

**May 2025**

## Information sheet: Selling Kāinga Ora homes and land

Due to the scale and pace of our national divestment programme, we will generally be unable to respond to queries relating to individual properties for sale. Data on the sale of Kāinga Ora properties will be available through public records once the property transaction has been completed.

The following information is provided to assist with stories on our property sales. If needed, the information can be attributed to a Kāinga Ora spokesperson.

### **Why are you selling some homes?**

As the owner of nearly 75,000 properties, it's important Kāinga Ora takes a strategic approach to managing our portfolio. This means continually working to improve the quality of our housing stock and delivering the right housing to the people that need it.

Some of our existing homes are no longer suitable for our tenants and have reached the end of their life as social housing. It makes economic sense to sell these homes and use the proceeds to build new ones that are warmer and drier, the right size and in the right locations.

It's important to note we are not reducing the number of Kāinga Ora homes. For each existing Kāinga Ora home sold, a newly built home is delivered elsewhere.

### **How many homes are you going to sell?**

We intend to sell approximately 900 homes over the next 12-18 months – representing around one percent of our current portfolio. There is not a definitive list at this early stage, and assessing homes that will be sold is an ongoing process.

### **Where are those homes located?**

These homes will be in regions across the country, with about a third of them in Auckland. Decisions to sell specific sites will be ongoing, and at any one time there will be properties at various stages of the process.

### **How do you select homes for sale?**

A wide range of factors come into play when we assess which homes should be held and which homes should be sold. Age, location and potential for future redevelopment are key considerations, alongside the value of the property. We also factor in the availability of suitable, alternative housing for tenants living in the homes we're looking to sell.

**What will happen to Kāinga Ora tenants if their home is sold?**

If there are tenants living in a home we plan to sell, we will support them to move to another Kāinga Ora home, carefully considering their needs in matching them to a home and community.

**If the tenant living in the home doesn't want to move, will you still sell it?**

We will work closely with any tenants whose circumstances mean that a move will be particularly challenging. However, where a home will be sold, tenants will need to relocate, and we will offer them an alternative home that is suitable for their needs and support them with the move.

**How much money do you expect to raise through selling these homes?**

We estimate total sales proceeds of around \$400-\$500m per annum, which will be redirected toward new replacement homes. It's important to note we are not reducing the number of Kāinga Ora homes. For each existing Kāinga Ora home sold, a newly built home is delivered elsewhere.

**What's the sales process for the homes you are selling?**

Generally, as properties are confirmed for sale they will be listed and sold on the open market by an appointed real estate agent. Where sites are subject to First Right of Refusal, we will meet our Treaty obligations and provide iwi with the first opportunity to acquire those sites.

**How have you chosen the real estate agents?**

Real estate agents are selected through standard procurement processes.

**Will the homes all be listed at once?**

No. At any point in time there will be properties at various stages of the process, and homes will be going on the market at different times throughout the year.

**How do you determine the asking price for the homes?**

We use independent valuations to inform the starting price point for our property listings. What the property ultimately sells for is determined by the market. We are always looking to get the best possible price for the properties we are selling, so like any other prudent property owner we consider local market conditions before listing a property.

**What marketing strategy will be used to sell these homes?**

That will be determined based on advice from the appointed real estate agent. Depending on market conditions and individual circumstances, the marketing strategy for a property may change during the sales period. This is not unusual across the property market.

**Have you sold homes before?**

Selling homes or land is not new for Kāinga Ora. Just like any other property owner or developer we continually assess our housing stock and sell where we need to. We're just doing it on a larger scale now, with more of a focus on renewing our homes.

This approach means we are releasing more homes into the market for all New Zealanders. While they may no longer work for social housing, there is an opportunity for buyers and developers to invest in the future of these sites.

**Is Kāinga Ora selling vacant land, as well as properties with homes on them?**

We will look to sell some land that no longer meets our core objectives. Through selling vacant land surplus to requirements, Kāinga Ora is also providing an opportunity for the market to deliver new housing. Identification of land for sale will be ongoing, as we determine which sites should be retained for potential development later and which ones could be sold.

**How will you sell the land?**

Generally, as sites are confirmed for sale they will be listed and sold on the open market by an appointed real estate agent. Larger development sites may require different sale approaches which could include direct to developers and build partners in a similar way as the plots of land in our large-scale urban development projects are.

Where sites are subject to First Right of Refusal, we will meet our Treaty obligations and provide iwi with the first opportunity to acquire those sites.

**Will money from the sale of land also go towards renewing your housing?**

Proceeds from the sale of land will either be reinvested in our housing stock or used to reduce debt.