

23 January 2020

**AFG**

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Market Announcements Office  
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Dear Sir/Madam

**AFG MORTGAGE INDEX – Q2 2020**

Please see attached statement regarding AFG's Mortgage Index for the second quarter of financial year 2020.

Yours faithfully,



**Lisa Bevan**  
Company Secretary

**CONTACT DETAILS**

**Alison Clarke**, AFG Head of Corporate Communications  
**David Bailey**, CEO

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January 2020

**AFG**

# AFG Index

Market Release



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## Contact Details

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## Low interest rates and property market recovery drive renewed home loan activity

Australia's home loan market enters 2020 with renewed confidence after new lending figures showed the low interest rate environment combined with changes to benchmark interest rate buffers have helped lock in the recovery in mortgage volumes over the past quarter.

The AFG Index released today also revealed the exodus of homebuyers from the big banks continues, with market share of the major banks falling to an all-time low in the face of enhanced competition.

The AFG Index – which provides a quarterly snapshot of national home loan activity – reported \$15.4 billion in home loan applications in the past three months, up 19 per cent on the same period in 2018.

While volumes were down 1.85 per cent on the September quarter, NSW recorded 25 per cent growth on the corresponding period in 2018, while Victoria was up 19 per cent and Queensland and South Australia posted healthy 17 per cent increases. Western Australia's market may be showing signs of stabilization with flat results quarter on quarter but an increase of two per cent on the same period in 2018.

More attractive lending conditions as 2019 progressed – reflecting a string of interest rate cuts, returning investors and more realistic interest rate buffers – have encouraged homebuyers to re-enter the market. Almost 29,000 mortgages were lodged in the three-month period, the second highest volume since 2018.

First home buyers accounted for 15 per cent of mortgages during the period – remaining at the highest level since 2013.

AFG Chief Executive Officer David Bailey said “We’re encouraged by the lending data. These figures show the national home loan market has consolidated the strong growth from the September quarter. We enter the new year buoyed by the healthy volumes in the second half of 2019, reinforcing the change in market sentiment during the year.

“It’s very clear that buyers have been enticed back to the market and the data is showing us that there

is an incontestable trend away from the major banks. Consumers are empowered by the enhanced competition in the home loan sector generated by mortgage brokers and are reaping the benefits through greater choice and lower prices.”

Non-major banks accounted for 47 per cent of lodgements in the September quarter, the highest since 2007. For the first time more than half of the loans taken out by property investors were secured through non-major banks, while first home buyers (traditionally strong supporters of the majors) also voted with their feet with a record 36 per cent of loans arranged with a non-major bank.

“Homebuyers taking out principal and interest (P&I) loans are increasingly focused on the opportunities offered by the non-majors, with more than 45 per cent of P&I loans taken out with a non-major bank, representing the highest proportion ever.

The December quarter data showed Macquarie Bank and Citibank were the standout performers among non-majors in growing market share during 2019. For the majors, NAB continued to record strong growth, cementing a successful year of winning back customers.

“When examining the monthly breakdown for market share, the final month of the quarter in WA paints a more positive picture for the CBA stable. CBA and Bankwest combined received one in every three home loans - this figure represents half of all major lending volume in the WA market.

“For Westpac, it appears home borrowers put the money transfer scandal to one side after they offered \$2,000 cash back and made improvements to their servicing calculator, delivering a lift from a consistent 6.5% market share for the previous five months, to 8.6% in December.

The average mortgage size was just under \$539,000, compared to \$508,000 in the same period last year, an increase of 6% and flat against the last quarter.

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TABLE 1

## AFG Mortgages lodged

Fiscal Year	Fiscal Quarter	Lodge #	Lodge Volume	Avg Loan	Inv %	First Home Buyers %	Refinance %	Upgrader %	Interest Only %	Principal & Interest %
2013	1	21,572	\$8,416,747,858	\$390,170	36%	15%	34%	28%	53%	47%
2013	2	21,409	\$8,487,848,307	\$396,462	36%	12%	34%	31%	51%	48%
2013	3	21,210	\$8,322,956,168	\$392,407	36%	12%	33%	31%	52%	48%
2013	4	24,446	\$9,799,859,820	\$400,878	37%	11%	33%	30%	54%	46%
2014	1	25,819	\$10,542,068,141	\$408,307	38%	10%	31%	32%	54%	46%
2014	2	25,896	\$10,984,655,498	\$424,183	39%	9%	32%	31%	56%	44%
2014	3	24,232	\$10,303,134,053	\$425,187	39%	9%	32%	31%	57%	43%
2014	4	26,966	\$11,551,459,672	\$428,371	39%	9%	34%	30%	58%	42%
2015	1	28,132	\$12,204,183,662	\$433,819	39%	8%	34%	31%	58%	42%
2015	2	28,664	\$12,890,904,077	\$449,725	39%	7%	36%	30%	59%	41%
2015	3	27,496	\$12,267,637,050	\$446,161	40%	8%	35%	30%	59%	41%
2015	4	31,230	\$14,354,746,533	\$459,646	40%	8%	37%	28%	59%	40%
2016	1	29,920	\$14,074,562,292	\$470,406	33%	9%	36%	34%	54%	46%
2016	2	28,850	\$13,707,930,726	\$475,145	31%	7%	38%	35%	50%	50%
2016	3	27,275	\$12,898,678,564	\$472,912	33%	8%	38%	34%	48%	52%
2016	4	30,358	\$14,490,878,529	\$477,333	34%	7%	39%	33%	47%	53%
2017	1	31,572	\$15,123,883,912	\$479,028	32%	8%	38%	34%	46%	54%
2017	2	30,739	\$14,972,922,885	\$487,099	34%	9%	38%	32%	47%	53%
2017	3	29,033	\$14,149,316,318	\$487,353	32%	10%	35%	34%	44%	55%
2017	4	30,056	\$14,548,491,696	\$484,046	31%	10%	29%	39%	33%	67%
2018	1	30,470	\$14,946,749,419	\$490,540	29%	13%	25%	41%	19%	81%
2018	2	29,673	\$14,811,941,617	\$499,172	28%	13%	22%	44%	19%	81%
2018	3	27,723	\$13,793,391,906	\$497,543	28%	13%	23%	43%	20%	80%
2018	4	28,866	\$14,542,586,945	\$503,796	28%	13%	23%	43%	19%	81%
2019	1	27,869	\$14,158,068,591	\$508,022	27%	14%	24%	43%	19%	81%
2019	2	25,526	\$12,965,873,228	\$507,948	27%	13%	24%	43%	18%	81%
2019	3	23,036	\$11,609,992,460	\$503,993	26%	14%	25%	43%	19%	81%
2019	4	25,246	\$12,970,857,521	\$513,779	28%	14%	28%	39%	20%	80%
2020	1	29,148	\$15,708,329,679	\$538,916	26%	15%	28%	40%	18%	82%
2020	2	28,623	\$15,415,998,971	\$538,588	26%	15%	27%	41%	18%	82%

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TABLE 2

## Major vs Non Major lender market share

Fiscal Year	Fiscal Quarter	Lodgement		Investment Volume		First Home Buyers Volume		Refinance Volume		Upgrader Volume		Interest Only Volume		Principal & Interest Volume	
		Major	Non-Major	Major	Non-Major	Major	Non-Major	Major	Non-Major	Major	Non-Major	Major	Non-Major	Major	Non-Major
2013	1	77.1%	22.9%	79.4%	20.6%	74.5%	25.5%	72.9%	27.1%	79.5%	20.5%	81.3%	18.7%	72.4%	27.6%
2013	2	77.6%	22.4%	80.8%	19.2%	74.2%	25.8%	73.6%	26.4%	79.3%	20.7%	81.6%	18.4%	73.4%	26.6%
2013	3	78.2%	21.8%	80.0%	20.0%	77.1%	22.9%	73.4%	26.6%	80.4%	19.6%	82.2%	17.8%	74.0%	26.0%
2013	4	77.0%	23.0%	79.3%	20.7%	74.5%	25.5%	72.6%	27.4%	79.3%	20.7%	80.4%	19.6%	73.1%	26.9%
2014	1	74.1%	25.9%	76.5%	23.5%	72.8%	27.2%	67.3%	32.7%	76.9%	23.1%	77.0%	23.0%	70.7%	29.3%
2014	2	73.6%	26.4%	75.4%	24.6%	72.3%	27.7%	67.5%	32.5%	76.1%	23.9%	76.5%	23.5%	69.8%	30.2%
2014	3	74.3%	25.7%	77.1%	22.9%	71.1%	28.9%	68.3%	31.7%	76.7%	23.3%	77.3%	22.7%	70.5%	29.5%
2014	4	74.8%	25.2%	77.3%	22.7%	71.6%	28.4%	69.3%	30.7%	77.9%	22.1%	77.8%	22.2%	70.5%	29.5%
2015	1	73.7%	26.3%	76.8%	23.2%	69.7%	30.3%	66.5%	33.5%	77.3%	22.7%	77.0%	23.0%	69.1%	30.9%
2015	2	69.8%	30.2%	74.2%	25.8%	67.0%	33.0%	62.5%	37.5%	72.6%	27.4%	73.9%	26.1%	63.8%	36.2%
2015	3	73.4%	26.6%	76.4%	23.6%	72.3%	27.7%	67.1%	32.9%	75.5%	24.5%	76.9%	23.1%	68.3%	31.7%
2015	4	71.7%	28.3%	74.8%	25.2%	70.7%	29.3%	64.8%	35.2%	75.5%	24.5%	76.5%	23.5%	64.9%	35.1%
2016	1	73.7%	26.3%	72.7%	27.3%	73.8%	26.2%	68.9%	31.1%	78.1%	21.9%	78.2%	21.8%	68.6%	31.4%
2016	2	69.9%	30.1%	71.1%	28.9%	70.4%	29.6%	61.2%	38.8%	75.4%	24.6%	76.6%	23.4%	63.4%	36.6%
2016	3	70.6%	29.4%	72.0%	28.0%	70.0%	30.0%	64.8%	35.2%	74.5%	25.5%	76.2%	23.8%	65.4%	34.6%
2016	4	70.9%	29.1%	73.9%	26.1%	72.2%	27.8%	66.2%	33.8%	73.4%	26.6%	75.0%	25.0%	67.3%	32.7%
2017	1	71.1%	28.9%	74.5%	25.5%	77.0%	23.0%	65.4%	34.6%	73.4%	26.6%	75.6%	24.4%	67.4%	32.6%
2017	2	65.2%	34.8%	68.4%	31.6%	68.3%	31.7%	58.2%	41.8%	69.1%	30.9%	69.8%	30.2%	61.3%	38.7%
2017	3	65.6%	34.4%	67.3%	32.7%	70.2%	29.8%	58.0%	42.0%	69.4%	30.6%	69.0%	31.0%	62.8%	37.2%
2017	4	64.7%	35.3%	68.5%	31.5%	70.0%	30.0%	57.4%	42.6%	66.0%	34.0%	62.6%	37.4%	65.7%	34.3%
2018	1	64.4%	35.6%	68.9%	31.1%	68.0%	32.0%	57.6%	42.4%	64.2%	35.8%	58.3%	41.7%	65.9%	34.1%
2018	2	64.1%	35.9%	66.5%	33.5%	69.5%	30.5%	57.5%	42.5%	64.3%	35.7%	63.5%	36.5%	64.3%	35.7%
2018	3	63.2%	36.8%	65.0%	35.0%	67.6%	32.4%	58.9%	41.1%	63.2%	36.8%	65.0%	35.0%	62.9%	37.1%
2018	4	59.2%	40.8%	57.2%	42.8%	68.4%	31.6%	54.1%	45.9%	59.9%	40.1%	59.5%	40.5%	59.3%	40.7%
2019	1	59.7%	40.3%	57.1%	42.9%	68.1%	31.9%	55.4%	44.6%	60.5%	39.5%	57.8%	42.2%	60.2%	39.8%
2019	2	57.9%	42.1%	56.5%	43.5%	67.8%	32.2%	53.1%	46.9%	58.1%	41.9%	57.4%	42.6%	58.1%	41.9%
2019	3	58.6%	41.4%	56.5%	43.5%	68.2%	31.8%	53.1%	46.9%	59.6%	40.4%	60.2%	39.8%	58.4%	41.6%
2019	4	57.6%	42.4%	56.3%	43.7%	65.4%	34.6%	51.5%	48.5%	59.0%	41.0%	55.4%	44.6%	58.3%	41.7%
2020	1	54.0%	46.0%	50.1%	49.9%	65.1%	34.9%	45.0%	55.0%	57.1%	42.9%	47.6%	52.4%	55.5%	44.5%
2020	2	53.1%	46.9%	48.3%	51.7%	64.1%	35.9%	46.6%	53.4%	55.0%	45.0%	45.1%	54.9%	54.9%	45.1%

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TABLE 3

## Total lodgement volume

Fiscal Year	Fiscal Quarter	National	NSW	NT	QLD	SA	VIC	WA
2013	1	\$8,416,747,858	\$2,317,367,446	\$112,863,129	\$1,700,649,487	\$539,250,818	\$1,863,981,141	\$1,882,635,836
2013	2	\$8,487,848,307	\$2,398,852,212	\$110,388,955	\$1,624,079,026	\$538,593,522	\$1,901,175,060	\$1,914,759,532
2013	3	\$8,322,956,168	\$2,280,977,557	\$101,610,181	\$1,596,742,132	\$557,028,090	\$1,773,185,026	\$2,013,413,182
2013	4	\$9,799,859,820	\$2,888,883,235	\$122,968,345	\$1,721,114,526	\$548,935,991	\$2,182,800,665	\$2,335,157,058
2014	1	\$10,542,068,141	\$3,363,650,441	\$138,740,721	\$1,839,020,142	\$585,449,797	\$2,299,156,557	\$2,316,050,484
2014	2	\$10,984,655,498	\$3,472,344,992	\$141,400,493	\$1,934,220,583	\$590,007,574	\$2,476,884,645	\$2,369,797,211
2014	3	\$10,303,134,053	\$3,187,107,101	\$128,786,627	\$1,768,873,167	\$546,664,335	\$2,425,749,349	\$2,245,953,475
2014	4	\$11,551,459,672	\$3,628,819,262	\$141,713,948	\$1,974,069,536	\$619,877,859	\$2,704,035,935	\$2,482,943,132
2015	1	\$12,204,183,662	\$3,982,906,595	\$144,106,523	\$2,067,334,702	\$607,398,884	\$2,916,486,393	\$2,485,950,565
2015	2	\$12,890,904,077	\$4,471,631,948	\$146,198,474	\$2,162,375,728	\$688,396,536	\$3,062,350,192	\$2,359,951,199
2015	3	\$12,267,637,050	\$4,279,279,704	\$144,142,670	\$1,997,238,506	\$644,051,341	\$2,933,481,013	\$2,269,443,815
2015	4	\$14,354,746,533	\$5,330,891,403	\$113,264,133	\$2,266,819,837	\$771,411,097	\$3,392,137,612	\$2,480,222,452
2016	1	\$14,074,562,292	\$5,270,542,626	\$107,755,060	\$2,144,019,631	\$760,635,526	\$3,517,006,688	\$2,274,602,761
2016	2	\$13,707,930,726	\$4,986,280,658	\$109,355,692	\$2,136,213,879	\$772,308,708	\$3,576,347,152	\$2,127,424,638
2016	3	\$12,898,678,564	\$4,693,190,747	\$96,989,789	\$2,143,130,632	\$712,290,474	\$3,368,595,762	\$1,884,481,160
2016	4	\$14,490,878,529	\$5,289,102,179	\$100,167,849	\$2,427,403,623	\$791,790,063	\$3,878,131,520	\$2,004,283,296
2017	1	\$15,123,883,912	\$5,470,200,452	\$90,923,561	\$2,598,984,441	\$800,951,939	\$4,229,615,532	\$1,933,207,986
2017	2	\$14,972,922,885	\$5,420,825,487	\$90,822,532	\$2,501,672,864	\$773,151,604	\$4,398,306,172	\$1,788,144,227
2017	3	\$14,149,316,318	\$5,089,337,411	\$89,727,328	\$2,366,818,138	\$749,783,201	\$4,240,682,427	\$1,612,967,813
2017	4	\$14,548,491,696	\$5,231,434,409	\$56,391,707	\$2,432,563,435	\$770,982,709	\$4,441,796,465	\$1,615,322,970
2018	1	\$14,946,749,419	\$5,248,975,844	\$72,407,391	\$2,386,363,936	\$760,134,506	\$4,919,179,623	\$1,559,688,120
2018	2	\$14,811,941,617	\$5,134,582,111	\$79,736,205	\$2,375,832,106	\$757,818,346	\$4,897,986,878	\$1,565,985,970
2018	3	\$13,793,391,906	\$4,768,037,000	\$83,500,004	\$2,169,351,235	\$695,742,174	\$4,562,032,102	\$1,514,729,390
2018	4	\$14,542,586,945	\$4,945,099,005	\$44,071,649	\$2,363,298,856	\$739,705,134	\$4,994,815,503	\$1,455,596,797
2019	1	\$14,158,068,591	\$4,790,210,245	\$62,523,577	\$2,315,756,324	\$750,066,146	\$4,700,511,185	\$1,539,001,114
2019	2	\$12,965,873,228	\$4,232,311,993	\$58,969,782	\$2,172,555,066	\$701,027,836	\$4,289,076,178	\$1,511,932,374
2019	3	\$11,609,992,460	\$3,823,442,723	\$56,350,344	\$1,939,020,136	\$653,216,985	\$3,815,975,503	\$1,321,986,769
2019	4	\$12,970,857,521	\$4,368,937,349	\$51,732,776	\$2,044,190,590	\$730,646,739	\$4,416,369,178	\$1,358,980,889
2020	1	\$15,708,329,679	\$5,558,499,462	\$49,180,869	\$2,553,032,054	\$785,568,833	\$5,163,522,078	\$1,598,526,383
2020	2	\$15,415,998,971	\$5,292,320,202	\$67,507,148	\$2,532,277,396	\$818,682,228	\$5,111,305,729	\$1,593,906,267

**Contact Details**

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TABLE 4

## Average mortgage size in dollars

Fiscal Year	Fiscal Quarter	National	NSW	NT	QLD	SA	VIC	WA
2013	1	\$390,170	\$454,208	\$393,251	\$344,540	\$315,721	\$382,905	\$403,048
2013	2	\$396,462	\$471,380	\$379,343	\$343,648	\$314,049	\$385,087	\$411,688
2013	3	\$392,407	\$459,504	\$376,334	\$346,140	\$331,960	\$378,078	\$403,086
2013	4	\$400,878	\$482,929	\$401,857	\$341,559	\$314,037	\$384,431	\$410,180
2014	1	\$408,307	\$496,846	\$397,538	\$347,970	\$318,525	\$389,292	\$408,402
2014	2	\$424,183	\$515,950	\$379,090	\$356,473	\$332,961	\$413,227	\$423,103
2014	3	\$425,187	\$513,057	\$378,784	\$358,725	\$333,332	\$415,795	\$425,773
2014	4	\$428,371	\$522,659	\$409,578	\$365,163	\$330,073	\$411,949	\$425,964
2015	1	\$433,819	\$523,722	\$384,284	\$363,136	\$332,639	\$423,600	\$432,490
2015	2	\$449,725	\$560,917	\$396,202	\$368,692	\$350,686	\$434,438	\$433,337
2015	3	\$446,161	\$550,602	\$390,631	\$370,889	\$338,262	\$429,751	\$433,100
2015	4	\$459,646	\$558,150	\$422,627	\$379,829	\$352,403	\$440,137	\$447,129
2016	1	\$470,406	\$582,380	\$400,576	\$386,240	\$362,035	\$455,276	\$435,414
2016	2	\$475,145	\$581,626	\$425,509	\$393,337	\$371,660	\$463,918	\$443,029
2016	3	\$472,912	\$588,709	\$384,880	\$394,393	\$372,342	\$446,408	\$453,218
2016	4	\$477,333	\$591,556	\$402,281	\$398,916	\$378,485	\$455,287	\$448,085
2017	1	\$479,028	\$596,793	\$411,419	\$400,213	\$378,701	\$458,545	\$444,211
2017	2	\$487,099	\$602,180	\$386,479	\$403,235	\$378,069	\$476,368	\$444,812
2017	3	\$487,353	\$602,431	\$419,287	\$403,963	\$385,097	\$476,321	\$440,461
2017	4	\$484,046	\$593,537	\$402,798	\$408,422	\$378,118	\$473,186	\$434,227
2018	1	\$490,540	\$597,017	\$395,669	\$411,939	\$388,617	\$481,753	\$441,213
2018	2	\$499,172	\$611,478	\$463,583	\$416,447	\$389,024	\$494,946	\$440,502
2018	3	\$497,543	\$602,786	\$444,149	\$417,987	\$397,794	\$493,139	\$440,969
2018	4	\$503,796	\$608,403	\$393,497	\$426,588	\$397,477	\$502,294	\$443,644
2019	1	\$508,022	\$623,644	\$390,772	\$423,976	\$407,645	\$508,273	\$442,496
2019	2	\$507,948	\$617,946	\$409,512	\$448,968	\$395,168	\$504,004	\$443,382
2019	3	\$503,993	\$619,181	\$405,398	\$440,586	\$408,006	\$498,364	\$431,599
2019	4	\$513,779	\$625,206	\$413,862	\$444,389	\$402,560	\$511,450	\$440,798
2020	1	\$538,916	\$665,768	\$413,285	\$460,006	\$414,548	\$529,864	\$458,030
2020	2	\$538,588	\$657,758	\$429,982	\$459,412	\$432,250	\$540,479	\$448,104

**Contact Details**

Alison Clarke, AFG Head of Corporate Communications

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TABLE 5

## Loan Value Ratios (Loan state as % of property value)

Fiscal Year	Fiscal Quarter	LVR						
		National	NSW	NT	QLD	SA	VIC	WA
2013	1	69.6%	69.8%	68.3%	70.2%	69.0%	70.4%	70.1%
2013	2	70.2%	70.5%	67.1%	70.5%	70.3%	71.1%	72.0%
2013	3	70.3%	70.0%	68.0%	70.2%	70.4%	71.8%	71.2%
2013	4	70.0%	69.7%	68.0%	69.8%	70.3%	72.0%	70.3%
2014	1	69.9%	69.6%	66.3%	70.4%	69.3%	71.9%	71.6%
2014	2	70.4%	69.3%	67.0%	71.3%	71.3%	71.9%	71.6%
2014	3	69.9%	68.9%	65.9%	70.1%	70.8%	72.8%	70.6%
2014	4	69.5%	68.6%	64.5%	69.4%	71.4%	72.8%	70.1%
2015	1	70.1%	68.7%	68.0%	69.0%	70.9%	72.5%	71.2%
2015	2	70.5%	68.7%	68.8%	69.9%	71.7%	73.2%	70.5%
2015	3	69.7%	68.4%	65.6%	70.0%	70.8%	72.9%	70.7%
2015	4	69.7%	66.9%	66.0%	69.6%	71.8%	72.7%	71.0%
2016	1	69.7%	67.4%	67.6%	69.2%	69.6%	73.0%	71.5%
2016	2	69.7%	66.0%	67.6%	70.3%	71.4%	71.7%	71.2%
2016	3	69.2%	66.3%	63.5%	70.2%	71.1%	72.7%	71.2%
2016	4	69.2%	66.1%	66.2%	70.0%	70.2%	72.2%	70.6%
2017	1	69.6%	66.3%	68.4%	70.0%	70.6%	71.0%	71.5%
2017	2	69.5%	65.6%	68.1%	69.6%	70.3%	71.9%	71.3%
2017	3	69.2%	65.5%	67.1%	68.9%	70.9%	71.6%	71.0%
2017	4	67.6%	64.1%	62.7%	68.1%	69.9%	70.9%	70.0%
2018	1	68.5%	64.5%	65.7%	68.9%	68.9%	70.8%	72.3%
2018	2	68.4%	64.5%	66.0%	68.5%	70.7%	69.5%	71.1%
2018	3	68.4%	63.9%	66.1%	69.3%	70.9%	69.0%	71.0%
2018	4	68.0%	63.7%	65.9%	69.1%	69.7%	68.6%	70.9%
2019	1	67.8%	65.1%	62.0%	68.9%	70.1%	68.7%	72.1%
2019	2	68.5%	65.1%	66.8%	69.3%	69.6%	68.1%	72.0%
2019	3	68.4%	65.3%	64.0%	69.7%	70.2%	69.2%	72.0%
2019	4	69.4%	65.9%	69.5%	69.4%	70.2%	69.6%	71.9%
2020	1	70.3%	67.3%	71.9%	70.0%	70.5%	70.2%	71.9%
2020	2	69.5%	67.0%	66.6%	69.7%	70.9%	70.3%	72.7%

**Contact Details**







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[www.afgonline.com.au](http://www.afgonline.com.au)

TABLE 6

## Major lender market share all mortgages last 12 months

	Jan-19	Feb-19	Mar-19	Apr-19	May-19	Jun-19	Jul-19	Aug-19	Sep-19	Oct-19	Nov-19	Dec-19
<b>ANZ</b> 	9.44%	8.80%	8.84%	9.33%	8.21%	8.46%	10.49%	14.08%	9.07%	8.89%	9.36%	10.67%
<b>CBA</b> 	16.87%	16.57%	14.45%	15.70%	16.18%	17.67%	16.15%	15.91%	16.65%	15.43%	14.83%	13.99%
<b>Bankwest</b> 	7.26%	7.41%	8.09%	6.39%	8.30%	7.42%	5.52%	5.97%	7.14%	5.83%	4.69%	5.96%
<b>NAB</b> 	6.36%	5.66%	5.07%	5.35%	5.79%	7.33%	7.43%	8.32%	7.92%	8.71%	7.51%	9.61%
<b>Westpac</b> 	10.94%	11.36%	13.69%	12.59%	12.05%	7.77%	6.84%	6.18%	6.16%	6.75%	6.77%	8.63%
<b>BOM</b> 	2.16%	2.31%	2.81%	2.76%	2.91%	2.63%	1.47%	1.73%	2.31%	2.08%	2.86%	2.81%
<b>Bank SA</b> 	0.47%	0.93%	0.92%	0.89%	0.77%	0.67%	0.40%	0.66%	0.58%	0.69%	0.93%	0.78%
<b>St George Bank</b> 	4.50%	4.97%	5.64%	5.14%	4.39%	3.95%	3.35%	3.31%	4.02%	3.48%	4.74%	4.15%
<b>Major Total</b>	<b>58.00%</b>	<b>58.00%</b>	<b>59.52%</b>	<b>58.16%</b>	<b>58.59%</b>	<b>55.91%</b>	<b>51.65%</b>	<b>56.16%</b>	<b>53.86%</b>	<b>51.87%</b>	<b>51.69%</b>	<b>56.60%</b>

### Abbreviations

AFGHL = AFG Home Loans; ING = ING Direct; BOM = Bank of Melbourne; Macquarie = Macquarie Bank; AMP = AMP Bank; Liberty = Liberty Financial; Pepper = Pepper Homeloans; Adelaide = Adelaide Bank; Heritage = Heritage Bank; HomeStart Finance = Homestart; La Trobe = La Trobe Financial; P&N = Police & Nurses Bank; Bank of QLD = Bank of Queensland

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TABLE 7

## Non major lender market share all mortgages last 12 months







	Jan-19	Feb-19	Mar-19	Apr-19	May-19	Jun-19	Jul-19	Aug-19	Sep-19	Oct-19	Nov-19	Dec-19
AFGHL	9.87%	10.78%	11.89%	10.45%	9.07%	8.93%	9.57%	8.70%	8.66%	9.46%	10.67%	9.95%
AMP	2.28%	3.24%	2.96%	2.11%	2.12%	2.43%	3.10%	3.61%	3.59%	3.12%	2.15%	2.00%
Adelaide Bank	0.02%	0.06%	0.03%	0.02%	0.01%	0.02%	0.03%	0.03%	0.11%	0.08%	0.07%	0.04%
Auswide Bank	0.64%	0.36%	0.28%	0.20%	0.20%	0.26%	0.27%	0.32%	0.46%	0.29%	0.24%	0.22%
Bank of QLD	0.87%	0.59%	0.77%	0.81%	1.00%	1.21%	1.43%	0.91%	0.99%	0.70%	0.90%	0.52%
Citibank	0.51%	0.84%	0.98%	1.34%	0.85%	0.98%	0.35%	0.52%	0.59%	1.57%	2.68%	1.31%
Heritage Bank	0.76%	0.94%	0.93%	0.88%	0.37%	0.38%	0.33%	0.39%	0.49%	1.02%	0.83%	0.51%
HomeStart	0.26%	0.19%	0.20%	0.30%	0.26%	0.27%	0.21%	0.17%	0.25%	0.20%	0.17%	0.26%
Keystart	0.20%	0.22%	0.15%	0.14%	0.16%	0.18%	0.19%	0.16%	0.15%	0.16%	0.15%	0.20%
La Trobe	1.69%	1.27%	1.31%	1.21%	1.44%	1.77%	1.40%	1.49%	1.08%	1.76%	1.21%	1.72%
Liberty	1.77%	1.77%	1.35%	1.66%	1.36%	1.52%	1.68%	1.19%	1.36%	1.20%	1.42%	1.48%
ME	3.18%	2.09%	2.00%	2.18%	2.10%	2.12%	1.97%	1.85%	2.04%	2.10%	2.87%	2.32%
Macquarie	5.73%	6.74%	4.92%	5.35%	7.22%	9.69%	13.51%	11.79%	11.35%	12.14%	11.49%	10.19%
P&N Bank	0.23%	0.22%	0.25%	0.23%	0.13%	0.16%	0.23%	0.12%	0.15%	0.06%	0.12%	0.23%
Suncorp	2.45%	2.76%	3.03%	4.81%	4.77%	2.85%	1.59%	1.84%	2.43%	2.28%	1.99%	1.98%
AFG Commercial Powered by Thinktank	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.02%	0.01%	0.01%	0.01%	0.00%	0.00%
Bank Australia	0.83%	0.88%	0.60%	0.75%	0.58%	0.69%	0.67%	1.01%	0.98%	0.56%	0.58%	0.55%
Bank of China	0.10%	0.15%	0.07%	0.30%	0.29%	0.33%	0.34%	0.19%	0.19%	0.30%	0.33%	0.29%
Bank of Sydney	0.21%	0.33%	0.29%	0.52%	0.37%	0.27%	0.19%	0.18%	0.73%	0.81%	0.51%	0.23%
Beyond Bank	0.27%	0.27%	0.19%	0.35%	0.13%	0.11%	0.14%	0.16%	0.13%	0.24%	0.31%	0.19%
Bluestone	0.50%	0.48%	0.58%	0.57%	0.59%	0.60%	0.51%	0.45%	0.48%	0.52%	0.84%	0.73%
CUA	0.44%	0.35%	0.15%	0.16%	0.25%	0.23%	0.22%	0.55%	0.49%	0.39%	0.27%	0.41%
Firefighters Mutual Bank	0.01%	0.00%	0.00%	0.00%	0.01%	0.03%	0.00%	0.01%	0.00%	0.01%	0.02%	0.00%
Health Professionals Bank	0.00%	0.00%	0.02%	0.01%	0.04%	0.00%	0.02%	0.03%	0.03%	0.07%	0.04%	0.01%
IMB Ltd	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
ING	3.54%	2.72%	1.88%	2.34%	2.22%	4.00%	5.32%	3.77%	3.59%	3.88%	3.40%	2.90%
MKM Capital Pty Ltd	0.09%	0.00%	0.04%	0.01%	0.02%	0.02%	0.06%	0.01%	0.00%	0.02%	0.02%	0.01%
MyState	0.92%	0.49%	0.65%	0.52%	0.54%	0.43%	0.33%	0.28%	0.48%	0.29%	0.44%	0.50%
Newcastle Permanent	0.55%	0.44%	0.26%	0.36%	0.23%	0.28%	0.20%	0.32%	0.31%	0.37%	0.40%	0.49%
Pepper Money	2.40%	2.00%	1.88%	1.35%	1.78%	1.41%	1.70%	1.14%	1.51%	1.57%	1.59%	1.64%
QBANK	0.03%	0.02%	0.00%	0.00%	0.01%	0.00%	0.01%	0.01%	0.00%	0.06%	0.02%	0.02%
Resimac	0.62%	1.06%	1.87%	2.00%	1.97%	1.86%	1.54%	1.66%	2.42%	1.92%	1.66%	1.65%
Teachers Mutual Bank	0.41%	0.12%	0.18%	0.09%	0.30%	0.23%	0.08%	0.16%	0.28%	0.31%	0.19%	0.25%
Virgin Money	0.61%	0.62%	0.74%	0.82%	1.00%	0.83%	1.17%	0.82%	0.77%	0.68%	0.75%	0.59%
Non-Major Total	42.00%	42.00%	40.48%	41.84%	41.41%	44.09%	48.35%	43.84%	46.14%	48.13%	48.31%	43.40%

### Abbreviations

AFGHL = AFG Home Loans; ING = ING Direct; BOM = Bank of Melbourne; Macquarie = Macquarie Bank; AMP = AMP Bank; Liberty = Liberty Financial; Pepper = Pepper HomeLoans; Adelaide = Adelaide Bank; Heritage = Heritage Bank; HomeStart Finance = Homestart; La Trobe = La Trobe Financial; P&N = Police & Nurses Bank; Bank of QLD = Bank of Queensland

TABLE 8

## Major lender market share fixed rate mortgages last 12 months

	Jan-19	Feb-19	Mar-19	Apr-19	May-19	Jun-19	Jul-19	Aug-19	Sep-19	Oct-19	Nov-19	Dec-19
<b>ANZ</b> 	10.90%	10.24%	9.56%	8.96%	6.91%	7.63%	11.26%	12.78%	8.48%	9.33%	9.19%	11.05%
<b>CBA</b> 	18.39%	17.87%	13.76%	16.00%	12.26%	12.38%	10.15%	13.93%	12.77%	15.34%	12.81%	11.47%
<b>Bankwest</b> 	7.00%	5.44%	4.78%	3.66%	8.97%	4.55%	3.48%	2.27%	6.23%	3.88%	2.29%	2.09%
<b>NAB</b> 	9.36%	8.09%	7.22%	7.17%	8.46%	14.52%	12.81%	16.03%	12.11%	16.77%	13.13%	14.90%
<b>Westpac</b> 	21.19%	23.61%	29.22%	24.85%	20.98%	15.51%	14.04%	10.60%	9.20%	8.98%	9.72%	12.64%
<b>BOM</b> 	3.00%	3.58%	4.35%	3.96%	3.87%	2.26%	1.55%	2.76%	4.42%	2.58%	3.02%	2.60%
<b>Bank SA</b> 	0.33%	0.86%	0.85%	0.46%	0.48%	0.86%	0.25%	0.38%	1.60%	0.65%	1.14%	0.78%
<b>St George Bank</b> 	5.98%	7.94%	10.63%	8.17%	5.25%	5.82%	3.29%	5.18%	7.02%	4.48%	4.74%	4.37%
<b>Major Total</b>	<b>76.14%</b>	<b>77.62%</b>	<b>80.37%</b>	<b>73.23%</b>	<b>67.17%</b>	<b>63.53%</b>	<b>56.82%</b>	<b>63.94%</b>	<b>61.82%</b>	<b>62.00%</b>	<b>56.05%</b>	<b>59.89%</b>

### Abbreviations

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[www.afgonline.com.au](http://www.afgonline.com.au)

TABLE 9

## Non major lender market share fixed rate mortgages last 12 months

	Jan-19	Feb-19	Mar-19	Apr-19	May-19	Jun-19	Jul-19	Aug-19	Sep-19	Oct-19	Nov-19	Dec-19
AFGHL	2.06%	1.78%	2.64%	3.65%	4.81%	7.96%	11.25%	11.04%	9.13%	7.31%	8.88%	10.50%
AMP	1.30%	1.09%	1.36%	1.72%	1.72%	2.48%	2.16%	3.04%	2.80%	1.65%	1.68%	1.05%
Adelaide Bank	0.03%	0.16%	0.03%	0.06%	0.01%	0.05%	0.00%	0.04%	0.31%	0.28%	0.13%	0.10%
Auswide Bank	1.14%	0.42%	0.39%	0.26%	0.34%	0.28%	0.45%	0.52%	0.69%	0.22%	0.05%	0.29%
Bank of QLD	1.07%	0.65%	1.21%	0.55%	1.29%	1.94%	5.03%	1.54%	1.13%	0.78%	0.82%	0.62%
Citibank	0.00%	0.00%	0.25%	0.13%	0.12%	0.18%	0.00%	0.00%	0.12%	1.52%	5.41%	3.94%
Heritage Bank	1.47%	1.34%	0.95%	0.77%	0.41%	0.60%	0.36%	0.57%	1.23%	1.75%	1.69%	1.09%
HomeStart	0.00%	0.04%	0.00%	0.00%	0.03%	0.05%	0.00%	0.00%	0.03%	0.03%	0.00%	0.03%
La Trobe	0.00%	0.00%	0.00%	0.00%	0.07%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Liberty	0.93%	0.87%	0.70%	0.33%	0.77%	0.48%	0.24%	0.11%	0.00%	0.10%	0.00%	0.00%
ME	1.95%	1.81%	1.89%	2.09%	2.53%	3.67%	1.94%	1.92%	2.81%	3.30%	5.55%	3.17%
Macquarie	1.08%	2.48%	1.68%	3.25%	3.64%	2.98%	5.44%	3.66%	3.67%	7.07%	7.53%	7.43%
P&N Bank	0.44%	0.39%	0.21%	0.30%	0.25%	0.60%	1.24%	0.40%	0.60%	0.07%	0.09%	0.32%
Suncorp	3.58%	3.39%	3.09%	8.21%	10.11%	6.95%	3.37%	3.22%	5.95%	2.47%	2.25%	2.38%
Bank Australia	1.28%	1.49%	0.49%	0.90%	0.33%	0.70%	1.03%	3.00%	3.16%	2.16%	2.14%	2.07%
Bank of China	0.08%	0.46%	0.03%	0.16%	0.32%	0.46%	0.21%	0.09%	0.00%	0.00%	0.00%	0.00%
Bank of Sydney	0.00%	0.00%	0.00%	0.06%	0.16%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Beyond Bank	0.00%	0.08%	0.00%	0.12%	0.05%	0.06%	0.13%	0.24%	0.20%	0.58%	0.52%	0.23%
Bluestone	0.04%	0.17%	0.13%	0.06%	0.13%	0.21%	0.61%	0.23%	0.26%	0.12%	0.41%	0.32%
CUA	0.25%	0.20%	0.07%	0.11%	0.28%	0.36%	0.39%	1.57%	0.82%	0.47%	0.24%	0.11%
Firefighters Mutual Bank	0.00%	0.00%	0.00%	0.01%	0.00%	0.13%	0.00%	0.00%	0.00%	0.06%	0.11%	0.03%
Health Professionals Bank	0.00%	0.00%	0.09%	0.01%	0.15%	0.00%	0.14%	0.14%	0.18%	0.43%	0.26%	0.07%
ING	3.73%	3.68%	1.90%	2.11%	2.67%	2.58%	2.12%	0.50%	0.37%	2.91%	2.17%	2.62%
MyState	0.82%	0.13%	0.51%	0.60%	0.44%	0.36%	0.23%	0.13%	0.10%	0.00%	0.04%	0.10%
Newcastle Permanent	0.74%	0.48%	0.42%	0.15%	0.07%	0.22%	0.43%	0.13%	0.31%	0.60%	0.65%	1.06%
QBANK	0.06%	0.01%	0.00%	0.00%	0.04%	0.00%	0.00%	0.00%	0.00%	0.21%	0.00%	0.09%
Resimac	0.00%	0.00%	0.00%	0.14%	0.12%	0.04%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Teachers Mutual Bank	1.16%	0.48%	0.45%	0.29%	1.19%	0.87%	0.25%	0.60%	1.68%	1.98%	1.14%	1.55%
Virgin Money	0.66%	0.77%	1.12%	0.74%	0.78%	2.26%	6.17%	3.37%	2.63%	1.91%	2.18%	0.95%
Non-Major Total	23.86%	22.38%	19.63%	26.77%	32.83%	36.47%	43.18%	36.06%	38.18%	38.00%	43.95%	40.11%

### Abbreviations

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# Top lenders by state

## October 2019

### Western Australia

01. CBA	19.23%
02. Bankwest	15.73%
03. NAB	11.19%
04. AFGHL	8.46%
05. Westpac	8.26%
06. ANZ	7.72%
07. Macquarie	4.88%
08. ING	3.79%
09. ME	2.27%
10. Resimac	1.93%
11. All Others	16.54%

### South Australia

01. CBA	16.25%
02. AFGHL	12.94%
03. Bank SA	12.44%
04. Westpac	11.23%
05. ANZ	7.49%
06. ING	7.01%
07. AMP	4.33%
08. NAB	4.11%
09. Macquarie	4.00%
10. HomeStart	3.90%
11. All Others	16.30%

### Victoria

01. CBA	14.92%
02. Macquarie	12.20%
03. ANZ	10.31%
04. NAB	9.84%
05. AFGHL	9.52%
06. Westpac	8.37%
07. BOM	6.10%
08. ING	3.41%
09. Bankwest	3.32%
10. La Trobe	3.20%
11. All Others	18.80%

### New South Wales

01. Macquarie	15.07%
02. CBA	11.87%
03. NAB	9.67%
04. ANZ	8.93%
05. AFGHL	8.27%
06. St George Bank	6.94%
07. Bankwest	6.33%
08. Westpac	4.93%
09. AMP	4.52%
10. ING	4.15%
11. All Others	19.32%

### Queensland

01. CBA	21.02%
02. Macquarie	12.96%
03. AFGHL	11.56%
04. ANZ	7.22%
05. Suncorp	6.73%
06. St George Bank	5.39%
07. Westpac	4.89%
08. Bankwest	4.73%
09. NAB	4.30%
10. ING	3.33%
11. All Others	17.87%

## November 2019

### Western Australia

01. CBA	19.63%
02. Bankwest	12.99%
03. AFGHL	10.30%
04. Westpac	8.65%
05. ANZ	7.46%
06. NAB	7.08%
07. Macquarie	5.54%
08. St George Bank	4.83%
09. Citibank	3.10%
10. ING	2.80%
11. All Others	17.63%

### South Australia

01. CBA	18.49%
02. AFGHL	16.28%
03. Bank SA	15.55%
04. Westpac	10.62%
05. ANZ	7.75%
06. NAB	4.51%
07. HomeStart	3.01%
08. ING	2.91%
09. Bankwest	2.86%
10. Resimac	2.82%
11. All Others	15.19%

### Victoria

01. CBA	14.13%
02. AFGHL	11.58%
03. ANZ	11.16%
04. Macquarie	11.02%
05. NAB	9.28%
06. BOM	8.63%
07. Westpac	7.77%
08. ING	3.13%
09. Bankwest	2.83%
10. ME	2.74%
11. All Others	17.71%

### New South Wales

01. Macquarie	14.97%
02. CBA	11.68%
03. ANZ	9.52%
04. NAB	8.42%
05. AFGHL	8.34%
06. St George Bank	7.54%
07. Westpac	5.16%
08. Bankwest	4.96%
09. Citibank	4.12%
10. ING	3.81%
11. All Others	21.48%

### Queensland

01. CBA	17.69%
02. AFGHL	12.33%
03. Macquarie	12.13%
04. St George Bank	9.28%
05. ANZ	7.49%
06. Westpac	5.85%
07. Suncorp	5.45%
08. ING	3.59%
09. NAB	3.50%
10. Bankwest	3.47%
11. All Others	19.21%

## December 2019

### Western Australia

01. CBA	18.43%
02. Bankwest	14.17%
03. ANZ	9.73%
04. Westpac	9.03%
05. NAB	8.74%
06. AFGHL	6.74%
07. Macquarie	5.94%
08. St George Bank	5.25%
09. La Trobe	2.47%
10. ING	2.42%
11. All Others	17.06%

### South Australia

01. CBA	16.12%
02. Westpac	15.75%
03. Bank SA	13.17%
04. AFGHL	10.68%
05. ANZ	8.07%
06. NAB	7.49%
07. HomeStart	4.91%
08. ING	3.13%
09. Bankwest	2.37%
10. AMP	1.94%
11. All Others	16.38%

### Victoria

01. ANZ	13.22%
02. CBA	11.78%
03. AFGHL	11.24%
04. Macquarie	10.83%
05. NAB	10.65%
06. Westpac	8.77%
07. BOM	7.87%
08. Bankwest	4.16%
09. ING	3.03%
10. ME	3.02%
11. All Others	15.43%

### New South Wales

01. Macquarie	12.41%
02. CBA	12.19%
03. NAB	11.95%
04. ANZ	10.00%
05. AFGHL	7.87%
06. St George Bank	7.29%
07. Westpac	7.26%
08. Bankwest	6.47%
09. ING	3.10%
10. AMP	2.77%
11. All Others	18.69%

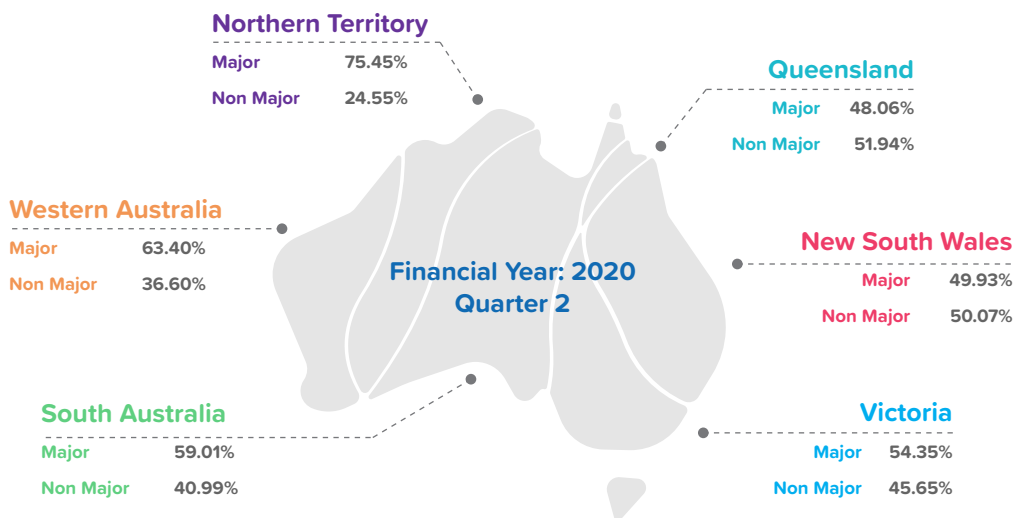
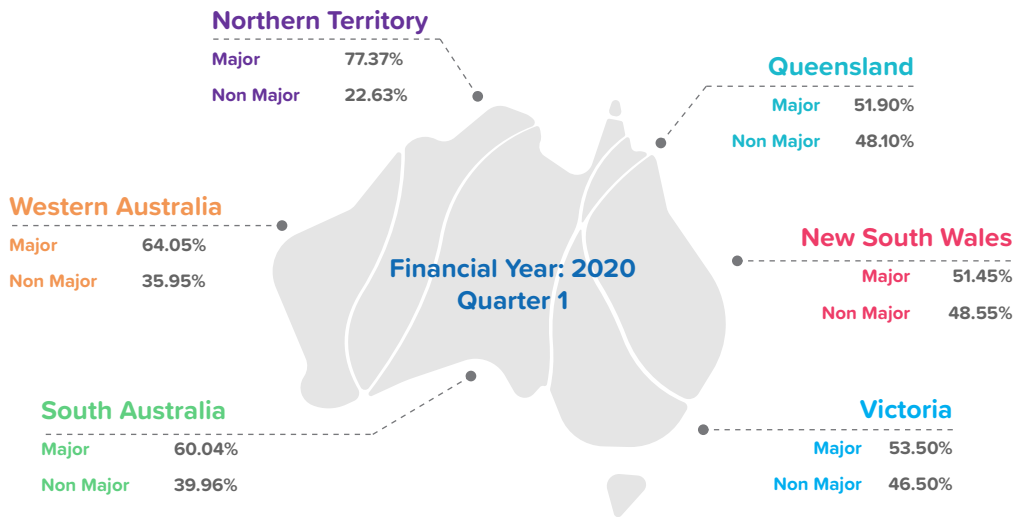
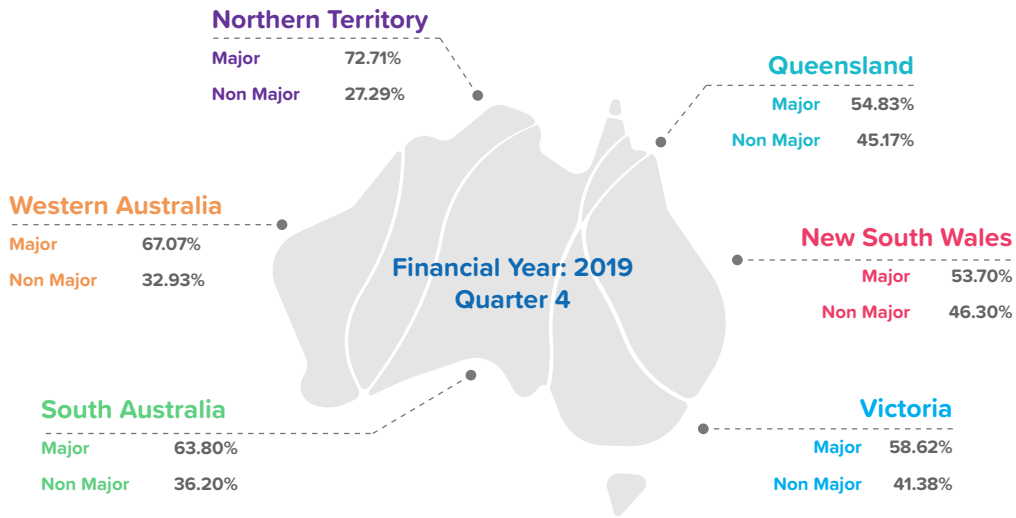
### Queensland

01. CBA	17.82%
02. AFGHL	13.71%
03. Macquarie	10.33%
04. ANZ	8.23%
05. Westpac	8.18%
06. Suncorp	6.33%
07. St George Bank	6.31%
08. Bankwest	4.27%
09. NAB	3.99%
10. ME	3.02%
11. All Others	17.81%

### Abbreviations

AFGHL = AFG Home Loans; ING = ING Direct; BOM = Bank of Melbourne; Macquarie = Macquarie Bank; AMP = AMP Bank; Liberty = Liberty Financial; Pepper = Pepper HomeLoans; Adelaide = Adelaide Bank; Heritage = Heritage Bank; HomeStart Finance = Homestart; La Trobe = La Trobe Financial; P&N = Police & Nurses Bank; Bank of QLD = Bank of Queensland

# Major vs Non Major



## Contact Details

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