

Table 105a **Help to Buy Sales, Great Britain**

|   | 2013/14                          | 2014/15 | 2015/16 | 2016/17 | 2017/18 | 2018/19 | 2019/20 | 2020/21 | 2021/22 |
|---|----------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|
| <b>England</b>                                    |                                  |         |         |         |         |         |         |         |         |
| Completions                                       | 19,604                           | 27,728  | 33,730  | 39,806  | 48,176  | 52,437  | 51,375  | 55,664  | 32,566  |
| Value of equity loans (£m)                        | 801                              | 1,207   | 1,585   | 2,269   | 3,067   | 3,530   | 3,591   | 4,060   | 2,376   |
| Total value of all properties purchased (£m)      | 4,022                            | 6,065   | 7,979   | 10,464  | 13,678  | 15,426  | 15,645  | 17,807  | 9,672   |
| Average HtB stake (£)                             | 40,877                           | 43,523  | 46,990  | 57,010  | 63,659  | 67,321  | 69,905  | 72,939  | 72,967  |
| Average value of property purchased (£)           | 211,771                          | 220,171 | 243,648 | 271,166 | 288,405 | 300,302 | 315,228 | 329,243 | 320,097 |
| First time buyers as proportion of all buyers (%) | 87                               | 79      | 80      | 82      | 83      | 84      | 82      | 83      | 99      |
| Average gross household income of HtB buyer       | 47,010                           | 47,958  | 50,683  | 52,808  | 55,131  | 56,639  | 59,809  | 63,160  | 58,234  |
| <b>Wales</b>                                      |                                  |         |         |         |         |         |         |         |         |
| Completions                                       | 72                               | 1,305   | 1,708   | 1,867   | 1,936   | 1,843   | 1,747   | 1,487   | 1,207   |
| Value of equity loans (£m)                        | 2                                | 46      | 61      | 69      | 74      | 74      | 72      | 65      | 54      |
| Total value of all properties purchased (£m)      | 12                               | 233     | 313     | 350     | 371     | 370     | 365     | 330     | 275     |
| Average HtB stake (£)                             | 33,000                           | 35,000  | 36,000  | 37,000  | 38,000  | 40,000  | 41,000  | 44,000  | 45,000  |
| Average value of property purchased (£)           | 169,800                          | 178,728 | 182,993 | 187,617 | 191,545 | 200,888 | 209,111 | 221,658 | 227,627 |
| First time buyers as proportion of all buyers (%) | 88                               | 73      | 76      | 75      | 76      | 77      | 74      | 74      | 79      |
| Average gross household income of HtB buyer       | –                                | –       | –       | –       | –       | –       | –       | –       | –       |
| <b>Scotland</b>                                   |                                  |         |         |         |         |         |         |         |         |
| Completions                                       | 750                              | 3,690   | 3,560   | 2,370   | 2,290   | 2,370   | 2,060   | 1,030   | –       |
| Value of equity loans (£m)                        | 28.0                             | 149.3   | 130.7   | 64.1    | 58.0    | 60.6    | 53.6    | 27.4    | –       |
| Total value of all properties purchased (£m)      | 141.0                            | 748.3   | 662.3   | 428.5   | 397.4   | 415.1   | 360.5   | 185.5   | –       |
| Average HtB stake (£)                             | 37,000                           | 40,000  | 36,680  | 27,000  | 25,400  | 25,500  | 26,000  | 26,500  | –       |
| Average value of property purchased (£)           | 188,000                          | 203,000 | 185,940 | 180,800 | 173,800 | 174,900 | 175,200 | 179,400 | –       |
| First time buyers as proportion of all buyers (%) | — 66 (average for three years) — |         |         | 73      | 81      | 82      | 83      | 79      | –       |
| Average gross household income of HtB buyer       | 45,000                           | 50,000  | 42,000  | 41,000  | 41,000  | 41,000  | 42,000  | 43,000  | –       |

Source: DLUHC, Welsh Government and Scottish Government Help to Buy (HtB) monitoring data.

- Notes:
1. The specifics of Help to Buy vary by country and therefore data are not strictly comparable. In England and Wales, an equity stake of up to 20% of the valuation price (40% in Greater London) was permitted until the end of 2020/21, compared to 15% in Scotland.
  2. In 2020/21, the HtB property price cap was £600,000 for England, £300,000 for Wales and £200,000 for Scotland. The Scotland price cap was reduced from £400,000 to £230,000 in April 2016 and to £200,000 from April 2017.
  3. Figures exclude the HtB New Buy scheme which closed in 2015 and the HtB Mortgage Guarantee scheme (which operated across the UK) that closed in December 2016.
  4. In England, average house prices and incomes are for the fourth quarter of the financial year. The average HtB equity stake is derived from total value of loans divided by completions for the financial year.
  5. As the voluntary Scottish buyer return is not always fully completed, reported incomes should be treated with caution.
  6. HtB Scotland sales halved in 2020/21 due to the popularity of the new First Home Fund (FHF) equity scheme launched in December 2019, and the decision to restrict HtB to homes built by small developers from February 2021.
  7. The Scottish Government decided not to reopen HtB or the FHF in 2021/22 and 2022/23.
  8. There is no Help to Buy equity loan scheme currently operating in Northern Ireland; HtB ended in Scotland in 2020/21.

**Table 105b Help to Buy ISA bonuses to June 2022**

*Cumulative numbers to date*

| Region                   | Bonuses paid out |        | Average bonus paid out (£) | Property acquisitions completed Volume | Total value of properties purchased (£m) | Average purchase price (£) |
|--------------------------|------------------|--------|----------------------------|--|--|----------------------------|
|                          | Volume           | (£m)   |                            |  |  |                            |
| England                  | 495,613          | 578.82 | 1,168                      | 372,352                                | 68,945                                   | 185,161                    |
| North East               | 31,146           | 34.26  | 1,100                      | 23,754                                 | 3,332                                    | 140,283                    |
| North West               | 91,292           | 104.64 | 1,146                      | 68,719                                 | 10,618                                   | 154,506                    |
| Yorkshire and The Humber | 67,650           | 76.90  | 1,137                      | 50,565                                 | 7,678                                    | 151,853                    |
| East Midlands            | 57,220           | 65.52  | 1,145                      | 42,444                                 | 6,978                                    | 164,400                    |
| West Midlands            | 61,003           | 70.84  | 1,161                      | 45,186                                 | 7,607                                    | 168,345                    |
| East                     | 38,238           | 44.39  | 1,161                      | 28,658                                 | 5,386                                    | 187,938                    |
| London                   | 55,663           | 74.26  | 1,334                      | 42,655                                 | 14,128                                   | 331,207                    |
| South East               | 41,606           | 48.54  | 1,167                      | 31,695                                 | 6,106                                    | 192,662                    |
| South West               | 51,795           | 59.47  | 1,148                      | 38,676                                 | 7,112                                    | 183,895                    |
| Wales                    | 34,102           | 38.17  | 1,119                      | 25,755                                 | 3,905                                    | 151,622                    |
| Scotland                 | 62,619           | 69.05  | 1,103                      | 49,343                                 | 7,184                                    | 145,586                    |
| Northern Ireland         | 21,797           | 25.21  | 1,157                      | 15,706                                 | 2,223                                    | 141,520                    |
| Unknown                  | 59,817           | 74.95  | 1,253                      | 51,712                                 | 8,595                                    | 166,211                    |
| United Kingdom           | 673,948          | 786.21 | 1,167                      | 514,868                                | 90,852                                   | 176,456                    |

Source: HM Treasury Help to Buy ISA Scheme Quarterly Statistics.

Notes: 1. National Savings and Investments (NS&I), who administer the scheme on behalf of HM Treasury, collate the underlying data.

2. The scheme offers first-time buyers a savings bonus of up to £3,000 towards the purchase of a property of £250,000 or less (£450,000 in London).

3. The scheme opened in December 2015 and closed to new accounts in late 2019, but existing ISA account holders can continue saving into their account until November 2029.

4. The mean value of a property purchased through the scheme to June 2022 was £176,456 compared to an average first-time buyer house price of £246,776 and a national average house price of £295,903. This reflects the concentration of sales outside London.