



A new ownership model for NZ
– created in Queenstown...

**Secure
Home**

Secure Home Programme



- The Trust owns the land.
- Household buys lease to the property with bank mortgage and deposit.
- Purchase price = cost to construct (no margin).
- Household pays ground rent to QLCHT of 1.5% pa of land value, e.g. \$101 pw on \$350k section.
- QLCHT retains freehold title on behalf of the community in perpetuity.
- Bank has security against leasehold title for purchaser's mortgage to be registered against.

Secure Home Programme



- 100 year lease with ground rent increasing annually with CPI.
- Resale price of house capped to CPI and can only be sold back to QLCHT.
- New household buys in at same price QLCHT bought back at.
- Improvements to property must be approved by QLCHT, and can be added to resale price.
- Bank requires 20% deposit, or 5% with First Home Loan. KiwiSaver and HomeStart grant can be applied.

Secure Home Example

3 bedroom house in Lake Hayes Estate which cost \$380k to build:

| | | | | |
|-------------------------------|-------------------|--------------------------------------|--------------------|------------------|
| Mortgage | \$ 342,000 | Mortgage repayments* | Annual \$18,411 | Weekly \$ 354 |
| Deposit (10%) | \$ 38,000 | Rates, insurance & maintenance | \$ 5,200 | \$ 100 |
| Upfront purchase price | \$ 380,000 | Ground rent (1.5% on \$350k section) | \$ 5,250 | \$ 101 |
| | | TOTAL | \$28,861 | \$ 555 |

\$555 weekly compared to median rent of \$650 for 3 bed
Secure Home vs. Rent = No Brainer!

*Repayments on a \$342k mortgage over a 25 year term @ 2.5%, and repayments include principal so mortgage getting paid off.

Secure Home Programme

Household has all the benefits of home ownership except the ability to make large capital gains.

House remains in community in perpetuity.

**It's a nest –
not a nest egg!**

Cherwell Lane

2019
COMPLETED

Developer contributed land
6 into Secure Homes

Hikuwai

2021
COMPLETED

Developer contributed land
4 into Secure Home
2 into Rental

breenhor
"Quality Builders for over 15
years & growing" www.breenhor.co.nz

Toru, Frankton

2021
COMPLETED

50 units purchased from developer
16 into rentals
26 into Secure Home



KEY TAKEAWAYS



- Land is separated from the improvements and held in perpetuity by the Trust.
- Household buys in at the cost of house construction.
- Household pays a below market Ground Rent on the land, which only increases with inflation under a 100-year lease agreement.



CONTACT DETAILS

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