

October 2020

**AFG**

# AFG Index

Market Release





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## Record-breaking quarter for AFG brokers

(ASX:AFG) The AFG Index released today shows another period of growth for AFG brokers to close out the first quarter of the 2021 financial year. More than 35,400 residential loans were lodged, with volume surpassing \$18 billion for the quarter, eclipsing last quarter's record-breaking levels.

AFG CEO David Bailey explained the results: "The first quarter of the 2021 financial year has seen AFG record its highest-ever lodgement volume and represents a lift of just over 8% on last quarter. Against the corresponding period in FY2020 it is 16% higher. The surge was largely driven by an uptick in First Home Buyers as they make the most of federal and state government incentives to support the country's construction market.

"Mortgage brokers have played a vital role in ensuring first home buyers were in prime position to access the various incentives and understand their choices. A total of 23% of all lending applications processed by AFG brokers during the quarter were for those purchasing their first home.

"Whilst remaining stable, the refinance boom evident in the months during the broader national lockdown now appear to have returned to more traditional levels, whilst upgraders have maintained a strong position in the market," he said. "Those who are confident in their own personal financial circumstances during the pandemic are looking for opportunities to move to a larger home.

"As brokers have navigated the challenges of this period of market disruption, their role as a trusted support for their customers has meant they have continued to assist customers across the country. Whilst understandably Victorian numbers have not reflected the broader Australian experience, the result recorded is still in line with that recorded in the last quarter of FY20, and still ahead of the same quarter last year.

"With record low interests expected to be maintained for an extended period property prices are being supported by a strong underlying demand for residential mortgage finance.

"Looking across the country, the Victorian lockdown has resulted in a flat result quarter on quarter, and the Northern Territory recorded a drop, whilst growth has continued in all other states. When compared to the same period last year, the increases show an alignment to the levels of lockdown in response to COVID-19 that have been experienced in each state - New South Wales was up 12.5%, Queensland and South Australia were both up 31% and Western Australia was up 38%.

Principal and Interest (P&I) loans continue to track upwards as more customers take advantage of the lower interest rates on offer to pay off their mortgages faster.

"Once again, although not reported in the AFG Index, a look at the number of AFG Home Loans' securitized product customers seeking assistance with their mortgage payments provides an insight into current market conditions," he said. "Pleasingly, the numbers have further decreased. As of 8 October, the numbers of customers with deferral arrangements for their P&I loans has dropped from 4.34% at the close of last quarter to 0.87%. In addition, 2.22% of AFG Home Loans securitized product customers have switched from P&I to Interest Only repayment arrangements. This is down from 4.38% at the end of FY20.

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With tight regulations affecting rental markets the number of people applying for Investment loans also dropped to its lowest level since December 2012, to now be sitting at 21% of the market.

“After a tough six months competing against cash-back offers and competitive fixed rates from the major lenders, the non-majors have regained market share, rising from 33.2% at end of FY20 to 41.1% in FY21 Q1

“The major lenders’ market share dropped from 66.8% at the end of the 2020 financial year, the highest level since 2017, down to 58.9% at the close of Q1,” said Mr Bailey. “This trend was most evident when looking at the majors’ share of refinances, which tumbled from a high of 71.1% at the end of the 2020 financial year to 58.1% at the close of Q1 2021.

“ANZ was the standout, recording a significant drop in market share, sliding from 25.53% back to 9.67%. The Westpac Group seemed to be the beneficiaries, rising from 10.37% to 16.27% of the majors’ market share.”

The non-majors experienced growth across all buyer types, with the biggest rises being recorded by Refinancers and Upgraders. The non-majors’ share of refinances jumped from 28.9% to 41.9% in FY21 Q1 and market share for those upgrading increased from 34.4% to 41.2%.

Queensland and New South Wales lead the country for the non-majors, with market share increases in both states increasing by 10% and 8% respectively. Among the non-majors, Macquarie recorded the largest lift in market share, rising from 6.74% to 10.25% for the quarter.

“The national average loan size is decidedly lower, dropping from \$542,555 at the close of the last quarter to \$514,532. This drop is largely driven by the profile of borrowers, in this case the presence of more First Home Buyers in the mix. This corresponds with a small uptick in LVR, again a reflection of the volume of First Home Buyers in the data.

-ends-

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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	\$9,799,859,821	\$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	\$10,984,615,499	\$424,182	39%	9%	32%	31%	56%	44%
2014	3	24,231	\$10,302,849,053	\$425,193	39%	9%	32%	31%	57%	43%
2014	4	26,966	\$11,551,435,672	\$428,370	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	\$12,892,326,077	\$449,774	39%	7%	36%	30%	59%	41%
2015	3	27,496	\$12,267,821,050	\$446,167	40%	8%	35%	30%	59%	41%
2015	4	31,230	\$14,355,020,533	\$459,655	40%	8%	37%	28%	59%	40%
2016	1	29,919	\$14,074,122,292	\$470,408	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	\$12,899,531,564	\$472,943	33%	8%	38%	34%	48%	52%
2016	4	30,360	\$14,491,933,529	\$477,336	34%	7%	39%	33%	47%	53%
2017	1	31,572	\$15,124,176,912	\$479,038	32%	8%	38%	34%	46%	54%
2017	2	30,741	\$14,977,058,027	\$487,201	34%	9%	38%	32%	47%	53%
2017	3	29,038	\$14,150,343,318	\$487,304	32%	10%	35%	34%	44%	55%
2017	4	30,056	\$14,549,691,696	\$484,086	31%	10%	29%	39%	33%	67%
2018	1	30,470	\$14,947,156,967	\$490,553	29%	13%	25%	41%	19%	81%
2018	2	29,674	\$14,813,175,413	\$499,197	28%	13%	22%	44%	19%	81%
2018	3	27,723	\$13,794,032,702	\$497,566	28%	13%	23%	43%	20%	80%
2018	4	28,866	\$14,543,201,945	\$503,818	28%	13%	23%	43%	19%	81%
2019	1	27,869	\$14,159,920,386	\$508,089	27%	14%	24%	43%	19%	81%
2019	2	25,525	\$12,966,249,090	\$507,982	27%	13%	24%	43%	18%	81%
2019	3	23,035	\$11,613,032,325	\$504,147	26%	14%	25%	43%	19%	81%
2019	4	25,243	\$12,974,048,495	\$513,966	28%	14%	28%	39%	20%	80%
2020	1	29,141	\$15,700,567,653	\$538,779	26%	15%	28%	40%	18%	82%
2020	2	28,601	\$15,365,374,284	\$537,232	26%	15%	27%	41%	18%	82%
2020	3	28,335	\$15,341,311,374	\$541,426	25%	15%	30%	39%	17%	83%
2020	4	31,069	\$16,856,635,625	\$542,555	25%	15%	32%	38%	16%	84%
2021	1	35,461	\$18,245,805,707	\$514,532	21%	23%	22%	40%	14%	86%

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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%	60.4%	39.6%	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%	47.5%	52.5%	55.5%	44.5%
2020	2	53.1%	46.9%	48.2%	51.8%	63.9%	36.1%	46.7%	53.3%	55.2%	44.8%	44.8%	55.2%	55.0%	45.0%
2020	3	59.5%	40.5%	54.0%	46.0%	61.7%	38.3%	61.0%	39.0%	60.6%	39.4%	52.5%	47.5%	61.1%	38.9%
2020	4	66.8%	33.2%	64.4%	35.6%	66.9%	33.1%	71.1%	28.9%	65.6%	34.4%	62.1%	37.9%	67.7%	32.3%
2021	1	58.9%	41.1%	54.6%	45.4%	63.8%	36.2%	58.1%	41.9%	58.8%	41.2%	54.1%	45.9%	59.7%	40.3%

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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	\$9,799,859,821	\$2,888,883,235	\$122,968,345	\$1,721,114,526	\$548,935,991	\$2,182,800,666	\$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	\$10,984,615,499	\$3,472,344,992	\$141,001,354	\$1,934,619,722	\$590,007,574	\$2,476,884,646	\$2,369,757,211
2014	3	\$10,302,849,053	\$3,187,107,101	\$128,403,627	\$1,769,256,167	\$546,664,335	\$2,425,749,349	\$2,245,668,475
2014	4	\$11,551,435,672	\$3,628,795,262	\$141,313,948	\$1,974,469,536	\$619,877,859	\$2,704,035,935	\$2,482,943,132
2015	1	\$12,204,183,662	\$3,982,906,595	\$142,846,670	\$2,068,594,555	\$607,398,884	\$2,916,486,393	\$2,485,950,565
2015	2	\$12,892,326,077	\$4,473,053,948	\$145,020,970	\$2,163,553,233	\$688,396,536	\$3,062,350,192	\$2,359,951,199
2015	3	\$12,267,821,050	\$4,279,463,704	\$131,624,091	\$2,009,757,086	\$644,051,341	\$2,933,481,013	\$2,269,443,815
2015	4	\$14,355,020,533	\$5,330,891,403	\$97,477,041	\$2,282,645,930	\$771,411,097	\$3,392,372,612	\$2,480,222,452
2016	1	\$14,074,122,292	\$5,270,542,626	\$98,491,283	\$2,153,283,408	\$760,635,526	\$3,517,006,688	\$2,274,162,761
2016	2	\$13,707,930,726	\$4,986,280,658	\$98,291,032	\$2,147,278,538	\$772,308,708	\$3,576,347,152	\$2,127,424,638
2016	3	\$12,899,531,564	\$4,694,023,747	\$90,861,503	\$2,149,258,918	\$712,310,474	\$3,368,595,762	\$1,884,481,160
2016	4	\$14,491,933,529	\$5,290,107,179	\$97,831,853	\$2,429,739,618	\$791,840,063	\$3,878,131,520	\$2,004,283,296
2017	1	\$15,124,176,912	\$5,470,285,452	\$84,174,287	\$2,605,733,715	\$800,951,939	\$4,229,823,532	\$1,933,207,986
2017	2	\$14,977,058,027	\$5,423,663,273	\$87,187,718	\$2,505,307,678	\$773,351,604	\$4,398,741,172	\$1,788,806,582
2017	3	\$14,150,343,318	\$5,090,364,411	\$87,970,635	\$2,368,574,830	\$749,783,201	\$4,240,682,427	\$1,612,967,813
2017	4	\$14,549,691,696	\$5,232,634,409	\$51,531,037	\$2,437,424,105	\$770,982,709	\$4,441,796,465	\$1,615,322,970
2018	1	\$14,947,156,967	\$5,248,975,845	\$71,240,391	\$2,387,530,936	\$760,134,506	\$4,919,302,623	\$1,559,972,667
2018	2	\$14,813,175,413	\$5,135,582,112	\$76,497,858	\$2,379,070,453	\$757,818,346	\$4,897,986,878	\$1,566,219,765
2018	3	\$13,794,032,702	\$4,768,017,797	\$83,500,004	\$2,169,351,235	\$695,742,174	\$4,562,692,102	\$1,514,729,390
2018	4	\$14,543,201,945	\$4,945,079,005	\$44,071,649	\$2,363,333,856	\$740,025,134	\$4,995,095,503	\$1,455,596,797
2019	1	\$14,159,920,386	\$4,791,595,245	\$62,523,577	\$2,315,756,324	\$750,066,146	\$4,700,614,031	\$1,539,365,064
2019	2	\$12,966,249,090	\$4,232,405,993	\$58,969,782	\$2,172,349,456	\$701,327,836	\$4,289,042,719	\$1,512,153,304
2019	3	\$11,613,032,325	\$3,826,801,442	\$56,350,344	\$1,939,044,136	\$652,995,108	\$3,815,804,776	\$1,322,036,518
2019	4	\$12,974,048,495	\$4,372,882,109	\$51,732,776	\$2,043,286,038	\$729,805,145	\$4,417,245,877	\$1,359,096,550
2020	1	\$15,700,567,653	\$5,557,106,134	\$49,180,869	\$2,554,649,214	\$784,610,843	\$5,157,270,073	\$1,597,750,520
2020	2	\$15,365,374,284	\$5,286,199,727	\$66,968,715	\$2,523,500,201	\$816,441,315	\$5,094,892,452	\$1,577,371,875
2020	3	\$15,341,311,374	\$5,021,094,069	\$53,106,994	\$2,548,727,899	\$779,379,134	\$5,369,486,517	\$1,569,516,762
2020	4	\$16,856,635,625	\$5,924,304,626	\$69,892,802	\$2,734,675,452	\$883,615,093	\$5,429,033,903	\$1,815,113,750
2021	1	\$18,245,805,707	\$6,255,265,234	\$48,367,404	\$3,342,366,785	\$1,027,329,249	\$5,366,708,650	\$2,205,768,384

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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	\$424,182	\$515,950	\$379,036	\$356,481	\$332,961	\$413,227	\$423,095
2014	3	\$425,193	\$513,057	\$378,772	\$358,730	\$333,332	\$415,795	\$425,800
2014	4	\$428,370	\$522,655	\$409,606	\$365,169	\$330,073	\$411,949	\$425,964
2015	1	\$433,819	\$523,722	\$383,996	\$363,166	\$332,639	\$423,600	\$432,490
2015	2	\$449,774	\$561,096	\$395,153	\$368,767	\$350,686	\$434,438	\$433,337
2015	3	\$446,167	\$550,626	\$385,994	\$371,283	\$338,262	\$429,751	\$433,100
2015	4	\$459,655	\$558,150	\$421,979	\$380,124	\$352,403	\$440,168	\$447,129
2016	1	\$470,408	\$582,380	\$398,750	\$386,378	\$362,035	\$455,276	\$435,413
2016	2	\$475,145	\$581,626	\$421,850	\$393,635	\$371,660	\$463,918	\$443,029
2016	3	\$472,943	\$588,814	\$386,645	\$394,287	\$372,353	\$446,408	\$453,218
2016	4	\$477,336	\$591,536	\$405,941	\$398,776	\$378,509	\$455,287	\$448,085
2017	1	\$479,038	\$596,802	\$408,613	\$400,328	\$378,701	\$458,567	\$444,211
2017	2	\$487,201	\$602,362	\$384,087	\$403,301	\$378,167	\$476,415	\$444,977
2017	3	\$487,304	\$602,196	\$418,908	\$403,987	\$385,097	\$476,321	\$440,461
2017	4	\$484,086	\$593,673	\$393,367	\$408,621	\$378,118	\$473,186	\$434,227
2018	1	\$490,553	\$597,017	\$397,991	\$411,856	\$388,617	\$481,765	\$441,294
2018	2	\$499,197	\$611,597	\$460,830	\$416,577	\$389,024	\$494,946	\$440,444
2018	3	\$497,566	\$602,784	\$444,149	\$417,987	\$397,794	\$493,211	\$440,969
2018	4	\$503,818	\$608,400	\$393,497	\$426,595	\$397,649	\$502,323	\$443,644
2019	1	\$508,089	\$623,824	\$390,772	\$423,976	\$407,645	\$508,284	\$442,601
2019	2	\$507,982	\$617,960	\$409,512	\$448,925	\$395,337	\$504,000	\$443,577
2019	3	\$504,147	\$619,725	\$405,398	\$440,592	\$407,867	\$498,407	\$431,615
2019	4	\$513,966	\$625,860	\$413,862	\$444,193	\$402,318	\$511,611	\$440,836
2020	1	\$538,779	\$665,761	\$413,285	\$459,966	\$414,480	\$529,548	\$457,939
2020	2	\$537,232	\$657,079	\$426,552	\$458,069	\$431,523	\$539,313	\$444,205
2020	3	\$541,426	\$662,326	\$438,901	\$461,141	\$425,890	\$544,904	\$458,655
2020	4	\$542,555	\$678,304	\$397,118	\$462,877	\$420,169	\$539,505	\$444,336
2021	1	\$514,532	\$664,605	\$374,941	\$441,470	\$397,419	\$509,901	\$421,029

### Contact Details

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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%	69.5%	66.3%	70.4%	69.3%	71.9%	71.6%
2014	2	70.4%	69.3%	66.9%	71.3%	71.3%	71.9%	71.5%
2014	3	69.8%	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	70.0%	68.7%	67.9%	69.0%	70.9%	72.5%	71.2%
2015	2	70.5%	68.7%	68.8%	69.9%	71.7%	73.1%	70.5%
2015	3	69.5%	68.4%	64.6%	70.0%	70.8%	72.9%	70.7%
2015	4	69.5%	66.8%	64.9%	69.6%	71.8%	72.7%	71.0%
2016	1	69.6%	67.3%	67.1%	69.3%	69.6%	73.0%	71.5%
2016	2	69.7%	65.9%	67.4%	70.2%	71.5%	71.7%	71.1%
2016	3	69.0%	66.2%	62.9%	70.2%	71.1%	72.7%	71.2%
2016	4	69.2%	66.1%	66.2%	70.0%	70.2%	72.1%	70.5%
2017	1	69.5%	66.2%	67.9%	70.1%	70.6%	71.0%	71.6%
2017	2	69.5%	65.5%	68.1%	69.6%	70.3%	71.9%	71.4%
2017	3	69.2%	65.4%	67.3%	68.9%	70.9%	71.6%	71.1%
2017	4	67.6%	64.0%	62.7%	68.1%	69.9%	70.8%	70.0%
2018	1	68.5%	64.5%	65.5%	68.9%	68.9%	70.8%	72.3%
2018	2	68.4%	64.5%	65.9%	68.5%	70.7%	69.4%	71.2%
2018	3	68.4%	63.8%	66.1%	69.3%	70.9%	68.9%	71.2%
2018	4	68.0%	63.6%	65.9%	69.1%	69.6%	68.6%	71.1%
2019	1	67.8%	65.0%	62.0%	68.9%	70.1%	68.6%	72.1%
2019	2	68.4%	65.0%	66.8%	69.3%	69.5%	68.0%	72.0%
2019	3	68.4%	65.3%	64.0%	69.7%	70.1%	69.1%	72.0%
2019	4	69.5%	65.9%	69.8%	69.5%	70.1%	69.6%	71.9%
2020	1	70.3%	67.3%	71.8%	70.0%	70.3%	70.3%	71.9%
2020	2	69.8%	67.3%	66.8%	70.0%	71.3%	70.5%	72.8%
2020	3	70.2%	67.7%	69.4%	70.4%	70.8%	70.3%	72.9%
2020	4	70.0%	68.1%	65.7%	71.7%	70.5%	71.0%	72.6%
2021	1	71.9%	69.1%	69.5%	73.2%	72.6%	71.9%	75.3%

### Contact Details









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

TABLE 6

## Major lender market share all mortgages

	2019				2020				2021
	1	2	3	4	1	2	3	4	1
 <b>ANZ</b>	14.47%	12.14%	9.00%	8.65%	11.30%	9.57%	9.93%	25.53%	9.67%
 <b>CBA</b>	15.08%	14.62%	15.82%	16.51%	16.23%	14.85%	14.71%	18.64%	18.82%
 <b>Bankwest</b>	4.13%	4.84%	7.63%	7.45%	6.22%	5.47%	5.77%	4.63%	6.62%
 <b>NAB</b>	10.17%	9.62%	5.61%	6.15%	7.90%	8.54%	9.02%	7.58%	7.51%
 <b>Westpac</b>	9.10%	9.52%	12.15%	10.83%	6.39%	7.23%	10.19%	5.78%	7.42%
 <b>BOM</b>	1.92%	1.80%	2.47%	2.77%	1.83%	2.55%	4.14%	1.63%	3.13%
 <b>Bank SA</b>	0.75%	0.71%	0.81%	0.77%	0.55%	0.80%	0.78%	0.34%	0.77%
 <b>St George Bank</b>	3.97%	4.61%	5.11%	4.47%	3.56%	4.11%	5.00%	2.62%	4.95%
<b>Major Total</b>	59.57%	57.86%	58.60%	57.61%	53.99%	53.13%	59.54%	66.76%	58.88%

### 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 7

## Non major lender market share all mortgages









	2019				2020				2021
	1	2	3	4	1	2	3	4	1
AFGHL	10.31%	10.91%	10.97%	9.44%	8.96%	10.02%	9.73%	6.40%	8.43%
AMP	1.42%	1.94%	2.88%	2.22%	3.45%	2.48%	2.25%	1.68%	1.85%
Adelaide Bank	0.02%	0.07%	0.04%	0.02%	0.06%	0.07%	0.07%	0.15%	0.08%
Auswide Bank	0.19%	0.39%	0.40%	0.22%	0.35%	0.25%	0.37%	0.42%	0.75%
Bank of QLD	0.86%	1.07%	0.73%	1.01%	1.09%	0.69%	0.76%	0.83%	0.70%
Citibank	0.74%	0.51%	0.81%	1.04%	0.49%	1.90%	0.37%	0.32%	0.66%
Heritage Bank	0.92%	0.62%	0.89%	0.53%	0.41%	0.82%	0.58%	0.58%	0.65%
HomeStart	0.30%	0.25%	0.21%	0.28%	0.21%	0.20%	0.19%	0.16%	0.28%
Keystart	0.17%	0.18%	0.18%	0.16%	0.16%	0.17%	0.19%	0.16%	0.25%
La Trobe	0.94%	1.20%	1.39%	1.48%	1.31%	1.57%	1.41%	0.86%	0.81%
Liberty	2.04%	1.98%	1.60%	1.50%	1.39%	1.35%	1.21%	1.10%	1.03%
ME	2.55%	3.59%	2.34%	2.13%	1.95%	2.44%	1.57%	1.57%	1.61%
Macquarie	4.80%	5.00%	5.77%	7.45%	12.19%	11.34%	8.78%	6.74%	10.25%
P&N Bank	0.22%	0.16%	0.23%	0.17%	0.17%	0.13%	0.25%	0.23%	0.26%
Suncorp	3.31%	2.04%	2.79%	4.16%	1.96%	2.08%	2.41%	1.96%	2.51%
86 400	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.16%
AFG Commercial Powered by Thinktank	0.00%	0.00%	0.00%	0.00%	0.01%	0.00%	0.01%	0.01%	0.01%
Bank Australia	0.81%	0.91%	0.76%	0.66%	0.89%	0.57%	0.84%	1.00%	1.13%
Bank of China	0.08%	0.05%	0.10%	0.30%	0.24%	0.32%	0.28%	0.77%	0.58%
Bank of Sydney	0.08%	0.17%	0.29%	0.38%	0.36%	0.55%	0.13%	0.01%	0.05%
Beyond Bank	0.15%	0.13%	0.24%	0.19%	0.15%	0.25%	0.45%	0.41%	0.51%
Bluestone	0.63%	0.62%	0.52%	0.58%	0.48%	0.69%	0.66%	0.07%	0.20%
CUA	0.34%	0.43%	0.30%	0.22%	0.43%	0.35%	0.48%	0.43%	0.88%
Firefighters Mutual Bank	0.03%	0.02%	0.00%	0.01%	0.00%	0.01%	0.01%	0.05%	0.04%
Granite Home Loans	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.02%	0.04%
Health Professionals Bank	0.00%	0.00%	0.01%	0.02%	0.03%	0.04%	0.03%	0.17%	0.12%
Hume Bank	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.01%
ING	4.63%	4.88%	2.60%	2.83%	4.20%	3.45%	2.49%	3.19%	2.73%
MKM Capital Pty Ltd	0.05%	0.02%	0.04%	0.02%	0.02%	0.02%	0.02%	0.03%	0.01%
MyState	0.73%	0.84%	0.66%	0.50%	0.36%	0.40%	0.83%	0.36%	0.39%
Newcastle Permanent	0.76%	0.69%	0.40%	0.28%	0.28%	0.40%	0.34%	0.48%	0.56%
Pepper Money	1.39%	1.69%	2.06%	1.53%	1.44%	1.59%	1.17%	0.21%	0.84%
QBANK	0.00%	0.01%	0.01%	0.01%	0.01%	0.04%	0.08%	0.04%	0.11%
Resimac	0.84%	0.51%	1.26%	1.95%	1.87%	1.76%	1.76%	1.45%	1.25%
Teachers Mutual Bank	0.60%	0.46%	0.22%	0.21%	0.17%	0.25%	0.15%	0.64%	0.51%
Virgin Money	0.53%	0.80%	0.67%	0.89%	0.92%	0.69%	0.58%	0.75%	0.89%
Non-Major Total	40.43%	42.14%	41.40%	42.39%	46.01%	46.87%	40.46%	33.24%	41.12%

### 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

	2019				2020				2021
	1	2	3	4	1	2	3	4	1
 ANZ	13.63%	13.81%	10.14%	7.84%	10.91%	9.73%	14.50%	33.49%	10.81%
 CBA CommonwealthBank	17.88%	17.88%	16.35%	13.52%	12.51%	13.69%	15.44%	17.81%	18.28%
 Bankwest	2.51%	3.79%	5.58%	6.15%	3.97%	2.79%	2.48%	2.50%	4.78%
 NAB	15.48%	13.55%	8.07%	9.51%	13.65%	14.91%	13.49%	9.08%	11.23%
 Westpac	12.21%	17.25%	25.24%	20.92%	11.26%	10.25%	13.97%	6.31%	8.77%
 BOM Bank of Melbourne	1.76%	2.18%	3.74%	3.49%	2.95%	2.89%	2.66%	1.30%	2.63%
 Bank SA	0.57%	0.64%	0.72%	0.56%	0.75%	0.88%	0.54%	0.16%	0.55%
 St George Bank	4.16%	5.77%	8.51%	6.35%	5.19%	4.67%	5.08%	2.15%	5.04%
<b>Major Total</b>	<b>68.19%</b>	<b>74.88%</b>	<b>78.36%</b>	<b>68.35%</b>	<b>61.19%</b>	<b>59.81%</b>	<b>68.17%</b>	<b>72.79%</b>	<b>62.10%</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

	2019				2020				2021
	1	2	3	4	1	2	3	4	1
AFGHL	3.42%	3.05%	2.20%	5.19%	10.44%	8.58%	6.48%	4.47%	6.49%
AMP	1.06%	1.09%	1.25%	1.90%	2.69%	1.50%	1.27%	1.06%	1.74%
Adelaide Bank	0.11%	0.19%	0.07%	0.04%	0.12%	0.18%	0.18%	0.34%	0.21%
Auswide Bank	0.35%	0.79%	0.60%	0.30%	0.55%	0.18%	0.32%	0.70%	1.47%
Bank of QLD	0.99%	0.73%	0.99%	1.20%	2.44%	0.75%	0.73%	0.34%	0.50%
Citibank	0.04%	0.09%	0.10%	0.13%	0.04%	3.59%	0.54%	0.22%	0.88%
Heritage Bank	2.13%	0.85%	1.22%	0.58%	0.73%	1.54%	1.04%	0.46%	0.78%
HomeStart	0.04%	0.02%	0.01%	0.03%	0.01%	0.02%	0.06%	0.03%	0.17%
La Trobe	0.00%	0.00%	0.00%	0.03%	0.00%	0.00%	0.00%	0.00%	0.00%
Liberty	0.83%	0.51%	0.82%	0.55%	0.11%	0.04%	0.02%	0.00%	0.02%
ME	2.29%	2.58%	1.88%	2.66%	2.22%	4.01%	2.20%	1.10%	1.49%
Macquarie	1.54%	1.26%	1.77%	3.34%	4.15%	7.02%	4.96%	3.74%	7.91%
P&N Bank	0.06%	0.10%	0.33%	0.35%	0.72%	0.15%	0.27%	0.18%	0.22%
Suncorp	7.09%	2.87%	3.32%	8.69%	4.22%	2.35%	2.24%	1.51%	3.12%
86 400	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.22%
Bank Australia	1.17%	1.17%	1.04%	0.61%	2.46%	2.13%	2.26%	2.07%	2.65%
Bank of China	0.00%	0.00%	0.19%	0.30%	0.10%	0.00%	0.02%	0.26%	0.30%
Bank of Sydney	0.00%	0.04%	0.00%	0.09%	0.00%	0.00%	0.00%	0.00%	0.00%
Beyond Bank	0.00%	0.09%	0.03%	0.08%	0.19%	0.46%	0.55%	0.44%	0.57%
Bluestone	0.38%	0.20%	0.12%	0.12%	0.35%	0.28%	0.23%	0.00%	0.02%
CUA	0.19%	0.35%	0.16%	0.24%	0.96%	0.33%	0.35%	0.27%	0.78%
Firefighters Mutual Bank	0.00%	0.05%	0.00%	0.03%	0.00%	0.07%	0.03%	0.13%	0.13%
Health Professionals Bank	0.00%	0.00%	0.04%	0.07%	0.15%	0.27%	0.17%	0.48%	0.36%
Hume Bank	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.02%
ING	5.29%	5.17%	2.97%	2.46%	0.94%	2.56%	4.31%	5.41%	3.46%
MyState	0.72%	0.70%	0.47%	0.46%	0.15%	0.04%	0.57%	0.34%	0.39%
Newcastle Permanent	1.61%	1.20%	0.52%	0.13%	0.28%	0.74%	0.80%	0.66%	0.94%
QBANK	0.00%	0.02%	0.02%	0.02%	0.00%	0.10%	0.05%	0.06%	0.17%
Resimac	0.08%	0.02%	0.00%	0.11%	0.00%	0.00%	0.00%	0.00%	0.00%
Savings & Loans Credit Union	0.00%	0.01%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Teachers Mutual Bank	1.96%	1.17%	0.65%	0.81%	0.85%	1.57%	0.83%	1.86%	1.56%
Virgin Money	0.48%	0.81%	0.88%	1.13%	3.95%	1.75%	1.34%	1.05%	1.35%
<b>Non-Major Total</b>	<b>31.81%</b>	<b>25.12%</b>	<b>21.64%</b>	<b>31.65%</b>	<b>38.81%</b>	<b>40.19%</b>	<b>31.83%</b>	<b>27.21%</b>	<b>37.90%</b>

### Abbreviations

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# Top lenders by state

## Quarter 3 2020

### Western Australia

01. CBA	17.80%
02. Westpac	14.17%
03. Bankwest	13.07%
04. NAB	11.35%
05. ANZ	9.67%
06. AFGHL	7.24%
07. St George Bank	5.92%
08. Macquarie	2.83%
09. P&N Bank	2.48%
10. Suncorp	2.22%
11. All Others	13.26%

### South Australia

01. Westpac	16.67%
02. CBA	15.61%
03. Bank SA	14.29%
04. AFGHL	12.42%
05. ANZ	10.44%
06. NAB	6.72%
07. HomeStart	3.73%
08. Resimac	2.81%
09. Bankwest	2.46%
10. AMP	2.06%
11. All Others	12.80%

### Victoria

01. Westpac	12.38%
02. CBA	12.36%
03. BOM	11.65%
04. ANZ	11.07%
05. AFGHL	10.81%
06. NAB	9.72%
07. Macquarie	8.57%
08. Bankwest	3.84%
09. La Trobe	2.06%
10. ING	2.00%
11. All Others	15.53%

### New South Wales

01. CBA	12.81%
02. Macquarie	11.46%
03. NAB	10.22%
04. ANZ	9.92%
05. St George Bank	8.82%
06. AFGHL	8.22%
07. Bankwest	7.24%
08. Westpac	7.20%
09. ING	3.47%
10. AMP	3.11%
11. All Others	17.54%

### Queensland

01. CBA	20.78%
02. AFGHL	11.08%
03. Macquarie	9.96%
04. St George Bank	8.81%
05. ANZ	7.65%
06. Westpac	7.15%
07. Suncorp	6.51%
08. NAB	4.60%
09. Bankwest	3.48%
10. ING	2.41%
11. All Others	17.57%

## Quarter 4 2020

### Western Australia

01. ANZ	29.43%
02. CBA	20.65%
03. Bankwest	11.78%
04. NAB	7.54%
05. Westpac	7.21%
06. AFGHL	4.34%
07. Macquarie	2.73%
08. P&N Bank	2.16%
09. Suncorp	1.87%
10. St George Bank	1.61%
11. All Others	10.67%

### South Australia

01. ANZ	27.28%
02. CBA	19.00%
03. Westpac	10.16%
04. AFGHL	8.92%
05. Bank SA	6.12%
06. NAB	5.71%
07. ING	3.38%
08. HomeStart	3.00%
09. Bankwest	2.93%
10. Adelaide Bank	2.46%
11. All Others	11.04%

### Victoria

01. ANZ	26.94%
02. CBA	16.83%
03. NAB	8.87%
04. Westpac	7.48%
05. Macquarie	7.13%
06. AFGHL	7.11%
07. BOM	4.99%
08. Bankwest	3.09%
09. ING	2.67%
10. ME	2.12%
11. All Others	12.77%

### New South Wales

01. ANZ	25.32%
02. CBA	15.81%
03. NAB	8.63%
04. Macquarie	8.36%
05. AFGHL	5.76%
06. Bankwest	4.77%
07. St George Bank	4.64%
08. ING	4.34%
09. Westpac	3.52%
10. AMP	2.37%
11. All Others	16.50%

### Queensland

01. CBA	26.21%
02. ANZ	20.15%
03. Macquarie	7.11%
04. AFGHL	6.99%
05. Westpac	4.89%
06. Suncorp	4.88%
07. St George Bank	4.78%
08. NAB	3.43%
09. Bankwest	3.31%
10. ING	2.95%
11. All Others	15.28%

## Quarter 1 2021

### Western Australia

01. CBA	21.70%
02. Bankwest	17.28%
03. Westpac	11.32%
04. ANZ	9.53%
05. AFGHL	6.52%
06. NAB	5.66%
07. Macquarie	4.80%
08. St George Bank	3.81%
09. Suncorp	2.64%
10. P&N Bank	2.16%
11. All Others	14.58%

### South Australia

01. CBA	20.58%
02. Westpac	14.89%
03. Bank SA	13.26%
04. AFGHL	11.73%
05. ANZ	9.31%
06. HomeStart	4.95%
07. NAB	4.28%
08. Macquarie	2.83%
09. ING	2.68%
10. Bankwest	2.55%
11. All Others	12.92%

### Victoria

01. CBA	17.58%
02. ANZ	11.84%
03. Macquarie	10.78%
04. BOM	10.48%
05. Westpac	9.60%
06. NAB	9.08%
07. AFGHL	8.77%
08. Bankwest	3.39%
09. ING	2.35%
10. ME	1.83%
11. All Others	14.30%

### New South Wales

01. CBA	15.41%
02. Macquarie	12.44%
03. St George Bank	9.38%
04. NAB	9.28%
05. ANZ	8.89%
06. AFGHL	7.81%
07. Bankwest	7.48%
08. Westpac	4.27%
09. ING	3.45%
10. AMP	2.52%
11. All Others	19.07%

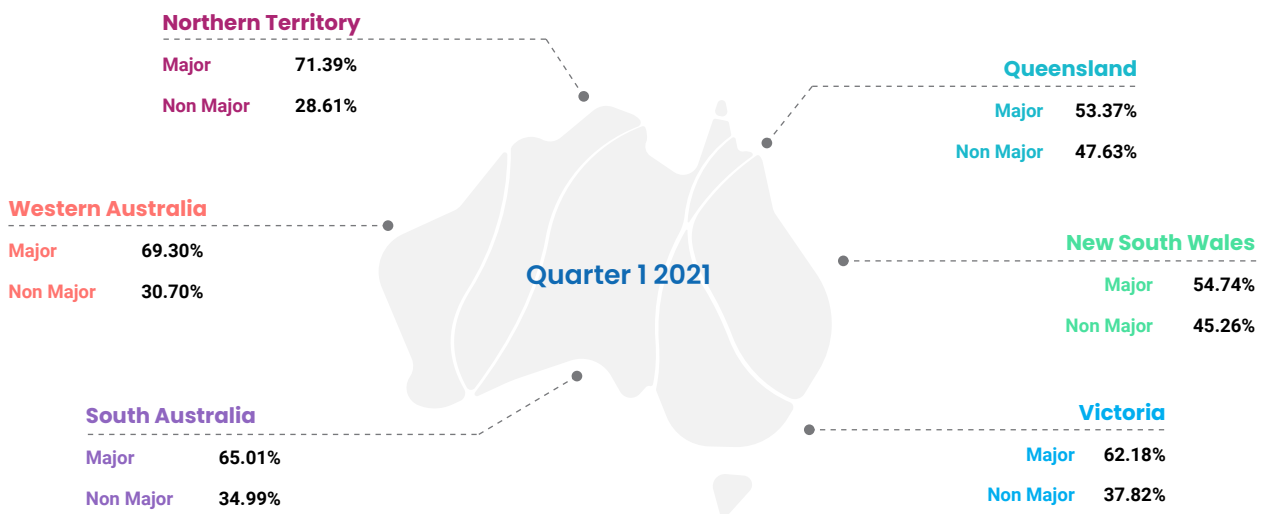
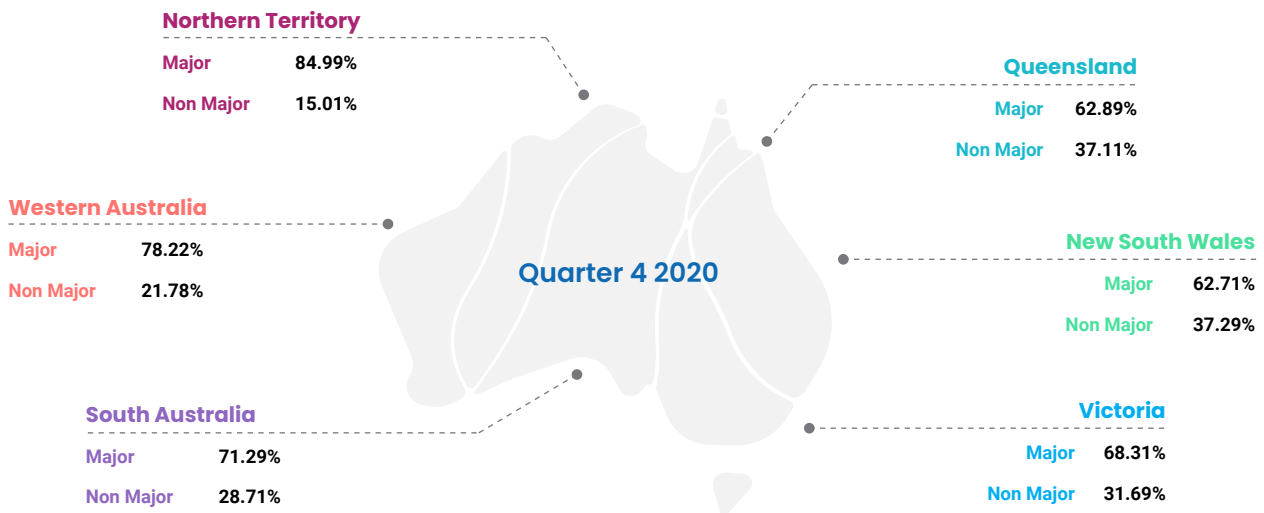
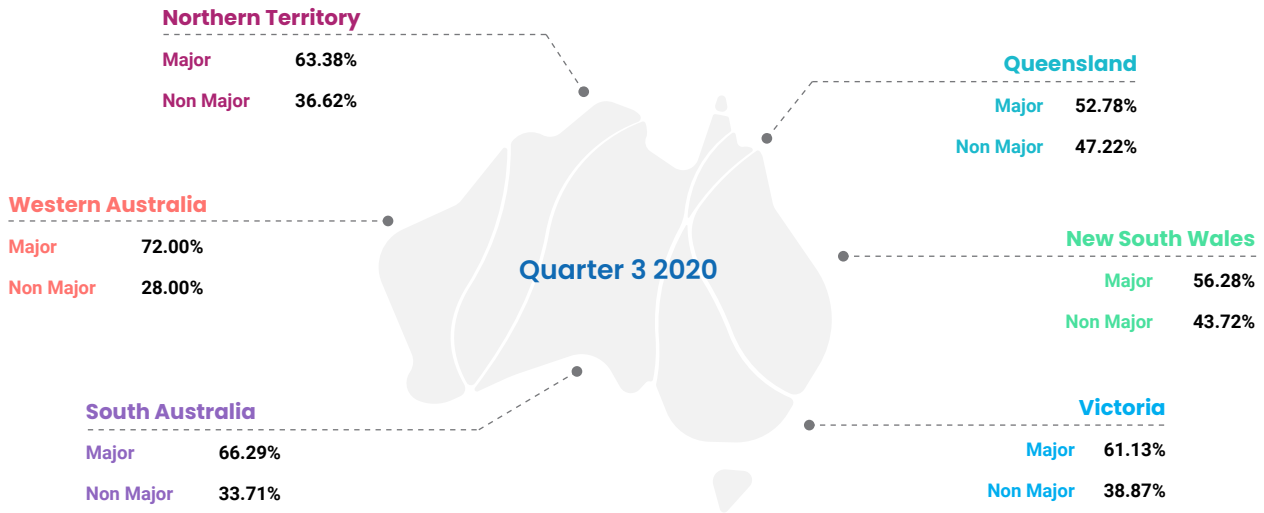
### Queensland

01. CBA	24.32%
02. Macquarie	11.32%
03. AFGHL	9.31%
04. ANZ	7.85%
05. St George Bank	6.63%
06. Suncorp	5.85%
07. Westpac	5.03%
08. Bankwest	4.44%
09. NAB	3.88%
10. ING	2.61%
11. All Others	18.76%

### 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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