

April 2020

**AFG**

# AFG Index

Market Release





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## Contact Details

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

## Record month to close the quarter as major lenders put their foot down

The AFG Index released today shows the Australian lending market is beginning to feel the effects of the uncertainty of the COVID-19 pandemic.

AFG CEO David Bailey outlined what the company is witnessing: “In a departure from our usual reporting process, I thought it would be useful to break down the March activity as a subset of the quarterly index to show the impacts of the health crisis on lending.

“The March quarter began with a very active property market, largely driven by record low interest rates. This has resulted in a flood of activity in March as brokers help borrowers shore up their positions against the impacts of COVID-19 and a rush to complete transactions as shutdowns loomed.

Month	Lodge #	Lodge Vol	Avg Loan	Inv %	First Home Buyers %	Refinance %	Upgrader %	Interest Only %	Principal & Interest %
Jan-20	7,203	\$3,764,132,710	\$522,578	25%	17%	27%	39%	17%	83%
Feb-20	9,945	\$5,491,165,260	\$552,153	25%	16%	27%	41%	17%	83%
Mar-20	11,196	\$6,147,542,145	\$549,084	26%	13%	33%	38%	18%	82%

March was a record month for AFG, with almost \$6.15 billion in lodgments recorded. Refinance activity has risen to 33% from 27% in February as borrowers looked for certainty.

“When looking at the quarterly data set, the third quarter is traditionally a quieter time due to the festive season break however lodgments were up 33% on the same period last year. This was the case across the country with New South Wales up 32%, Victoria up 40%, Western Australia up 19%, South Australia up 20% and Queensland up 32% on Q3 2019 figures.

“As interest rates dropped the major lenders saw their opportunity. The strength of their balance sheets, supported by their competitive funding advantage and fixed rate offerings, has enabled them to take back some ground lost to the non-major lenders in recent times.

“All four of the major banks have been actively pursuing market share with cash back offers to customers and it has had the desired effect, with increasing numbers of borrowers choosing from the Big Four stable of brands. As brokers sought competitive offers for their customers, the major lenders’ market share had lifted from 53% to now be sitting at 60%, the highest level the majors have enjoyed since 2018.

Westpac group has seen the biggest increase, with the group’s share increasing from 15% to 20% across the quarter, largely driven by a generous cash back offers for refinancers and customers new to the bank. After a prolonged period of lower market share, ANZ has taken a considerable footprint within fixed rate borrowers giving rise to an increase from 10% to 15% for the quarter.

The non-majors have felt the impact of the majors’ actions with Macquarie dropping from 11.34% to 8.78% and ING’s market share down from 3.45% to 2.48%.

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## Record month to close the quarter as major lenders put their foot down (cont.)

“With the current crisis impacting liquidity in the market it has been very pleasing to see the federal government’s swift response. The support for the non-ADI sector through its \$15 billion Australian Office of Financial Management (AOFM) initiatives will support competition.

“When we come through the other side of the health crisis, the maintenance of competition and choice for products across a broad number of lenders is an important cornerstone of an effective lending market that Australian consumers and businesses should be able to depend upon. The AOFM’s actions will ensure that is the case.

“For AFG the next few months will be focused on supporting our customers, broker network and staff as we face the challenges ahead.

“The impact of the unfolding crisis on mortgage holders facing salary cuts or loss of employment has meant brokers and their aggregators are now working around the clock to assist customers to navigate the current situation and assess their options.

“AFG has implemented a series of virtual information, training and webinar programs to ensure our brokers are supported and we were very pleased to have the Australian Small Business and Family Enterprise Ombudsman Kate Carnell join us this week to explain to our brokers the work being undertaken to shore up support for small business.

“In addition, we have rolled out a series of new online processes to allow brokers to help their customers whilst observing social distancing rules and meeting their compliance obligations.

“We will continue to work to provide our network with the latest advice and support to help them and their customers through this incredibly difficult period,” he concluded.

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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	\$14,354,781,533	\$459,647	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	30,741	\$14,975,086,885	\$487,137	34%	9%	38%	32%	47%	53%
2017	3	29,035	\$14,150,198,318	\$487,350	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	\$14,947,046,966	\$490,550	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	\$14,543,221,945	\$503,818	28%	13%	23%	43%	19%	81%
2019	1	27,869	\$14,157,792,591	\$508,012	27%	14%	24%	43%	19%	81%
2019	2	25,526	\$12,965,686,159	\$507,940	27%	13%	24%	43%	18%	81%
2019	3	23,036	\$11,610,804,469	\$504,029	26%	14%	25%	43%	19%	81%
2019	4	25,246	\$12,971,688,812	\$513,812	28%	14%	28%	39%	20%	80%
2020	1	29,146	\$15,704,320,766	\$538,816	26%	15%	28%	40%	18%	82%
2020	2	28,611	\$15,373,130,872	\$537,315	26%	15%	27%	41%	18%	82%
2020	3	28,344	\$15,402,840,115	\$543,425	25%	15%	30%	39%	17%	83%

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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%	69.0%	31.0%	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%	55.3%	44.7%	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%	47.5%	52.5%	55.5%	44.5%
2020	2	53.1%	46.9%	48.3%	51.7%	64.0%	36.0%	46.6%	53.4%	55.2%	44.8%	44.9%	55.1%	55.0%	45.0%
2020	3	59.6%	40.4%	54.1%	45.9%	61.8%	38.2%	60.8%	39.2%	60.7%	39.3%	52.4%	47.6%	61.1%	38.9%

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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	\$141,622,205	\$1,999,758,972	\$644,051,341	\$2,933,481,013	\$2,269,443,815
2015	4	\$14,354,781,533	\$5,330,891,403	\$109,564,905	\$2,270,519,065	\$771,411,097	\$3,392,172,612	\$2,480,222,452
2016	1	\$14,074,562,292	\$5,270,542,626	\$105,314,373	\$2,146,460,318	\$760,635,526	\$3,517,006,688	\$2,274,602,761
2016	2	\$13,707,930,726	\$4,986,280,658	\$107,676,692	\$2,137,892,879	\$772,308,708	\$3,576,347,152	\$2,127,424,638
2016	3	\$12,898,678,564	\$4,693,190,747	\$94,140,224	\$2,145,980,197	\$712,290,474	\$3,368,595,762	\$1,884,481,160
2016	4	\$14,490,878,529	\$5,289,102,179	\$99,024,853	\$2,428,546,618	\$791,790,063	\$3,878,131,520	\$2,004,283,296
2017	1	\$15,123,883,912	\$5,470,200,452	\$85,460,549	\$2,604,447,453	\$800,951,939	\$4,229,615,532	\$1,933,207,986
2017	2	\$14,975,086,885	\$5,422,989,487	\$88,596,752	\$2,503,898,644	\$773,151,604	\$4,398,306,172	\$1,788,144,227
2017	3	\$14,150,198,318	\$5,090,219,411	\$88,182,635	\$2,368,362,830	\$749,783,201	\$4,240,682,427	\$1,612,967,813
2017	4	\$14,548,491,696	\$5,231,434,409	\$53,344,707	\$2,435,610,435	\$770,982,709	\$4,441,796,465	\$1,615,322,970
2018	1	\$14,947,046,966	\$5,248,975,844	\$71,380,391	\$2,387,390,936	\$760,134,506	\$4,919,302,623	\$1,559,862,667
2018	2	\$14,811,941,617	\$5,134,582,111	\$77,428,358	\$2,378,139,953	\$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	\$14,543,221,945	\$4,945,099,005	\$44,071,649	\$2,363,333,856	\$740,025,134	\$4,995,095,503	\$1,455,596,797
2019	1	\$14,157,792,591	\$4,790,210,245	\$62,523,577	\$2,315,756,324	\$750,066,146	\$4,700,235,185	\$1,539,001,114
2019	2	\$12,965,686,159	\$4,232,355,993	\$58,969,782	\$2,172,349,456	\$701,027,836	\$4,289,050,719	\$1,511,932,374
2019	3	\$11,610,804,469	\$3,824,400,827	\$56,350,344	\$1,939,044,136	\$653,020,367	\$3,815,952,276	\$1,322,036,518
2019	4	\$12,971,688,812	\$4,370,342,524	\$51,732,776	\$2,043,245,038	\$730,606,648	\$4,416,665,276	\$1,359,096,550
2020	1	\$15,704,320,766	\$5,558,379,189	\$49,180,869	\$2,554,508,142	\$783,452,443	\$5,161,049,602	\$1,597,750,520
2020	2	\$15,373,130,872	\$5,281,670,386	\$66,968,715	\$2,528,208,149	\$815,966,250	\$5,099,332,616	\$1,580,984,757
2020	3	\$15,402,840,115	\$5,051,795,353	\$53,078,346	\$2,554,299,988	\$782,744,776	\$5,381,279,681	\$1,579,641,970

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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	\$391,222	\$370,875	\$338,262	\$429,751	\$433,100
2015	4	\$459,647	\$558,150	\$424,670	\$379,812	\$352,403	\$440,142	\$447,129
2016	1	\$470,406	\$582,380	\$400,435	\$386,262	\$362,035	\$455,276	\$435,414
2016	2	\$475,145	\$581,626	\$427,288	\$393,284	\$371,660	\$463,918	\$443,029
2016	3	\$472,912	\$588,709	\$387,408	\$394,264	\$372,342	\$446,408	\$453,218
2016	4	\$477,333	\$591,556	\$402,540	\$398,907	\$378,485	\$455,287	\$448,085
2017	1	\$479,028	\$596,793	\$406,955	\$400,376	\$378,701	\$458,545	\$444,211
2017	2	\$487,137	\$602,287	\$385,203	\$403,269	\$378,069	\$476,368	\$444,812
2017	3	\$487,350	\$602,393	\$417,927	\$404,020	\$385,097	\$476,321	\$440,461
2017	4	\$484,046	\$593,537	\$392,240	\$408,659	\$378,118	\$473,186	\$434,227
2018	1	\$490,550	\$597,017	\$396,558	\$411,903	\$388,617	\$481,765	\$441,262
2018	2	\$499,172	\$611,478	\$463,643	\$416,487	\$389,024	\$494,946	\$440,502
2018	3	\$497,543	\$602,786	\$444,149	\$417,987	\$397,794	\$493,139	\$440,969
2018	4	\$503,818	\$608,403	\$393,497	\$426,595	\$397,649	\$502,323	\$443,644
2019	1	\$508,012	\$623,644	\$390,772	\$423,976	\$407,645	\$508,243	\$442,496
2019	2	\$507,940	\$617,952	\$409,512	\$448,925	\$395,168	\$504,001	\$443,382
2019	3	\$504,029	\$619,336	\$405,398	\$440,592	\$407,883	\$498,361	\$431,615
2019	4	\$513,812	\$625,407	\$413,862	\$444,184	\$402,538	\$511,484	\$440,836
2020	1	\$538,816	\$665,754	\$413,285	\$459,940	\$413,868	\$529,773	\$457,939
2020	2	\$537,315	\$656,353	\$426,552	\$458,840	\$431,272	\$539,555	\$444,847
2020	3	\$543,425	\$665,586	\$438,664	\$461,899	\$427,029	\$546,767	\$460,806

**Contact Details**

Alison Clarke, AFG Head of Corporate Communications

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



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%	65.5%	70.0%	70.8%	72.9%	70.7%
2015	4	69.7%	66.9%	66.1%	69.6%	71.8%	72.7%	71.0%
2016	1	69.7%	67.4%	67.4%	69.2%	69.6%	73.0%	71.5%
2016	2	69.7%	66.0%	67.5%	70.3%	71.4%	71.7%	71.2%
2016	3	69.1%	66.3%	63.4%	70.2%	71.1%	72.7%	71.2%
2016	4	69.2%	66.1%	66.0%	70.0%	70.2%	72.2%	70.6%
2017	1	69.6%	66.3%	67.9%	70.1%	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%	62.8%	68.1%	69.9%	70.9%	70.0%
2018	1	68.5%	64.5%	65.6%	68.9%	68.9%	70.8%	72.3%
2018	2	68.4%	64.5%	65.9%	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%	69.6%	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%	69.5%	68.1%	72.0%
2019	3	68.4%	65.4%	64.0%	69.7%	70.1%	69.1%	71.9%
2019	4	69.5%	65.9%	69.8%	69.5%	70.2%	69.6%	71.9%
2020	1	70.3%	67.3%	71.8%	70.0%	70.5%	70.3%	72.0%
2020	2	69.8%	67.2%	66.8%	70.0%	71.2%	70.5%	72.7%
2020	3	69.9%	67.2%	68.3%	70.2%	70.9%	70.3%	72.8%

### Contact Details









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

TABLE 6

## Major lender market share all mortgages

	2018		2019				2020		
	3	4	1	2	3	4	1	2	3
<b>ANZ</b> 	12.81%	13.83%	13.75%	12.14%	8.99%	8.63%	11.31%	9.56%	9.94%
<b>CBA</b> 	13.59%	13.09%	15.42%	14.62%	15.82%	16.51%	16.23%	14.81%	14.75%
<b>Bankwest</b> 	3.49%	4.69%	4.58%	4.84%	7.64%	7.44%	6.21%	5.47%	5.74%
<b>NAB</b> 	10.02%	9.35%	9.84%	9.62%	5.61%	6.16%	7.90%	8.54%	8.96%
<b>Westpac</b> 	10.71%	9.37%	8.89%	9.52%	12.15%	10.83%	6.39%	7.26%	10.26%
<b>BOM</b> 	2.89%	2.83%	2.12%	1.80%	2.47%	2.77%	1.84%	2.56%	4.16%
<b>Bank SA</b> 	0.96%	0.82%	0.76%	0.71%	0.81%	0.77%	0.55%	0.80%	0.78%
<b>St George Bank</b> 	6.32%	5.22%	4.29%	4.61%	5.11%	4.47%	3.55%	4.11%	5.00%
<b>Major Total</b>	<b>60.80%</b>	<b>59.19%</b>	<b>59.66%</b>	<b>57.85%</b>	<b>58.60%</b>	<b>57.59%</b>	<b>53.99%</b>	<b>53.10%</b>	<b>59.60%</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

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

TABLE 7

## Non major lender market share all mortgages









	2018		2019				2020		
	3	4	1	2	3	4	1	2	3
AFGHL	11.61%	11.20%	10.66%	10.91%	10.98%	9.44%	8.96%	10.03%	9.75%
AMP	2.44%	1.63%	1.54%	1.94%	2.88%	2.22%	3.44%	2.48%	2.23%
Adelaide Bank	0.04%	0.02%	0.03%	0.07%	0.04%	0.02%	0.06%	0.07%	0.07%
Auswide Bank	0.31%	0.41%	0.18%	0.39%	0.40%	0.22%	0.35%	0.25%	0.37%
Bank of QLD	0.75%	0.81%	0.76%	1.07%	0.73%	1.01%	1.09%	0.70%	0.77%
Citibank	0.69%	0.78%	0.56%	0.51%	0.81%	1.04%	0.49%	1.90%	0.37%
Heritage Bank	0.36%	0.54%	0.66%	0.62%	0.89%	0.53%	0.41%	0.82%	0.58%
HomeStart	0.33%	0.22%	0.27%	0.25%	0.21%	0.28%	0.21%	0.20%	0.19%
Keystart	0.22%	0.22%	0.25%	0.18%	0.18%	0.16%	0.16%	0.17%	0.19%
La Trobe	0.98%	1.02%	1.07%	1.20%	1.40%	1.48%	1.33%	1.57%	1.37%
Liberty	2.22%	2.33%	2.12%	1.98%	1.60%	1.50%	1.40%	1.35%	1.21%
ME	2.62%	2.22%	2.51%	3.59%	2.34%	2.13%	1.95%	2.43%	1.57%
Macquarie	5.37%	5.84%	4.71%	5.00%	5.77%	7.45%	12.19%	11.34%	8.78%
P&N Bank	0.18%	0.10%	0.15%	0.16%	0.23%	0.17%	0.17%	0.13%	0.25%
Suncorp	2.78%	2.86%	3.73%	2.04%	2.79%	4.16%	1.96%	2.09%	2.40%
AFG Commercial Powered by Thinktank	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.01%	0.00%	0.03%
Bank Australia	0.42%	0.77%	0.69%	0.91%	0.76%	0.66%	0.89%	0.57%	0.84%
Bank of China	0.01%	0.16%	0.11%	0.05%	0.10%	0.30%	0.24%	0.31%	0.28%
Bank of Sydney	0.13%	0.28%	0.17%	0.17%	0.29%	0.38%	0.36%	0.55%	0.13%
Beyond Bank	0.14%	0.12%	0.09%	0.13%	0.24%	0.19%	0.15%	0.25%	0.45%
Bluestone	0.35%	0.52%	0.65%	0.62%	0.52%	0.58%	0.48%	0.69%	0.66%
CUA	0.31%	0.41%	0.37%	0.43%	0.30%	0.22%	0.43%	0.35%	0.47%
Firefighters Mutual Bank	0.04%	0.02%	0.02%	0.02%	0.00%	0.01%	0.00%	0.01%	0.01%
Health Professionals Bank	0.00%	0.00%	0.00%	0.00%	0.01%	0.02%	0.03%	0.04%	0.03%
IMB Ltd	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
ING	2.81%	3.90%	4.15%	4.88%	2.60%	2.83%	4.20%	3.45%	2.48%
MKM Capital Pty Ltd	0.01%	0.03%	0.02%	0.02%	0.04%	0.02%	0.02%	0.02%	0.02%
MyState	0.61%	0.36%	0.47%	0.84%	0.66%	0.50%	0.36%	0.40%	0.83%
Newcastle Permanent	0.73%	0.66%	0.77%	0.69%	0.40%	0.29%	0.28%	0.40%	0.34%
Pepper Money	1.56%	1.73%	1.71%	1.69%	2.06%	1.53%	1.44%	1.59%	1.16%
QBANK	0.02%	0.02%	0.00%	0.01%	0.01%	0.01%	0.01%	0.04%	0.07%
Resimac	0.43%	0.63%	0.76%	0.51%	1.26%	1.95%	1.87%	1.76%	1.76%
Savings & Loans Credit Union	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Teachers Mutual Bank	0.63%	0.66%	0.71%	0.46%	0.22%	0.21%	0.17%	0.25%	0.15%
Virgin Money	0.10%	0.36%	0.44%	0.80%	0.67%	0.89%	0.92%	0.69%	0.58%
Non-Major Total	39.20%	40.81%	40.34%	42.15%	41.40%	42.41%	46.01%	46.90%	40.40%

### 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

	2018		2019				2020		
	3	4	1	2	3	4	1	2	3
<b>ANZ</b> 	9.74%	10.58%	12.39%	13.81%	10.14%	7.82%	10.91%	9.74%	14.89%
<b>CBA</b> 	14.74%	16.19%	16.47%	17.88%	16.34%	13.53%	12.51%	13.57%	14.45%
<b>Bankwest</b> 	2.56%	3.85%	2.78%	3.79%	5.58%	6.10%	3.93%	2.80%	2.34%
<b>NAB</b> 	20.42%	19.73%	16.23%	13.55%	8.07%	9.52%	13.69%	14.91%	13.77%
<b>Westpac</b> 	14.90%	11.54%	12.17%	17.24%	25.25%	20.92%	11.18%	10.23%	13.80%
<b>BOM</b> 	2.43%	2.43%	2.00%	2.18%	3.74%	3.50%	2.95%	2.86%	2.71%
<b>Bank SA</b> 	1.10%	0.55%	0.49%	0.64%	0.72%	0.56%	0.75%	0.89%	0.48%
<b>St George Bank</b> 	7.98%	5.50%	4.84%	5.77%	8.51%	6.36%	5.20%	4.59%	4.79%
<b>Major Total</b>	<b>73.87%</b>	<b>70.36%</b>	<b>67.37%</b>	<b>74.88%</b>	<b>78.36%</b>	<b>68.32%</b>	<b>61.12%</b>	<b>59.59%</b>	<b>67.23%</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

TABLE 9

## Non major lender market share fixed rate mortgages

	2018		2019				2020		
	3	4	1	2	3	4	1	2	3
AFGHL	3.81%	3.07%	3.23%	3.05%	2.20%	5.19%	10.46%	8.74%	6.79%
AMP	0.54%	0.60%	1.61%	1.09%	1.25%	1.90%	2.69%	1.50%	1.31%
Adelaide Bank	0.25%	0.01%	0.09%	0.19%	0.07%	0.04%	0.12%	0.18%	0.19%
Auswide Bank	0.07%	0.23%	0.23%	0.79%	0.60%	0.30%	0.55%	0.18%	0.33%
Bank of QLD	1.02%	0.75%	0.95%	0.73%	0.99%	1.20%	2.45%	0.76%	0.76%
Citibank		0.15%	0.06%	0.09%	0.10%	0.13%	0.04%	3.60%	0.56%
Heritage Bank	0.59%	0.91%	1.55%	0.85%	1.22%	0.58%	0.73%	1.55%	1.08%
HomeStart	0.08%	0.06%	0.01%	0.02%	0.01%	0.03%	0.01%	0.02%	0.06%
La Trobe		0.12%	0.01%			0.03%			
Liberty	0.46%	0.90%	0.89%	0.51%	0.82%	0.55%	0.11%	0.04%	0.02%
ME	4.42%	3.55%	3.20%	2.58%	1.88%	2.66%	2.22%	4.01%	2.29%
Macquarie	0.99%	1.04%	1.37%	1.26%	1.77%	3.35%	4.16%	7.03%	5.00%
P&N Bank	0.22%	0.18%	0.11%	0.10%	0.33%	0.35%	0.72%	0.15%	0.28%
Suncorp	3.62%	4.89%	7.57%	2.87%	3.32%	8.69%	4.22%	2.36%	2.32%
Bank Australia	0.96%	0.89%	1.00%	1.17%	1.03%	0.61%	2.46%	2.13%	2.34%
Bank of China		0.04%			0.19%	0.30%	0.10%		0.02%
Bank of Sydney		0.06%	0.01%	0.04%		0.09%			
Beyond Bank	0.02%	0.07%		0.09%	0.03%	0.08%	0.19%	0.46%	0.54%
Bluestone	0.16%	0.27%	0.26%	0.20%	0.12%	0.12%	0.35%	0.28%	0.24%
CUA	0.30%	0.45%	0.29%	0.35%	0.16%	0.24%	0.96%	0.33%	0.36%
Firefighters Mutual Bank	0.07%	0.08%	0.06%	0.05%		0.03%		0.07%	0.03%
Health Professionals Bank					0.04%	0.07%	0.15%	0.27%	0.17%
ING	2.82%	5.01%	4.54%	5.17%	2.97%	2.46%	0.94%	2.56%	4.39%
MyState	1.25%	0.30%	0.63%	0.70%	0.47%	0.46%	0.15%	0.04%	0.59%
Newcastle Permanent	1.87%	2.12%	1.67%	1.20%	0.52%	0.13%	0.28%	0.74%	0.83%
QBANK		0.05%	0.02%	0.02%	0.02%	0.02%		0.10%	0.03%
Resimac		0.03%	0.07%	0.02%		0.11%			
Savings & Loans Credit Union				0.01%					
Teachers Mutual Bank	2.21%	2.94%	2.65%	1.17%	0.65%	0.81%	0.86%	1.57%	0.86%
Virgin Money	0.40%	0.87%	0.53%	0.81%	0.88%	1.13%	3.95%	1.75%	1.39%
Non-Major Total	26.13%	29.64%	32.63%	25.12%	21.64%	31.68%	38.88%	40.41%	32.77%

### 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

# Top lenders by state

## Quarter 1 2020

### Western Australia

01. CBA	17.78%
02. Westpac	14.35%
03. Bankwest	13.00%
04. NAB	10.97%
05. ANZ	10.04%
06. AFGHL	7.25%
07. St George Bank	5.91%
08. Macquarie	2.84%
09. P&N Bank	2.46%
10. Suncorp	2.21%
11. All Others	13.18%

### South Australia

01. Westpac	16.84%
02. CBA	15.57%
03. Bank SA	14.28%
04. AFGHL	12.36%
05. ANZ	10.39%
06. NAB	6.62%
07. HomeStart	3.72%
08. Resimac	2.80%
09. Bankwest	2.44%
10. AMP	2.05%
11. All Others	12.93%

### Victoria

01. Westpac	12.44%
02. CBA	12.44%
03. BOM	11.73%
04. ANZ	11.07%
05. AFGHL	10.80%
06. NAB	9.69%
07. Macquarie	8.54%
08. Bankwest	3.83%
09. ING	1.99%
10. La Trobe	1.97%
11. All Others	15.49%

### New South Wales

01. CBA	12.84%
02. Macquarie	11.54%
03. NAB	10.17%
04. ANZ	9.89%
05. St George Bank	8.84%
06. AFGHL	8.30%
07. Westpac	7.22%
08. Bankwest	7.19%
09. ING	3.45%
10. AMP	3.08%
11. All Others	17.48%

### Queensland

01. CBA	20.83%
02. AFGHL	11.09%
03. Macquarie	9.88%
04. St George Bank	8.83%
05. ANZ	7.62%
06. Westpac	7.21%
07. Suncorp	6.47%
08. NAB	4.62%
09. Bankwest	3.49%
10. ING	2.41%
11. All Others	17.55%

## Quarter 2 2020

### Western Australia

01. CBA	19.15%
02. Bankwest	14.45%
03. NAB	9.14%
04. Westpac	8.71%
05. AFGHL	8.67%
06. ANZ	8.25%
07. Macquarie	4.86%
08. St George Bank	3.87%
09. ING	3.02%
10. Suncorp	1.94%
11. All Others	17.94%

### South Australia

01. CBA	16.98%
02. Bank SA	13.75%
03. AFGHL	13.61%
04. Westpac	12.20%
05. ANZ	7.74%
06. NAB	5.12%
07. ING	4.48%
08. HomeStart	3.85%
09. Bankwest	2.96%
10. Macquarie	2.74%
11. All Others	16.58%

### Victoria

01. CBA	13.77%
02. Macquarie	11.45%
03. ANZ	11.40%
04. AFGHL	10.71%
05. NAB	9.87%
06. Westpac	8.26%
07. BOM	7.45%
08. Bankwest	3.41%
09. ING	3.21%
10. ME	2.69%
11. All Others	17.78%

### New South Wales

01. Macquarie	14.35%
02. CBA	11.85%
03. NAB	9.82%
04. ANZ	9.47%
05. AFGHL	8.19%
06. St George Bank	7.22%
07. Bankwest	5.86%
08. Westpac	5.60%
09. ING	3.77%
10. AMP	3.63%
11. All Others	20.22%

### Queensland

01. CBA	18.97%
02. AFGHL	12.39%
03. Macquarie	11.94%
04. ANZ	7.62%
05. St George Bank	7.06%
06. Suncorp	6.15%
07. Westpac	6.10%
08. Bankwest	4.13%
09. NAB	3.94%
10. ING	3.18%
11. All Others	18.52%

## Quarter 3 2020

### Western Australia

01. CBA	19.67%
02. Bankwest	14.81%
03. ANZ	12.16%
04. Westpac	8.52%
05. AFGHL	7.61%
06. NAB	6.21%
07. Macquarie	5.62%
08. ING	3.59%
09. Suncorp	2.53%
10. St George Bank	2.53%
11. All Others	16.75%

### South Australia

01. CBA	17.00%
02. ANZ	13.77%
03. AFGHL	13.39%
04. Westpac	11.00%
05. Bank SA	10.05%
06. ING	5.21%
07. NAB	4.74%
08. HomeStart	4.15%
09. Macquarie	3.47%
10. Bankwest	3.21%
11. All Others	14.01%

### Victoria

01. CBA	16.02%
02. ANZ	13.32%
03. Macquarie	12.28%
04. AFGHL	10.70%
05. NAB	8.19%
06. Westpac	7.52%
07. BOM	5.46%
08. ING	4.05%
09. Bankwest	2.97%
10. AMP	2.56%
11. All Others	16.94%

### New South Wales

01. Macquarie	15.08%
02. CBA	12.82%
03. ANZ	10.09%
04. NAB	9.70%
05. Bankwest	7.71%
06. AFGHL	6.80%
07. St George Bank	6.41%
08. AMP	5.08%
09. Westpac	4.63%
10. ING	4.45%
11. All Others	17.22%

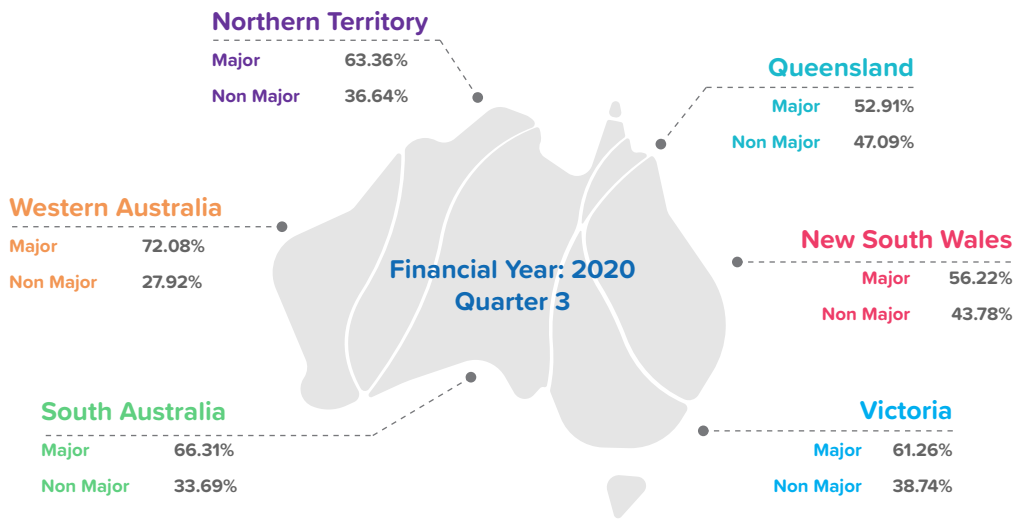
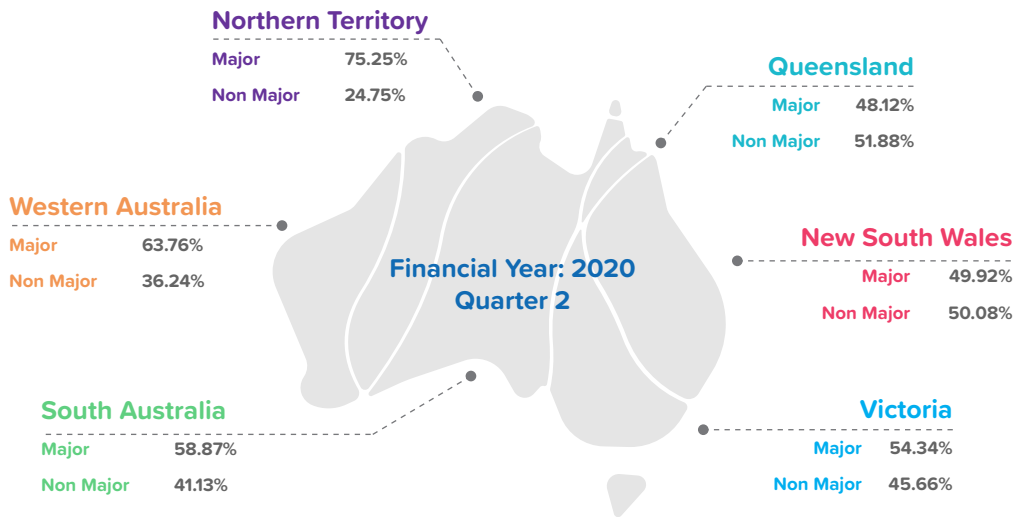
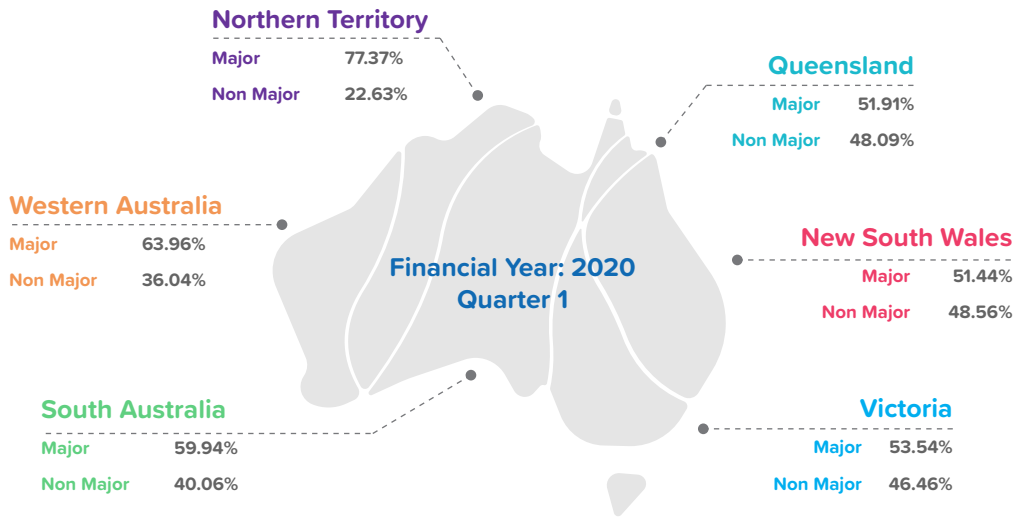
### Queensland

01. CBA	21.51%
02. Macquarie	12.76%
03. AFGHL	9.73%
04. ANZ	8.52%
05. St George Bank	6.14%
06. NAB	5.45%
07. Westpac	5.17%
08. Bankwest	4.98%
09. Suncorp	4.97%
10. ING	4.04%
11. All Others	16.73%

### 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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