

AFG Index

Market Release



Interest rate increases put the brakes on lending

(ASX:AFG) Data released from Australian Finance Group Ltd (AFG) for the second quarter of FY23 shows home lending volumes are down 18.4% on the same period last year as rapidly rising interest rates impact the market.

AFG mortgage brokers lodged \$20.1 billion for the quarter with the biggest drops in activity seen on the eastern seaboard. New South Wales volumes were down 23%, Queensland 19.6% and Victoria was 18.3% below Q2 22.

AFG CEO David Bailey explained the results. "As anticipated, the dramatic increase in interest rates since May 2022 has slowed the market. The Christmas period is traditionally quieter, however natural disasters, global uncertainty and rising prices have had, and will continue to have, a substantial impact on household budgets. The challenge for the central bank is to reduce inflationary pressures without stalling the economy."

"Fixed Rate volumes were 34.0% at this time last year, they now sit at 4.8% and were 3.6% last quarter. Fixed Rate activity this financial year is at the lowest level ever reported in the AFG Index. The last time Fixed Rate volumes were in single digits was 2011," he said.

As property prices declined, the average loan size also dropped by almost \$24,000 on the same period last year.

The most active customers in the market are those seeking to refinance, with volumes up from 25% in the same period last year, to 31% for the quarter. First Home Buyers are feeling the impact of reduced borrowing capacity and have dropped from 13% to 11% in Q2 23.

A further sign of the market slowing is a drop in Upgraders, down from 43% to 39% year on year.

"Significant cash back offers for new customers are driving inquiry," said Mr Bailey. "The arbitrage being enjoyed between an increase in lending rates and a correspondingly very slow increase in deposit rates, on the back of the once in a generation Term Funding Facility (TFF), can be seen in the market share increases for major lenders and their stable of brands, up 6.1% on same period last year from 53.5% to 59.6%."

"The chase for market share by the majors offering cashback and then (ultimately) charging customers a higher rate once they are an existing customer, is disappointing," said Mr Bailey. "A more equitable action would be for those lenders to use those funds to reduce interest rates across the board for all customers."

The non-major lenders did, however, enjoy a small win for the quarter, up from 39.23% in Q1 23 to 40.40%. This was largely driven by Macquarie, who rose from 10.35% to 12.13%. Bank Australia, Great Southern Bank and Suncorp also recorded market share increases. "Macquarie's result provides evidence that you don't need to throw cash at customers to obtain business if the overall proposition to consumers is strong," he said. "As the TFF runs off, we expect the non-major lenders to be in a better position to compete in the coming months."

"Individual circumstances are assessed differently by lenders, and lenders are not offering the same rates to new and existing customers. Low introductory rates and cashback offers often come at the expense of permanent rate discounts for loyal customers. Having insight into which lender may be the right fit for your needs in this rapidly shifting market is vital to a consumer looking for finance. A mortgage broker is uniquely placed to have that information," he concluded.

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Table 1

AFG Mortgages Lodged

Fiscal	Fiscal Quarter	Lodge #	Lodge Volume	Avg Loan	Inv %	First Home Buyers %	Refinance %	Upgrader %	Interest Only %	Principal & Interest %
2013	1	21,572	\$8,416,984,858	\$390,181	36%	15%	34%	28%	53%	47%
2013	2	21,409	\$8,487,848,309	\$396,462	36%	12%	34%	31%	51%	48%
2013	3	21,210	\$8,323,131,168	\$392,415	36%	12%	33%	31%	52%	48%
2013	4	24,446	\$9,799,862,723	\$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	\$11,551,435,673	\$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	28,849	\$13,707,774,726	\$475,156	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	\$14,492,569,632	\$477,357	34%	7%	39%	33%	47%	53%
2017	1	31,572	\$15,124,154,412	\$479,037	32%	8%	38%	34%	46%	54%
2017	2	30,742	\$14,979,398,027	\$487,262	34%	9%	38%	32%	47%	53%
2017	3	29,038	\$14,150,343,319	\$487,304	32%	10%	35%	34%	44%	55%
2017	4	30,056	\$14,551,070,209	\$484,132	31%	10%	29%	39%	33%	67%
2018	1	30,471	\$14,948,327,171	\$490,576	29%	13%	25%	41%	19%	81%
2018	2	29,673	\$14,813,114,159	\$499,212	28%	13%	22%	44%	19%	81%
2018	3	27,723	\$13,794,277,704	\$497,575	28%	13%	23%	43%	20%	80%
2018	4	28,865	\$14,542,901,956	\$503,825	28%	13%	23%	43%	19%	81%
2019	1	27,869	\$14,163,790,155	\$508,227	27%	14%	24%	43%	19%	81%
2019	2	25,525	\$12,967,945,442	\$508,049	27%	13%	24%	43%	18%	81%
2019	3	23,035	\$11,613,654,328	\$504,174	26%	14%	25%	43%	19%	81%
2019	4	25,244	\$12,977,940,620	\$514,100	28%	14%	28%	39%	20%	80%
2020	1	29,141	\$15,700,098,779	\$538,763	26%	15%	28%	40%	18%	82%
2020	2	28,602	\$15,368,708,504	\$537,330	26%	15%	27%	41%	18%	82%
2020	3	28,335	\$15,344,491,297	\$541,538	25%	15%	30%	39%	17%	83%
2020	4	31,070	\$16,853,561,725	\$542,438	25%	15%	32%	38%	16%	84%
2021	1	35,442	\$18,187,912,093	\$513,174	21%	23%	23%	40%	14%	86%
2021	2	36,548	\$19,837,527,015	\$542,780	21%	22%	22%	42%	12%	88%
2021	3	35,831	\$20,558,636,564	\$573,767	23%	18%	23%	43%	14%	86%
2021	4	38,160	\$22,638,426,110	\$593,250	25%	14%	27%	42%	16%	84%
2022	1	40,098	\$24,115,142,335	\$601,405	27%	14%	26%	41%	17%	83%
2022	2	39,422	\$24,602,349,728	\$624,077	26%	13%	25%	43%	17%	83%
2022	3	35,691	\$21,973,816,059	\$615,668	26%	13%	24%	44%	17%	83%
2022	4	36,896	\$22,530,982,126	\$610,662	27%	11%	29%	42%	17%	83%
2023	1	36,156	\$21,531,437,869	\$595,515	27%	12%	29%	41%	18%	82%
2023	2	33,449	\$20,074,377,882	\$600,149	27%	11%	31%	39%	18%	82%

Table 2

Big 4 Banks & their Associated Brands vs Non Major Lender market share

Fiscal	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%	74.4%	25.6%	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%	57.5%	42.5%	66.0%	34.0%	62.6%	37.4%	65.7%	34.3%
2018	1	64.3%	35.7%	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%	68.2%	31.8%	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%	56.2%	43.8%	65.5%	34.5%	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%	64.0%	36.0%	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%	65.7%	34.3%	62.2%	37.8%	67.7%	32.3%
2021	1	58.9%	41.1%	54.6%	45.4%	63.9%	36.1%	58.1%	41.9%	58.9%	41.1%	54.6%	45.4%	59.6%	40.4%
2021	2	58.7%	41.3%	54.6%	45.4%	65.0%	35.0%	58.0%	42.0%	57.5%	42.5%	54.4%	45.6%	59.4%	40.6%
2021	3	57.1%	42.9%	51.6%	48.4%	62.0%	38.0%	58.1%	41.9%	56.9%	43.1%	51.8%	48.2%	58.1%	41.9%
2021	4	59.3%	40.7%	54.6%	45.4%	64.8%	35.2%	61.1%	38.9%	59.3%	40.7%	54.0%	46.0%	60.3%	39.7%
2022	1	57.3%	42.7%	53.4%	46.6%	65.8%	34.2%	53.1%	46.9%	58.7%	41.3%	53.3%	46.7%	58.2%	41.8%
2022	2	53.5%	46.5%	51.9%	48.1%	63.9%	36.1%	47.3%	52.7%	54.5%	45.5%	52.2%	47.8%	53.9%	46.1%
2022	3	50.8%	49.2%	49.3%	50.7%	60.2%	39.8%	43.9%	56.1%	51.9%	48.1%	50.4%	49.6%	50.9%	49.1%
2022	4	56.4%	43.6%	50.1%	49.9%	66.5%	33.5%	52.3%	47.7%	58.0%	42.0%	49.7%	50.3%	57.2%	42.8%
2023	1	60.8%	39.2%	56.2%	43.8%	68.9%	31.1%	57.5%	42.5%	62.9%	37.1%	54.4%	45.6%	62.2%	37.8%
2023	2	59.6%	40.4%	57.3%	42.7%	66.6%	33.4%	57.3%	42.7%	60.2%	39.8%	59.0%	41.0%	59.7%	40.3%

Table 3

Total lodgement volume

Fiscal	Fiscal Quarter	National	NSW	NT	QLD	SA	VIC	WA
2013	1	\$8,416,984,858	\$2,317,367,446	\$112,863,129	\$1,700,649,487	\$539,487,818	\$1,863,981,141	\$1,882,635,836
2013	2	\$8,487,848,309	\$2,398,852,214	\$110,388,955	\$1,624,079,026	\$538,593,522	\$1,901,175,060	\$1,914,759,532
2013	3	\$8,323,131,168	\$2,280,977,557	\$101,610,181	\$1,596,917,132	\$557,028,090	\$1,773,185,026	\$2,013,413,182
2013	4	\$9,799,862,723	\$2,888,886,136	\$122,968,345	\$1,720,775,026	\$548,935,991	\$2,183,140,166	\$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	\$137,288,354	\$1,938,332,722	\$590,007,574	\$2,476,884,646	\$2,369,757,211
2014	3	\$10,302,849,053	\$3,187,107,101	\$127,502,922	\$1,770,156,872	\$546,664,335	\$2,425,749,349	\$2,245,668,475
2014	4	\$11,551,435,673	\$3,628,795,263	\$139,021,892	\$1,976,761,591	\$619,877,859	\$2,704,035,935	\$2,482,943,132
2015	1	\$12,204,183,662	\$3,982,906,595	\$140,208,398	\$2,071,232,827	\$607,398,884	\$2,916,486,393	\$2,485,950,565
2015	2	\$12,892,326,077	\$4,473,053,948	\$143,659,370	\$2,164,914,833	\$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	\$96,100,541	\$2,284,022,430	\$771,411,097	\$3,392,372,612	\$2,480,222,452
2016	1	\$14,074,122,292	\$5,270,542,626	\$98,020,283	\$2,153,754,408	\$760,635,526	\$3,517,006,688	\$2,274,162,761
2016	2	\$13,707,774,726	\$4,986,124,658	\$95,533,032	\$2,150,036,538	\$772,308,708	\$3,576,347,152	\$2,127,424,638
2016	3	\$12,899,531,564	\$4,694,023,747	\$90,074,503	\$2,150,045,918	\$712,310,474	\$3,368,595,762	\$1,884,481,160
2016	4	\$14,492,569,632	\$5,290,743,282	\$97,762,354	\$2,429,809,118	\$791,840,063	\$3,878,131,520	\$2,004,283,296
2017	1	\$15,124,154,412	\$5,470,285,452	\$84,174,287	\$2,605,711,215	\$800,951,939	\$4,229,823,532	\$1,933,207,986
2017	2	\$14,979,398,027	\$5,426,003,273	\$87,187,718	\$2,505,307,678	\$773,351,604	\$4,398,741,172	\$1,788,806,582
2017	3	\$14,150,343,319	\$5,090,364,411	\$87,970,635	\$2,368,574,830	\$749,783,201	\$4,240,682,427	\$1,612,967,814
2017	4	\$14,551,070,209	\$5,232,634,409	\$51,531,037	\$2,437,424,105	\$770,982,709	\$4,443,174,978	\$1,615,322,970
2018	1	\$14,948,327,171	\$5,249,369,845	\$71,240,391	\$2,387,991,140	\$760,134,506	\$4,919,302,623	\$1,560,288,667
2018	2	\$14,813,114,159	\$5,135,582,112	\$76,497,858	\$2,379,070,453	\$757,818,346	\$4,897,925,624	\$1,566,219,765
2018	3	\$13,794,277,704	\$4,768,022,797	\$83,500,004	\$2,169,351,235	\$695,742,174	\$4,562,932,102	\$1,514,729,392
2018	4	\$14,542,901,956	\$4,945,079,005	\$44,071,649	\$2,363,033,867	\$740,025,134	\$4,995,095,503	\$1,455,596,797
2019	1	\$14,163,790,155	\$4,793,252,745	\$62,523,577	\$2,315,756,324	\$750,066,146	\$4,701,475,068	\$1,540,716,295
2019	2	\$12,967,945,442	\$4,233,005,993	\$58,969,782	\$2,172,935,808	\$701,327,836	\$4,290,552,719	\$1,511,153,304
2019	3	\$11,613,654,328	\$3,826,801,444	\$56,350,344	\$1,939,666,136	\$652,995,108	\$3,815,804,776	\$1,322,036,519
2019	4	\$12,977,940,620	\$4,375,771,934	\$51,732,776	\$2,043,286,038	\$729,805,145	\$4,417,355,877	\$1,359,988,850
2020	1	\$15,700,098,779	\$5,557,109,383	\$49,180,869	\$2,553,060,036	\$785,196,149	\$5,158,250,291	\$1,597,302,050
2020	2	\$15,368,708,504	\$5,286,206,957	\$66,968,715	\$2,524,588,299	\$817,886,850	\$5,095,685,809	\$1,577,371,875
2020	3	\$15,344,491,297	\$5,020,785,237	\$53,037,994	\$2,550,200,816	\$779,188,767	\$5,371,437,553	\$1,569,840,930
2020	4	\$16,853,561,725	\$5,922,253,031	\$69,845,602	\$2,735,081,395	\$883,758,855	\$5,426,637,030	\$1,815,985,812
2021	1	\$18,187,912,093	\$6,224,279,577	\$48,487,810	\$3,343,105,728	\$1,031,077,355	\$5,358,986,630	\$2,181,974,993
2021	2	\$19,837,527,015	\$6,423,867,863	\$43,489,534	\$3,598,556,919	\$1,026,932,438	\$6,285,275,987	\$2,459,404,273
2021	3	\$20,558,636,564	\$7,017,777,663	\$45,770,750	\$3,491,745,410	\$1,046,175,670	\$6,687,012,511	\$2,270,154,560
2021	4	\$22,638,426,110	\$7,870,893,263	\$41,114,893	\$3,676,105,762	\$1,122,201,319	\$7,540,025,348	\$2,388,085,526
2022	1	\$24,115,142,335	\$8,447,385,894	\$55,538,862	\$4,120,392,635	\$1,245,527,275	\$7,809,630,948	\$2,436,666,721
2022	2	\$24,602,349,728	\$8,321,222,700	\$46,630,392	\$4,215,429,085	\$1,266,884,856	\$8,197,665,164	\$2,554,517,532
2022	3	\$21,973,816,059	\$7,329,430,027	\$26,567,771	\$3,954,718,871	\$1,158,491,913	\$6,986,096,136	\$2,518,511,340
2022	4	\$22,530,982,126	\$7,372,854,556	\$25,521,644	\$3,907,275,929	\$1,261,941,344	\$7,528,003,746	\$2,435,384,907
2023	1	\$21,531,437,869	\$6,994,961,009	\$31,548,197	\$3,811,788,988	\$1,211,848,123	\$7,182,670,508	\$2,298,621,043
2023	2	\$20,074,377,882	\$6,404,890,095	\$30,229,707	\$3,388,230,122	\$1,224,558,929	\$6,697,604,822	\$2,328,864,207

Table 4

Average mortgage size in dollars

Fiscal	Fiscal Quarter	National	NSW	NT	QLD	SA	VIC	WA
2013	1	\$390,181	\$454,208	\$393,251	\$344,540	\$315,859	\$382,905	\$403,048
2013	2	\$396,462	\$471,380	\$379,343	\$343,648	\$314,049	\$385,087	\$411,688
2013	3	\$392,415	\$459,504	\$376,334	\$346,178	\$331,960	\$378,078	\$403,086
2013	4	\$400,878	\$482,930	\$401,857	\$341,559	\$314,037	\$384,423	\$410,180
2014	1	\$408,307	\$496,846	\$397,538	\$347,970	\$318,525	\$389,292	\$408,402
2014	2	\$424,182	\$515,950	\$375,105	\$356,770	\$332,961	\$413,227	\$423,095
2014	3	\$425,193	\$513,057	\$378,347	\$358,767	\$333,332	\$415,795	\$425,800
2014	4	\$428,370	\$522,655	\$407,689	\$365,323	\$330,073	\$411,949	\$425,964
2015	1	\$433,819	\$523,722	\$383,083	\$363,247	\$332,639	\$423,600	\$432,490
2015	2	\$449,774	\$561,096	\$394,669	\$368,810	\$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	\$421,494	\$380,164	\$352,403	\$440,168	\$447,129
2016	1	\$470,408	\$582,380	\$400,083	\$386,324	\$362,035	\$455,276	\$435,413
2016	2	\$475,156	\$581,676	\$415,361	\$393,924	\$371,660	\$463,918	\$443,029
2016	3	\$472,943	\$588,814	\$384,934	\$394,359	\$372,353	\$446,408	\$453,218
2016	4	\$477,357	\$591,607	\$407,343	\$398,722	\$378,509	\$455,287	\$448,085
2017	1	\$479,037	\$596,802	\$408,613	\$400,324	\$378,701	\$458,567	\$444,211
2017	2	\$487,262	\$602,555	\$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	\$484,132	\$593,673	\$393,367	\$408,621	\$378,118	\$473,333	\$434,227
2018	1	\$490,576	\$596,994	\$397,991	\$411,936	\$388,617	\$481,765	\$441,383
2018	2	\$499,212	\$611,597	\$460,830	\$416,577	\$389,024	\$494,990	\$440,444
2018	3	\$497,575	\$602,784	\$444,149	\$417,987	\$397,794	\$493,237	\$440,969
2018	4	\$503,825	\$608,400	\$393,497	\$426,617	\$397,649	\$502,323	\$443,644
2019	1	\$508,227	\$624,040	\$390,772	\$423,976	\$407,645	\$508,377	\$442,989
2019	2	\$508,049	\$618,047	\$409,512	\$449,046	\$395,337	\$504,178	\$443,283
2019	3	\$504,174	\$619,725	\$405,398	\$440,733	\$407,867	\$498,407	\$431,615
2019	4	\$514,100	\$626,184	\$413,862	\$444,193	\$402,318	\$511,623	\$441,125
2020	1	\$538,763	\$665,761	\$413,285	\$459,680	\$414,570	\$529,649	\$457,942
2020	2	\$537,330	\$657,080	\$426,552	\$458,266	\$432,059	\$539,397	\$444,205
2020	3	\$541,538	\$662,373	\$438,331	\$461,324	\$426,019	\$545,047	\$458,750
2020	4	\$542,438	\$678,379	\$396,850	\$462,554	\$420,037	\$539,266	\$444,659
2021	1	\$513,174	\$663,428	\$375,874	\$440,462	\$397,792	\$509,652	\$416,885
2021	2	\$542,780	\$694,247	\$443,771	\$465,170	\$418,132	\$543,662	\$451,764
2021	3	\$573,767	\$727,231	\$423,803	\$491,242	\$442,545	\$569,156	\$467,880
2021	4	\$593,250	\$753,845	\$419,540	\$499,675	\$450,502	\$594,030	\$470,096
2022	1	\$601,405	\$754,029	\$478,783	\$522,760	\$461,991	\$601,481	\$467,063
2022	2	\$624,077	\$771,126	\$480,726	\$539,402	\$497,794	\$635,182	\$484,912
2022	3	\$615,668	\$764,039	\$442,796	\$539,599	\$495,294	\$621,705	\$490,651
2022	4	\$610,662	\$758,290	\$510,433	\$543,583	\$500,373	\$610,197	\$479,784
2023	1	\$595,515	\$725,694	\$463,944	\$538,084	\$502,216	\$597,709	\$465,779
2023	2	\$600,149	\$738,401	\$479,837	\$536,537	\$507,484	\$602,194	\$478,993

Table 5

Loan to value ratios (LVR)

Fiscal	Fiscal Quarter	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%	66.8%	71.3%	71.3%	71.9%	71.6%
2014	3	69.8%	69.0%	65.8%	70.1%	70.8%	72.8%	70.6%
2014	4	69.4%	68.5%	64.3%	69.4%	71.4%	72.8%	70.1%
2015	1	70.0%	68.7%	67.7%	69.0%	70.9%	72.5%	71.3%
2015	2	70.5%	68.7%	68.7%	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	69.7%	67.3%	67.3%	69.3%	69.6%	73.0%	71.5%
2016	2	69.7%	65.9%	67.4%	70.3%	71.5%	71.7%	71.1%
2016	3	69.0%	66.2%	62.8%	70.2%	71.1%	72.7%	71.2%
2016	4	69.2%	66.1%	66.4%	70.0%	70.2%	72.1%	70.5%
2017	1	69.5%	66.2%	67.9%	70.0%	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%	62.2%	68.9%	70.1%	68.6%	72.1%
2019	2	68.4%	65.0%	66.8%	69.3%	69.5%	68.0%	71.9%
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%	67.4%	71.8%	70.1%	70.3%	70.3%	71.9%
2020	2	69.8%	67.3%	66.8%	70.1%	71.3%	70.5%	72.7%
2020	3	70.3%	67.7%	69.4%	70.5%	70.8%	70.3%	72.8%
2020	4	70.1%	68.2%	65.9%	71.8%	70.6%	71.1%	72.7%
2021	1	72.3%	69.2%	70.3%	73.5%	73.3%	72.1%	75.3%
2021	2	73.5%	69.5%	77.2%	73.4%	72.0%	72.8%	76.1%
2021	3	72.2%	68.7%	74.9%	72.0%	71.3%	71.6%	74.3%
2021	4	69.6%	67.1%	68.0%	69.8%	69.7%	69.3%	73.5%
2022	1	69.4%	66.1%	68.9%	69.1%	70.0%	69.0%	73.4%
2022	2	68.7%	64.5%	71.5%	67.0%	68.2%	68.2%	72.6%
2022	3	66.8%	64.0%	67.4%	63.9%	67.2%	66.9%	71.3%
2022	4	65.4%	61.9%	67.1%	62.6%	64.7%	65.6%	70.7%
2023	1	65.6%	62.2%	69.5%	63.2%	64.5%	65.3%	69.0%
2023	2	65.4%	62.5%	70.1%	61.7%	64.2%	65.0%	68.6%

Table 6

Big 4 Banks & their Associated Brands market share all mortgages

	2021			2022				2023	
	2	3	4	1	2	3	4	1	2
ANZ	10.58%	9.41%	6.93%	9.89%	7.87%	8.72%	10.90%	14.82%	13.62%
Commonwealth Bank	15.70%	13.27%	14.13%	15.26%	14.00%	12.88%	13.52%	15.25%	14.61%
bankwest	5.03%	6.24%	5.57%	6.47%	4.37%	4.83%	4.60%	5.08%	4.91%
nab	8.78%	10.22%	9.95%	10.69%	11.83%	9.20%	8.44%	9.38%	9.58%
ubank	0.51%	0.55%	0.50%	1.01%	0.38%	0.74%	0.51%	0.36%	1.24%
citibank	0.86%	0.93%	0.66%	0.91%	1.02%	1.13%	1.50%	0.98%	0.69%
Westpac	7.81%	7.66%	10.92%	8.36%	7.95%	7.34%	9.56%	7.78%	6.75%
Bank of Melbourne	4.23%	4.16%	4.93%	2.54%	2.96%	3.03%	3.35%	2.85%	3.25%
bankSA	0.98%	0.78%	0.85%	0.50%	0.55%	0.56%	0.65%	0.48%	0.59%
st.george	5.61%	5.37%	6.03%	3.60%	4.02%	4.25%	4.86%	3.78%	4.33%
Major Total*	58.72%	57.11%	59.31%	57.31%	53.55%	50.81%	56.39%	60.77%	59.57%

*Data note: ubank (86 400 rebranded) and Citibank included from Q4 2022 and Q1 2023 respectively

Table 7

Non Major Lender market share all mortgages

	2021			2022				2023	
	2	3	4	1	2	3	4	1	2
AFG Commercial Powered by Thinktank	0.00%	0.01%	0.09%	0.16%	0.09%	0.03%	0.07%	0.06%	0.00%
AFG Home Loans	7.77%	9.11%	9.28%	9.00%	9.76%	10.19%	10.39%	7.95%	5.81%
AMP	2.08%	2.20%	2.16%	2.02%	1.86%	1.40%	1.75%	1.92%	1.32%
Adelaide Bank	0.08%	0.14%	0.03%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Australian Military Bank	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.01%	0.05%	0.06%
Auswide Bank	0.33%	0.46%	0.37%	0.49%	0.34%	0.42%	0.47%	0.41%	0.52%
Bank Australia	0.99%	0.98%	0.75%	0.66%	0.88%	0.55%	0.35%	0.56%	1.25%
Bank of China	0.25%	0.46%	0.33%	0.15%	0.13%	0.16%	0.14%	0.12%	0.12%
Bank of QLD	1.09%	0.94%	1.12%	0.79%	0.93%	0.67%	0.62%	0.49%	0.82%
Bank of Sydney	0.01%	0.05%	0.20%	0.24%	0.02%	0.05%	0.09%	0.06%	0.14%
bcu	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.04%	0.24%
Better Mortgage Management	0.01%	0.07%	0.02%	0.01%	0.03%	0.08%	0.07%	0.07%	0.04%
Beyond Bank	0.15%	0.19%	0.20%	0.23%	0.45%	0.39%	0.41%	0.35%	0.76%
Bluestone	0.30%	0.60%	0.56%	0.49%	0.69%	0.76%	0.53%	0.34%	0.26%
Credit Union SA	0.00%	0.00%	0.00%	0.00%	0.04%	0.05%	0.18%	0.13%	0.04%
Firefighters Mutual Bank	0.01%	0.03%	0.01%	0.01%	0.01%	0.02%	0.02%	0.02%	0.01%
Firstmac	0.00%	0.00%	0.20%	0.63%	0.53%	0.49%	0.49%	0.54%	0.29%
Funding	0.00%	0.00%	0.00%	0.00%	0.01%	0.01%	0.00%	0.02%	0.03%
Granite Home Loans	0.11%	0.14%	0.19%	0.37%	0.40%	0.35%	0.58%	0.69%	0.58%
Great Southern Bank	0.55%	0.89%	0.92%	1.26%	1.39%	1.54%	0.50%	0.88%	1.81%
Health Professionals Bank	0.08%	0.13%	0.03%	0.07%	0.04%	0.11%	0.06%	0.11%	0.10%
Heartland Reverse Mortgages	0.00%	0.00%	0.00%	0.01%	0.01%	0.04%	0.02%	0.02%	0.04%
Heritage Bank	0.46%	0.52%	0.52%	0.62%	0.46%	0.80%	0.70%	0.38%	0.58%
Hume Bank	0.03%	0.03%	0.18%	0.12%	0.10%	0.15%	0.20%	0.07%	0.12%
HSBC	0.00%	0.00%	0.00%	0.01%	0.49%	0.64%	0.16%	0.21%	0.89%
HomeStart	0.29%	0.18%	0.12%	0.09%	0.08%	0.08%	0.09%	0.14%	0.15%
ING	3.08%	3.11%	2.82%	3.28%	3.92%	3.91%	1.95%	2.23%	2.20%
Keystart	0.32%	0.21%	0.17%	0.17%	0.17%	0.14%	0.09%	0.06%	0.05%
La Trobe	0.97%	1.02%	1.10%	0.93%	0.97%	1.24%	1.14%	1.34%	1.09%
Liberty	0.97%	1.06%	1.06%	0.97%	1.03%	0.94%	1.07%	0.91%	0.78%
Macquarie	11.46%	9.91%	8.53%	9.17%	10.49%	11.28%	9.97%	10.35%	12.13%
ME Bank	1.29%	1.24%	1.04%	1.34%	1.94%	1.69%	1.46%	1.13%	1.15%
MKM Capital Pty Ltd	0.01%	0.00%	0.02%	0.06%	0.07%	0.09%	0.11%	0.05%	0.08%
MyState	0.33%	0.51%	0.39%	0.62%	0.51%	0.64%	0.50%	0.46%	0.35%
Newcastle Permanent	0.43%	0.41%	0.45%	0.33%	0.46%	0.50%	0.78%	0.68%	0.50%
Peoples Choice Credit Union	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.38%
Pepper Money	1.08%	1.35%	1.20%	1.06%	1.09%	1.31%	1.09%	0.70%	0.36%
P&N Bank	0.22%	0.27%	0.35%	0.17%	0.34%	0.00%	0.48%	0.64%	0.22%
QBANK	0.14%	0.09%	0.08%	0.05%	0.13%	0.08%	0.13%	0.08%	0.02%
Queensland Country Bank	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.02%	0.06%	0.04%
RedZed	0.00%	0.00%	0.00%	0.00%	0.11%	0.25%	0.17%	0.17%	0.15%
Resimac	1.28%	1.09%	1.47%	1.07%	1.04%	1.05%	0.80%	0.84%	0.57%
Suncorp	2.53%	2.63%	2.73%	3.18%	2.83%	3.67%	3.73%	3.03%	3.49%
Teachers Mutual Bank	0.11%	0.16%	0.05%	0.11%	0.11%	0.15%	0.24%	0.24%	0.11%
UniBank	0.14%	0.34%	0.12%	0.15%	0.13%	0.18%	0.00%	0.21%	0.16%
Virgin Money	0.97%	0.87%	0.69%	0.66%	0.96%	0.91%	0.47%	0.43%	0.59%
Non-Major Total	41.28%	42.89%	40.69%	42.69%	46.45%	49.18%	43.61%	39.23%	40.40%

Table 8

Big 4 Banks & their Associated Brands market share fixed rate mortgages

	2021			2022				2023	
	2	3	4	1	2	3	4	1	2
ANZ	12.08%	10.18%	7.41%	11.71%	9.23%	9.77%	8.95%	9.14%	12.51%
Commonwealth Bank	16.57%	13.40%	14.79%	17.18%	15.23%	16.59%	20.37%	23.72%	14.02%
bankwest	3.36%	4.48%	4.41%	6.37%	4.08%	2.43%	3.55%	4.73%	5.37%
nab	13.90%	15.23%	14.21%	14.79%	16.80%	13.53%	9.55%	3.98%	3.60%
ubank	0.44%	0.39%	0.39%	1.46%	0.66%	2.00%	0.54%	1.14%	0.97%
citibank	1.27%	1.34%	0.88%	1.23%	1.58%	1.07%	0.53%	0.17%	0.06%
Westpac	6.74%	8.62%	12.42%	8.29%	7.73%	7.08%	5.24%	5.59%	3.39%
Bank of Melbourne	4.64%	4.98%	6.09%	2.34%	3.04%	2.60%	4.31%	3.07%	1.58%
bankSA	0.89%	0.74%	0.90%	0.40%	0.53%	0.42%	0.86%	0.32%	0.48%
st.george	6.89%	6.85%	7.93%	3.95%	4.55%	4.14%	6.52%	5.11%	3.75%
Major Total*	65.07%	64.49%	68.16%	65.03%	61.18%	56.56%	59.89%	56.96%	45.73%

*Data note: ubank (86 400 rebranded) and Citibank included from Q4 2022 and Q1 2023 respectively

Table 9

Non Major Lender market share fixed rate mortgages

	2021			2022				2023	
	2	3	4	1	2	3	4	1	2
AFG Home Loans	4.13%	4.64%	4.99%	4.03%	4.65%	5.08%	7.02%	1.91%	5.52%
AMP	1.99%	2.62%	2.37%	2.31%	2.35%	1.02%	1.20%	3.78%	0.85%
Adelaide Bank	0.19%	0.25%	0.05%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Australian Military Bank	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.15%	0.00%	0.20%
Auswide Bank	0.72%	0.85%	0.60%	0.69%	0.68%	1.17%	2.32%	2.99%	3.43%
Bank Australia	2.27%	2.24%	1.38%	1.30%	1.87%	1.04%	0.93%	2.16%	5.37%
Bank of China	0.08%	0.34%	0.48%	0.24%	0.18%	0.45%	0.07%	0.00%	0.20%
Bank of QLD	0.95%	0.69%	1.16%	0.81%	0.74%	0.70%	0.37%	0.93%	0.24%
Bank of Sydney	0.00%	0.01%	0.23%	0.30%	0.00%	0.00%	0.10%	0.00%	0.00%
bcu	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.10%	2.27%
Beyond Bank	0.11%	0.24%	0.21%	0.41%	0.95%	1.33%	3.84%	3.44%	0.83%
Bluestone	0.03%	0.12%	0.08%	0.10%	0.14%	0.08%	0.00%	0.00%	0.00%
Credit Union SA	0.00%	0.00%	0.00%	0.00%	0.04%	0.08%	1.13%	0.16%	0.05%
Firefighters Mutual Bank	0.01%	0.09%	0.02%	0.02%	0.03%	0.03%	0.10%	0.07%	0.00%
Firstmac	0.00%	0.00%	0.07%	0.11%	0.10%	0.12%	0.18%	0.04%	0.26%
Funding	0.00%	0.00%	0.00%	0.01%	0.03%	0.05%	0.04%	0.80%	0.88%
Granite Home Loans	0.00%	0.00%	0.00%	0.02%	0.02%	0.06%	0.05%	0.22%	0.11%
Great Southern Bank	0.75%	1.26%	1.30%	2.12%	2.74%	3.97%	0.41%	1.40%	1.69%
Health Professionals Bank	0.22%	0.33%	0.07%	0.14%	0.11%	0.27%	0.26%	0.34%	0.04%
Heritage Bank	0.54%	0.59%	0.57%	0.87%	0.62%	2.22%	3.20%	1.58%	4.21%
HomeStart	0.10%	0.06%	0.06%	0.09%	0.16%	0.22%	0.65%	0.55%	1.12%
HSBC	0.00%	0.00%	0.00%	0.00%	0.91%	1.92%	0.13%	0.00%	1.54%
Hume Bank	0.00%	0.02%	0.16%	0.19%	0.20%	0.53%	1.64%	0.06%	0.19%
IMB Ltd	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.03%	0.00%	0.00%
ING	3.57%	3.31%	3.57%	5.17%	4.37%	2.64%	0.56%	5.34%	2.99%
La Trobe	0.00%	0.00%	0.01%	0.00%	0.00%	0.00%	0.00%	0.03%	0.14%
Liberty	0.01%	0.01%	0.02%	0.01%	0.02%	0.08%	0.75%	0.30%	0.00%
Macquarie	9.34%	7.52%	5.51%	4.70%	3.54%	6.25%	1.87%	4.99%	15.87%
ME Bank	1.15%	1.22%	1.21%	1.69%	3.43%	3.65%	2.57%	0.67%	0.83%
MyState	0.35%	0.59%	0.40%	0.62%	0.51%	0.43%	0.32%	0.02%	0.19%
Newcastle Permanent	0.55%	0.69%	0.68%	0.41%	0.75%	0.75%	1.39%	0.53%	1.55%
Peoples Choice Credit Union	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.71%
Pepper Money	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.03%	0.06%
P&N Bank	0.35%	0.44%	0.60%	0.29%	0.68%	1.11%	4.08%	3.16%	1.41%
QBANK	0.24%	0.13%	0.14%	0.10%	0.28%	0.26%	1.01%	0.52%	0.00%
Queensland Country Bank	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.20%	0.43%	0.11%
Suncorp	3.21%	3.03%	3.38%	4.21%	4.18%	3.21%	1.58%	1.52%	0.87%
Teachers Mutual Bank	0.32%	0.40%	0.12%	0.21%	0.22%	0.41%	1.11%	0.79%	0.10%
UniBank	0.42%	0.88%	0.28%	0.33%	0.34%	0.66%	0.00%	0.27%	0.25%
Virgin Money	1.63%	1.19%	0.89%	0.78%	1.71%	0.55%	0.30%	3.90%	0.20%
Non- Major Total	34.93%	35.51%	31.84%	34.97%	38.82%	43.44%	40.11%	43.04%	54.28%

Table 10

Lender product type

Fiscal	Fiscal Quarter	Basic Variable	Equity	Fixed	Intro	Standard Variable
2013	1	10.8%	6.8%	14.6%	2.5%	65.3%
2013	2	10.9%	5.9%	15.6%	1.9%	65.7%
2013	3	9.9%	5.1%	18.3%	3.2%	63.6%
2013	4	9.6%	5.6%	21.8%	3.8%	59.3%
2014	1	10.1%	5.4%	20.4%	4.6%	59.5%
2014	2	9.5%	5.0%	20.4%	4.4%	60.7%
2014	3	9.0%	5.0%	18.0%	5.8%	62.3%
2014	4	8.1%	5.2%	17.5%	5.2%	63.9%
2015	1	7.9%	4.6%	17.6%	5.6%	64.3%
2015	2	6.8%	4.6%	16.8%	4.6%	67.1%
2015	3	7.2%	3.9%	14.4%	7.0%	67.5%
2015	4	6.6%	3.6%	14.5%	6.3%	69.1%
2016	1	10.1%	3.4%	11.4%	5.4%	69.8%
2016	2	9.1%	3.5%	14.3%	4.0%	69.1%
2016	3	9.7%	2.6%	17.7%	2.9%	67.1%
2016	4	8.3%	2.5%	18.7%	3.6%	67.0%
2017	1	8.5%	2.7%	16.2%	6.1%	66.4%
2017	2	10.8%	2.4%	16.7%	5.0%	65.1%
2017	3	9.7%	2.0%	18.3%	4.7%	65.4%
2017	4	8.9%	1.7%	24.0%	2.3%	63.1%
2018	1	8.3%	1.1%	26.4%	2.5%	61.6%
2018	2	9.3%	1.0%	21.8%	3.6%	64.3%
2018	3	10.1%	0.8%	19.6%	5.0%	64.5%
2018	4	10.6%	0.6%	15.6%	5.2%	67.9%
2019	1	11.4%	0.5%	18.9%	5.0%	64.2%
2019	2	10.5%	0.5%	23.1%	2.8%	63.1%
2019	3	9.5%	0.4%	22.4%	2.6%	65.1%
2019	4	9.1%	0.4%	22.2%	2.7%	65.7%
2020	1	10.2%	0.4%	14.6%	2.1%	72.7%
2020	2	12.3%	0.3%	14.1%	1.0%	72.2%
2020	3	14.4%	0.3%	14.5%	0.9%	69.9%
2020	4	9.0%	0.3%	31.3%	0.6%	58.8%
2021	1	9.5%	0.2%	29.2%	1.0%	60.2%
2021	2	8.1%	0.1%	29.3%	2.7%	59.8%
2021	3	6.4%	0.1%	34.1%	1.8%	57.5%
2021	4	5.6%	0.2%	38.0%	1.6%	54.5%
2022	1	5.6%	0.2%	38.2%	1.6%	54.4%
2022	2	7.6%	0.1%	34.0%	1.3%	57.1%
2022	3	15.1%	0.1%	20.0%	0.1%	64.7%
2022	4	20.1%	0.1%	7.7%	2.6%	69.5%
2023	1	24.4%	0.1%	3.6%	4.2%	67.6%
2023	2	22.3%	0.1%	4.8%	3.4%	69.4%

Top lenders by state

Quarter 4 2022

Western Australia

01. CBA	14.86%
02. Westpac	14.10%
03. ANZ	10.84%
04. Bankwest	10.84%
05. St George Bank	6.92%
06. Macquarie	6.45%
07. AFGHL	5.47%
08. Suncorp	5.28%
09. NAB	5.25%
10. P&N Bank	4.40%
11. All Others	15.59%

South Australia

01. CBA	15.08%
02. AFGHL	15.02%
03. Westpac	13.62%
04. ANZ	11.49%
05. Bank SA	11.07%
06. Macquarie	6.75%
07. Credit Union SA	3.27%
08. NAB	3.27%
09. Suncorp	2.49%
10. Bankwest	2.28%
11. All Others	15.65%

Victoria

01. ANZ	13.01%
02. CBA	12.26%
03. AFGHL	11.43%
04. Westpac	11.36%
05. NAB	10.09%
06. Macquarie	9.89%
07. BOM	9.66%
08. Bankwest	2.65%
09. ING	1.80%
10. Suncorp	1.77%
11. All Others	16.08%

New South Wales

01. CBA	12.47%
02. Macquarie	10.48%
03. NAB	10.15%
04. AFGHL	9.79%
05. St George Bank	9.36%
06. ANZ	9.32%
07. Westpac	7.22%
08. Bankwest	5.57%
09. Suncorp	4.09%
10. ING	2.32%
11. All Others	19.24%

Queensland

01. CBA	16.64%
02. Macquarie	12.46%
03. AFGHL	11.10%
04. ANZ	9.61%
05. Westpac	6.36%
06. Suncorp	6.26%
07. NAB	5.68%
08. St George Bank	5.47%
09. Bankwest	3.37%
10. AMP	1.77%
11. All Others	21.29%

Quarter 1 2023

Western Australia

01. CBA	16.87%
02. ANZ	13.08%
03. Westpac	12.77%
04. Bankwest	12.38%
05. Macquarie	6.89%
06. NAB	6.15%
07. P&N Bank	5.95%
08. St George Bank	4.86%
09. Suncorp	4.55%
10. AFGHL	2.86%
11. All Others	13.66%

South Australia

01. CBA	16.59%
02. ANZ	15.83%
03. Westpac	12.92%
04. AFGHL	11.54%
05. Bank SA	8.16%
06. Macquarie	6.67%
07. NAB	4.69%
08. Bankwest	2.62%
09. HomeStart	2.41%
10. ING	2.39%
11. All Others	16.17%

Victoria

01. ANZ	18.06%
02. CBA	14.11%
03. NAB	10.00%
04. Macquarie	9.96%
05. AFGHL	9.53%
06. Westpac	9.14%
07. BOM	8.35%
08. Bankwest	2.52%
09. AMP	2.00%
10. ING	1.83%
11. All Others	14.49%

New South Wales

01. CBA	14.47%
02. ANZ	12.89%
03. NAB	11.35%
04. Macquarie	11.03%
05. St George Bank	7.54%
06. Bankwest	7.08%
07. AFGHL	7.03%
08. Westpac	4.77%
09. Suncorp	2.98%
10. ING	2.80%
11. All Others	18.06%

Queensland

01. CBA	17.40%
02. Macquarie	13.16%
03. ANZ	12.90%
04. AFGHL	8.62%
05. NAB	8.04%
06. Westpac	6.08%
07. Suncorp	5.29%
08. St George Bank	4.18%
09. Bankwest	2.65%
10. ING	2.31%
11. All Others	19.37%

Quarter 2 2023

Western Australia

01. CBA	16.60%
02. ANZ	13.43%
03. Bankwest	10.70%
04. Westpac	10.21%
05. Macquarie Bank	9.93%
06. St George Bank	5.91%
07. NAB	5.89%
08. Suncorp	4.71%
09. AFGHL	2.74%
10. Bank Australia	2.22%
11. All Others	17.66%

South Australia

01. ANZ	19.20%
02. CBA	15.73%
03. Westpac	10.22%
04. Bank SA	9.24%
05. AFGHL	7.73%
06. Macquarie Bank	7.16%
07. NAB	4.84%
08. Bank Australia	2.54%
09. HomeStart Finance	2.45%
10. ING	2.33%
11. All Others	18.55%

Victoria

01. ANZ	16.76%
02. CBA	13.60%
03. Macquarie Bank	11.04%
04. NAB	10.82%
05. BoM	9.45%
06. Westpac	8.49%
07. AFGHL	7.07%
08. Bankwest	2.47%
09. Great Southern Bank	1.91%
10. ING	1.85%
11. All Others	16.54%

New South Wales

01. Macquarie Bank	13.45%
02. CBA	13.37%
03. NAB	12.15%
04. ANZ	10.51%
05. St George Bank	8.01%
06. Bankwest	6.71%
07. AFGHL	4.95%
08. Suncorp	4.58%
09. Westpac	4.05%
10. ING	2.92%
11. All Others	19.31%

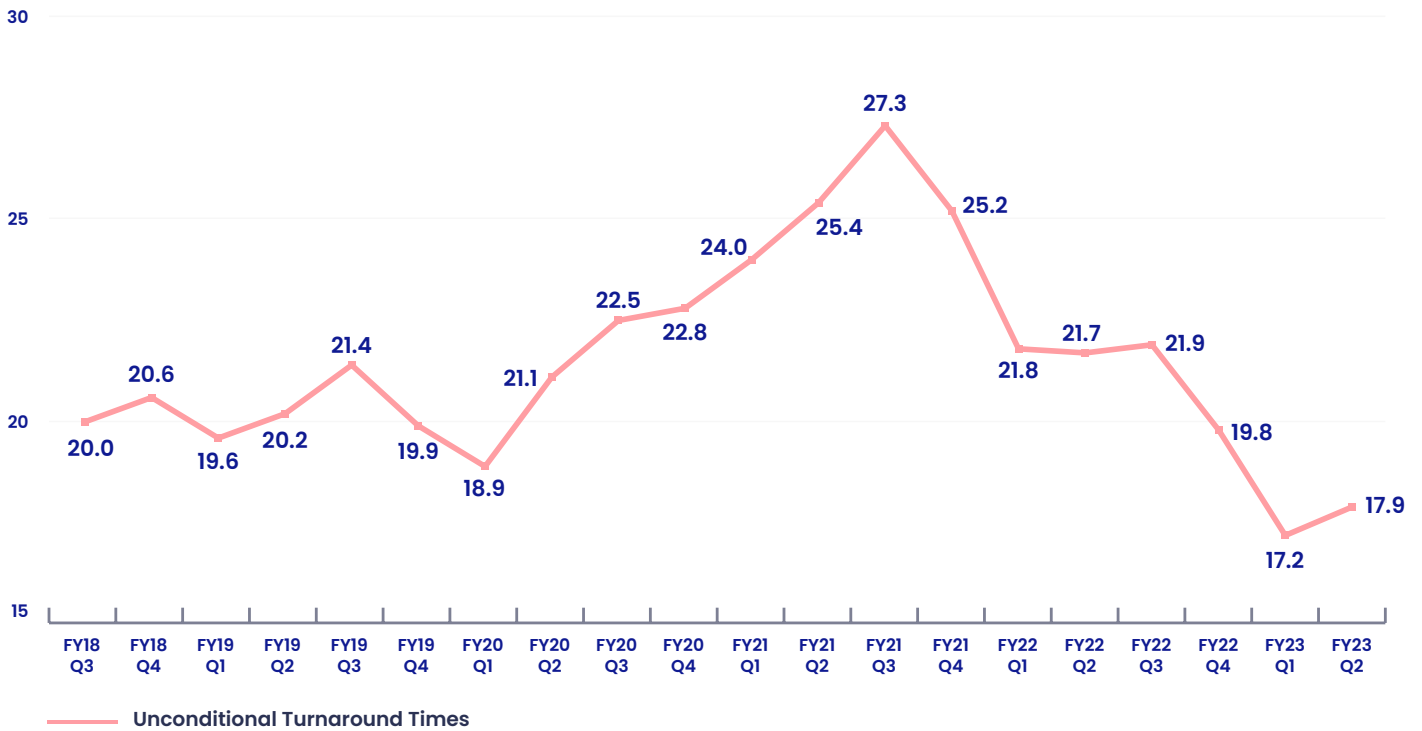
Queensland

01. CBA	17.20%
02. Macquarie Bank	15.16%
03. ANZ	11.38%
04. NAB	6.61%
05. AFGHL	6.40%
06. St George Bank	5.98%
07. Suncorp	5.23%
08. Westpac	4.78%
09. Bankwest	3.48%
10. Great Southern Bank	3.22%
11. All Others	20.57%

Big 4 Banks & their Associated Brands vs Non Major by state



Lender Turnaround Times* by quarter



* average number of days from submission of the loan application by the broker to the lender providing formal approval

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