



Tim Williams <tim@williamsandco.nz>

Hawea - SHA

Stewart Mitchell <Stewart.mitchell@loanmarket.co.nz>
To: Tim Williams <tim@williamsandco.nz>

Mon, May 14, 2018 at 9:16 AM

Morning Tim

Please see below list of issues that from our experience are very challenging for 1st home buyers causing stress and uncertainty:

- Properties without a set price
- Finance expires after 12 months so ideally title is issued within 12 months
- Price cap within \$550,000 for new build so can gain access to homestart grant
- 'turn key' helps as the whole build process can be stressful for some plus they will be paying rent and build costs which some struggle with
- Clients require better education by building companies about the process. We spent a lot of time from our perspective but quite regularly there appears to be a short fall from building sales rep in educating
- Allow 15 working days if required for first home buyers so they feel a little less pressured throughout the process. Note homestart and kiwisaver take up to 15 working days for approval from point of application

Hope this helps

Regards