



Media Release

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First buyer seminars show strong demand in housing

Large numbers of people attending a series of First Home Buyer Seminars show strong demand emerging in the housing market, ANZ's Managing Director, Retail, Kerri Thompson says.

Hundreds of people have attended a recent series of seminars, organised by ANZ, to help first home buyers learn more about the process.

"What we are seeing is large numbers of people beginning the process of buying their own home," Mrs Thompson says.

"But while demand is strong, buyers are proceeding carefully. Because the market is so competitive people are making sure they are well informed about their options when buying a house."

After a successful series in Auckland, ANZ is rolling out the seminars around the country. Seminars were held recently in Hawera, Porirua and Palmerston North and further seminars are planned for the Central and Lower North Island, and Nelson, during March and April.

"Buying a home can be incredibly daunting and complex – especially for those who are doing it for the first time," Mrs Thompson says.

"It is a huge purchase, and one that can be risky for the unwary. People realise that it is vitally important to have done their research."

Mrs Thompson said ANZ began holding the seminars following feedback from its frontline mortgage managers that many people didn't know where to go to get advice.

"Many customers are worried that they don't have enough savings for a deposit on a house," Mrs Thompson said.

"There are options and avenues available. For example, we always dedicate time at the seminars to show customers how they can use their KiwiSaver funds as their deposit.

"Many aren't aware that this opportunity exists, and it's always great when we see customers start to realise that buying their first home is not just a dream, but an achievable goal."

In addition, ANZ had made changes to its credit policy to make it possible for more customers to get into their own home especially those with lower deposits.

"We are constantly looking at ways to make the process simpler and faster, while still ensuring our loan criteria are met and we are lending responsibly," Mrs Thompson said.

ANZ New Zealand is the country's largest financial institution and one of the nation's largest companies. Its brands include ANZ Bank, National Bank, UDC Finance, OnePath, EFTPOS, Bonus Bonds and Direct Broking. Around one in two New Zealanders has a financial relationship with ANZ New Zealand.

Free First Home Buyers Seminars continue to be scheduled and will be held in the following locations:

20 March – Newmarket (National Bank)

21 March – Feilding

22 March – Levin

27 March – Wellington

28 March – Wellington (National Bank), Lower Hutt, Manukau

29 March – Marton

31 March – Paraparaumu

3 April - Nelson

17 April – Kilbirnie (National Bank)

18 April – Te Awamutu (National Bank), Karori (National Bank), New Plymouth, Mt Maunganui, Whakatane

19 April – Thames, Kilbirnie, Mt Maunganui

21 April - Paraparaumu/Waikanae (National Bank), Porirua/Johnsonville (National Bank)

24 April - Tauranga

Further seminars are planned in Auckland, Cambridge, Hamilton, Taupo, Rotorua, East Cape, Oamaru, Dunedin and Invercargill.

More information is available at ANZ and National Bank branches.

For more information, please contact Stefan Herrick, Senior Manager External Communications, ANZ New Zealand, ph 09 252 6418 or 021 819 044.