Bay Of Plenty District	37	7	44	21	5	26	35	9	44	171,000	88,000	259,000
Tauranga City	84	10	94	53	5	58	79	8	87	392,000	80,000	472,000
Rotorua District	29	1	30	18	-	18	29	-	29	143,000	-	143,000
Whakatāne District	12	4	16	10	1	11	12	2	14	58,000	20,000	78,000

	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	14	-	14	6	-	6	10	-	10	49,000	-	49,000
Ōpōtiki District	2	-	2	2	-	2	4	-	4	20,000	-	20,000
Gisborne District	12	-	12	10	-	10	14	-	14	69,000	-	69,000
Wairoa District	6	-	6	3	-	3	5	-	5	25,000	-	25,000
Hastings District	42	2	44	23	2	25	33	4	37	161,000	40,000	201,000
Napier City	64	2	66	45	2	47	65	2	67	321,000	20,000	341,000
Central Hawkes Bay District	13	-	13	11	-	11	15	-	15	74,000	-	74,000
New Plymouth District	56	3	59	30	2	32	48	2	50	239,000	20,000	259,000
Stratford District	6	-	6	6	-	6	10	-	10	50,000	-	50,000
South Taranaki District	22	2	24	14	1	15	21	2	23	102,000	20,000	122,000
Ruapehu District	11	-	11	6	-	6	7	-	7	35,000	-	35,000
Whanganui District	37	-	37	28	-	28	37	-	37	183,000	-	183,000
Rangitikei District	5	-	5	2	-	2	2	-	2	10,000	-	10,000
Manawatū District	21	-	21	9	-	9	14	-	14	70,000	-	70,000
Palmerston North District	87	3	90	50	2	52	77	3	80	377,000	30,000	407,000
Tararua District	14	-	14	10	-	10	10	-	10	50,000	-	50,000
Horowhenua District	29	1	30	25	-	25	37	-	37	185,000	-	185,000
Kāpiti Coast District	49	-	49	28	-	28	47	-	47	235,000	-	235,000
Porirua City	25	7	32	12	4	16	21	6	27	102,000	60,000	162,000
Upper Hutt City	33	6	39	20	6	26	29	7	36	143,000	70,000	213,000
Lower Hutt City	96	26	122	60	17	77	87	19	106	429,000	188,000	617,000
Wellington City	47	9	56	32	7	39	43	9	52	214,000	90,000	304,000
Masterton District	27	-	27	18	-	18	28	-	28	138,000	-	138,000
Carterton District	7	1	8	4	-	4	7	-	7	34,000	-	34,000
South Wairarapa District	7	-	7	4	-	4	6	-	6	28,000	-	28,000
Tasman District	20	11	31	14	8	22	22	12	34	109,000	118,000	227,000
Nelson City	42	2	44	36	1	37	55	1	56	270,000	10,000	280,000
Marlborough District	48	-	48	24	-	24	38	-	38	186,000	-	186,000
Kaikōura District	3	-	3	4	-	4	7	-	7	35,000	-	35,000
Buller District	8	-	8	5	-	5	6	-	6	30,000	-	30,000
Grey District	19	-	19	12	-	12	17	-	17	84,000	-	84,000

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	4	-	4	1	-	1	2	-	2	10,000	-	10,000
Hurunui District	4	1	5	3	1	4	5	1	6	25,000	10,000	35,000
Waimakariri District	47	53	100	25	30	55	36	45	81	180,000	446,000	626,000
Christchurch City	287	90	377	180	56	236	262	75	337	1,293,000	742,000	2,035,000
Selwyn District	19	50	69	9	26	35	16	42	58	79,000	406,000	485,000
Ashburton District	14	4	18	12	3	15	14	6	20	69,000	60,000	129,000
Timaru District	35	1	36	23	1	24	32	1	33	156,000	10,000	166,000
Mackenzie District	2	-	2	1	-	1	1	-	1	5,000	-	5,000
Waimate District	3	-	3	1	-	1	1	-	1	5,000	-	5,000
Chatham Island District	-	-	-	-	-	-	-	-	-	-	-	-
Waitaki District	14	-	14	13	-	13	18	-	18	89,000	-	89,000
Central Otago District	7	7	14	4	4	8	7	7	14	35,000	70,000	105,000
Queenstown Lakes District	11	12	23	7	5	12	13	8	21	62,000	80,000	142,000
Dunedin City	101	6	107	62	4	66	87	5	92	424,000	48,000	472,000
Clutha District	10	1	11	7	1	8	9	1	10	44,000	10,000	54,000
Southland District	13	4	17	8	1	9	12	2	14	60,000	20,000	80,000
Gore District	19	-	19	14	-	14	21	-	21	104,000	-	104,000
Invercargill City	62	2	64	50	1	51	64	2	66	318,000	20,000	338,000
<b>Grand Total</b>	<b>2,478</b>	<b>817</b>	<b>3,295</b>	<b>1,584</b>	<b>517</b>	<b>2,101</b>	<b>2,329</b>	<b>748</b>	<b>3,077</b>	<b>11,474,000</b>	<b>7,336,000</b>	<b>18,810,000</b>

### First Home Grant Summary – Oct 2022 to Sept 2023

	Oct – Dec 2022	Jan – Mar 2023	Apr – June 2023	July – Sept 2023	Total for last 4 quarters	Total since 1 Apr 2015
<b>Total First Home grants paid</b>	<b>\$16,926,000</b>	<b>\$14,399,000</b>	<b>\$16,543,000</b>	<b>\$18,810,000</b>	<b>\$66,678,000</b>	<b>\$583,780,000</b>
Existing properties	\$10,114,000	\$8,589,000	\$10,765,000	\$11,474,000	\$40,942,000	\$391,952,000
New properties	\$6,812,000	\$5,810,000	\$5,778,000	\$7,336,000	\$25,736,000	\$191,828,000
Average individual grant for new build	\$9,357	\$9,572	\$9,678	\$9,807	\$9,604	\$8,924
Average individual grant for existing properties	\$4,652	\$4,836	\$4,907	\$4,927	\$4,831	\$4,489
Average amount paid out per new build	\$13,305	\$14,275	\$13,660	\$14,190	\$13,858	\$13,112
Average amount paid out per existing property	\$6,658	\$6,800	\$7,196	\$7,244	\$6,997	\$6,147

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

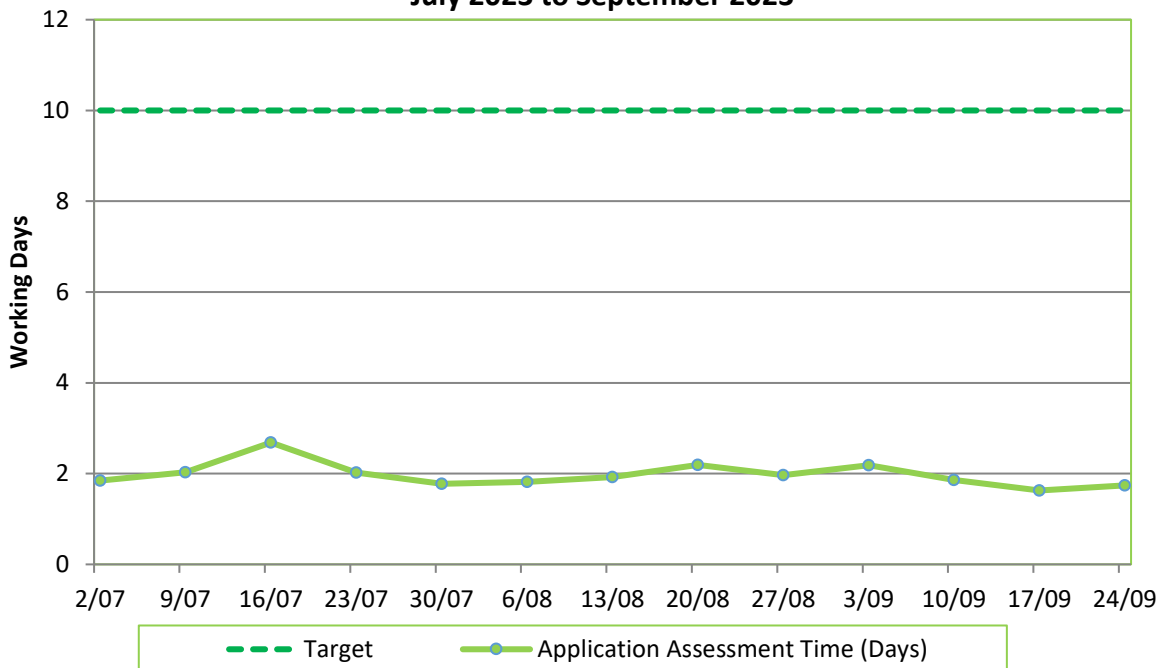
#### KiwiSaver deposit subsidy average amounts paid out from Jul 2014 to Mar 2015

	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 April 2015 to September 2023**

	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	5,765	6,061	6,543
	Apr 2022	May 2022	Jun 2022	Jul 2022	Aug 2022	Sep 2022	Oct 2022	Nov 2022	Dec 2022	Jan 2023	Feb 2023	Mar 2023
Average (\$)	6,082	6,150	6,218	5,917	6,027	5,872	5,898	5,806	5,806	6,042	6,155	5,977
	Apr 2023	May 2023	Jun 2023	Jul 2023	Aug 2023	Sep 2023	Oct 2023	Nov 2023	Dec 2023	Jan 2024	Feb 2024	Mar 2024
Average (\$)	6,088	5,787	5,968	5,937	6,202	6,165	-	-	-	-	-	-

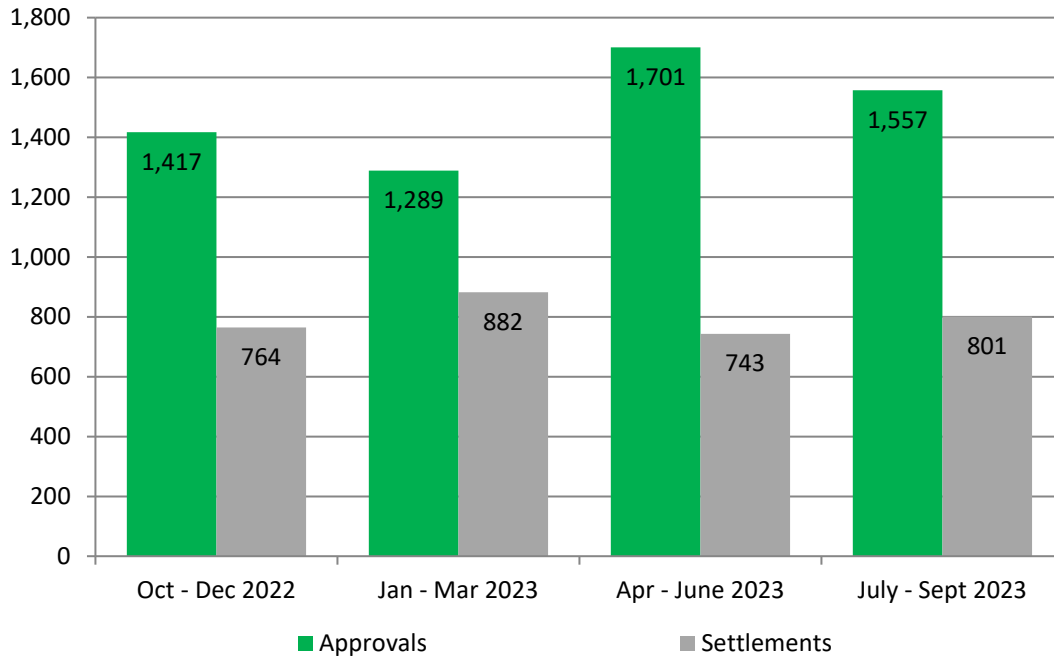
**First Home Grant Application Processing Time  
July 2023 to September 2023**



## 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 five percent 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. The large increase in approvals for First Home Loans from July 2022 is due to the removal of price caps that took effect from 1 June 2022.

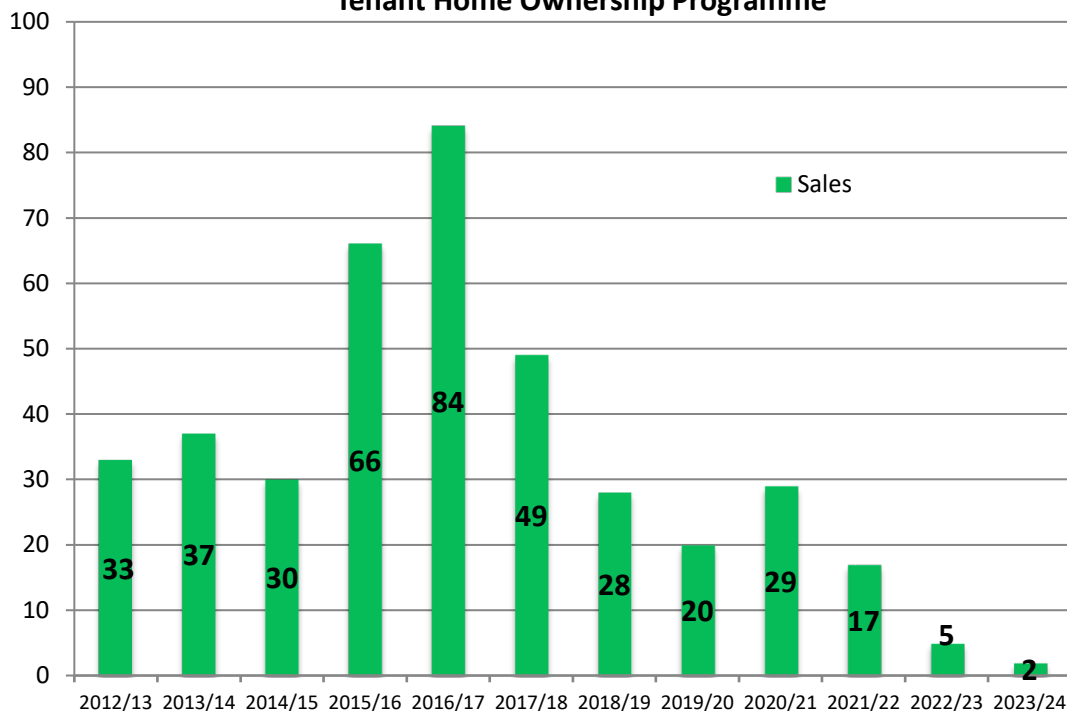
**First Home Loans - Approvals and Settlements**



## 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. This programme began in September 2009.

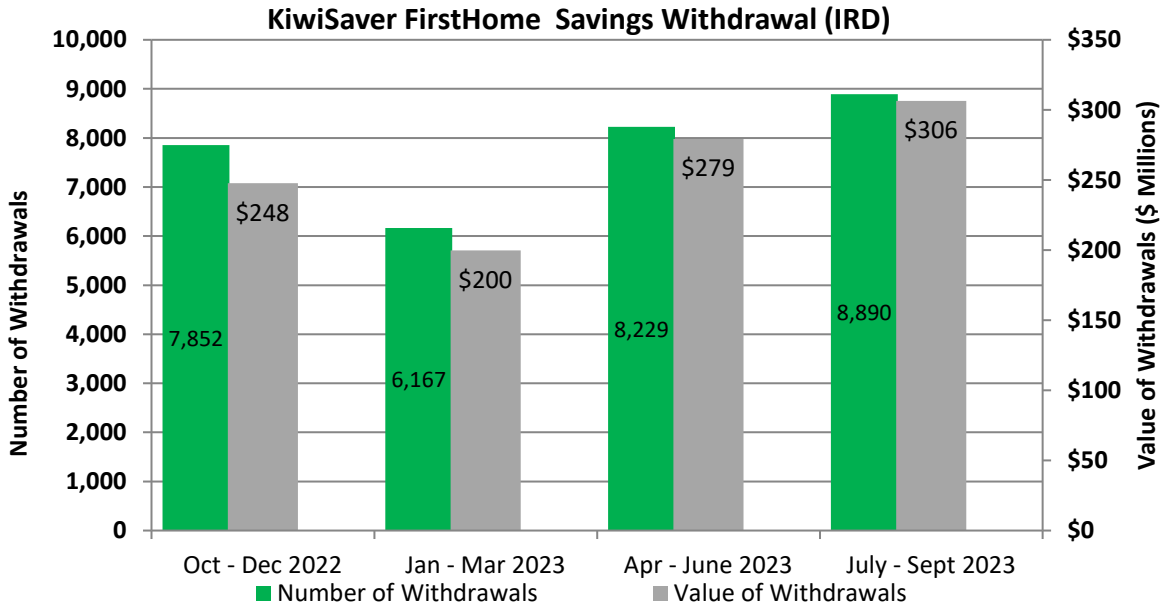
**Tenant Home Ownership Programme**



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 percent 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 2023, one Tenant Home Ownership grant had been paid out in the 2023/24 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 homeowners 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 2022 to September 2023**

