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9 July 2019

Market Announcements Office
ASX Limited
Exchange Centre
20 Bridge Street
SYDNEY NSW 2000

Dear Sir

AFG MORTGAGE INDEX – Q4 2019

Please see attached statement regarding AFG's Mortgage Index for the fourth quarter of financial year 2019.

Yours faithfully,

Lisa Bevan
Company Secretary

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July **2019**

AFG

AFG Index Q42019

Market Release





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First signs of recovery in home loan market as non-major market share reaches record high

The first glimpses of recovery are emerging in the Australian mortgage market, with the AFG Index released today revealing an increase in lodgements for the first time in a year.

Non-major lenders are driving much of the activity, responsible for a record high 42 per cent of lodgements and for the first time accounting for more than one in every three mortgages for first home buyers.

The AFG Index recorded more than $13 billion in lodgements in the three months to June 30, representing a 12 per cent increase on the last quarter. Despite the turnaround in the last quarter, the numbers remain 11 per cent down on the same time last year.

AFG Chief Executive Officer David Bailey said "There are tentative signs of increased activity with both lodgement numbers and volumes up significantly for the quarter. It will be important to see the impact of recent moves by the RBA but we remain cautiously optimistic.

"It remains relatively subdued out there in Victoria and New South Wales, with both states recording an 11 per cent dip on the same time last year, offset by activity in the smaller states."

South Australia was ostensibly flat, whilst Queensland and Western Australia recorded slips of thirteen per cent and seven per cent respectively. With respect to Western Australia, while the national figures report a quarterly uplift of 12 per cent, the growth in WA was slightly less at 2.8 per cent. Total lodgements for WA were just under $1.4 billion. Three years ago, that number was more than $2 billion.

Average mortgage size is at an all-time high of almost $515,000, with South Australia the only state to record a drop to now be sitting at $402,473.

Mr Bailey said Investors are benefiting from the relaxation in regulatory constraints and have edged back up to 28 per cent, the same level as Q4 2018.

"With investor lending up, it is interesting to also note the major banks' responses to the recent cash rate reductions where investor loan rates have seen larger rate cuts passed on to customers. With those APRA-related restrictions now lifted, this could signal a new battleground for customers.

"After a period of slow growth, Refinancers have lifted to 28 per cent, but this is still a long way from the activity seen in 2016 when they recorded levels as high as 39 per cent. Homeowners looking to Upgrade have dropped back to the same level they were at in the final quarter of 2017."

The First Home Buyer segment of the market has been consistent with recent quarters to be sitting at 14%. The split of where these customers are going to obtain finance for their first home has shifted further towards the non-majors. In the fourth quarter, a record 35 per cent of all first home buyer lodgements went to the non-majors which is the highest split since 33 per cent was recorded way back in Quarter 2 2015.

In further evidence of the competitiveness in the market, an increasing amount of Interest Only finance was also provided by the non-majors.

The non-majors recorded close to 45 per cent of all Interest-Only home loans to the market – this represents a significant jump on last quarter and the same time last year when it was around 4 in every 10 Interest Only home loans.

The combined impact of the Interest Only and First Home Buyer uplifts in the final quarter of the financial year has seen the country's non-major lenders' market share reach a record high, with 42.3 per cent of homebuyers choosing to lodge their mortgages with a non-major lender. Across the country, NSW recorded the most competitive race between the major and non-major lenders for the quarter, with less than eight per cent separating the respective market shares.

Mr Bailey said "With the RBA moving to reduce the cash rate twice recently, it will be interesting to watch the market and see if people are calling the bottom and choosing a fixed rate product. Again, the non-major lenders seem to be in the hunt. Almost 37 per cent of customers choosing a fixed rate loan were doing so with a non-major lender. This is a high for the year - this number in March 2019 was only 20 per cent. Of the fixed rate loan providers in the market, the Westpac house of brands provide one in every four fixed rate loans, which incredibly is down from nearly 38 per cent in April."

Among the non-majors, Macquarie's market share grew steadily across the quarter and finished June just shy of 10 per cent. ING has also been regaining ground and finished the quarter at four per cent, after dropping to less than two per cent in March.

Among the majors, CBA increased market share to finish June at 18 per cent and NAB finished a tough quarter to reach seven per cent by the end of June. NAB's gains appear to be at the expense of the Westpac group of brands with Westpac, Bank SA, Bank of Melbourne and St George all recording a fall in market share.

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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	$8,487,498,307	$396,445	36%	12%	34%	31%	51%	48%
2013	3	21,210	$8,322,956,168	$392,407	36%	12%	33%	31%	52%	48%
2013	4	24,446	$9,799,859,820	$400,878	37%	11%	33%	30%	54%	46%
2014	1	25,819	$10,542,068,141	$408,307	38%	10%	31%	32%	54%	46%
2014	2	25,896	$10,984,655,498	$424,183	39%	9%	32%	31%	56%	44%
2014	3	24,232	$10,303,134,053	$425,187	39%	9%	32%	31%	57%	43%
2014	4	26,966	$11,551,459,672	$428,371	39%	9%	34%	30%	58%	42%
2015	1	28,132	$12,204,183,662	$433,819	39%	8%	34%	31%	58%	42%
2015	2	28,664	$12,890,904,077	$449,725	39%	7%	36%	30%	59%	41%
2015	3	27,496	$12,267,637,050	$446,161	40%	8%	35%	30%	59%	41%
2015	4	31,230	$14,354,746,533	$459,646	40%	8%	37%	28%	59%	40%
2016	1	29,920	$14,074,562,292	$470,406	33%	9%	36%	34%	54%	46%
2016	2	28,851	$13,708,380,726	$475,144	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	$14,491,015,141	$477,338	34%	7%	39%	33%	47%	53%
2017	1	31,571	$15,123,412,777	$479,029	32%	8%	38%	34%	46%	54%
2017	2	30,736	$14,970,862,685	$487,079	34%	9%	38%	32%	47%	53%
2017	3	29,032	$14,148,913,068	$487,356	32%	10%	35%	34%	44%	55%
2017	4	30,057	$14,548,600,260	$484,034	31%	10%	29%	39%	33%	67%
2018	1	30,470	$14,946,099,991	$490,519	29%	13%	25%	41%	19%	81%
2018	2	29,673	$14,812,129,617	$499,179	28%	13%	22%	44%	19%	81%
2018	3	27,725	$13,796,609,619	$497,623	28%	13%	23%	43%	20%	80%
2018	4	28,866	$14,541,978,344	$503,775	28%	13%	23%	43%	19%	81%
2019	1	27,870	$14,157,700,702	$507,991	27%	14%	24%	43%	19%	81%
2019	2	25,528	$12,967,420,538	$507,969	27%	13%	24%	43%	18%	81%
2019	3	23,039	$11,618,286,013	$504,288	26%	14%	25%	43%	19%	81%
2019	4	25,250	$13,001,165,164	$514,898	28%	14%	28%	39%	20%	80%

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TABLE 2

Major vs Non Major lender market share

		Lodgement		Investment Volume		First Home Buyers Volume		Refinance Volume		Upgrader Volume		Interest Only Volume		Principal & Interest Volume	
Fiscal Year	Fiscal Quarter	Major	Non-Major	Major	Non-Major	Major	Non-Major	Major	Non-Major	Major	Non-Major	Major	Non-Major	Major	Non-Major
2013	1	77.1%	22.9%	79.4%	20.6%	74.5%	25.5%	72.9%	27.1%	79.5%	20.5%	81.3%	18.7%	72.4%	27.6%
2013	2	77.6%	22.4%	80.8%	19.2%	74.2%	25.8%	73.6%	26.4%	79.3%	20.7%	81.6%	18.4%	73.4%	26.6%
2013	3	78.2%	21.8%	80.0%	20.0%	77.1%	22.9%	73.4%	26.6%	80.4%	19.6%	82.2%	17.8%	74.0%	26.0%
2013	4	77.0%	23.0%	79.3%	20.7%	74.5%	25.5%	72.6%	27.4%	79.3%	20.7%	80.4%	19.6%	73.1%	26.9%
2014	1	74.1%	25.9%	76.5%	23.5%	72.8%	27.2%	67.3%	32.7%	76.9%	23.1%	77.0%	23.0%	70.7%	29.3%
2014	2	73.6%	26.4%	75.4%	24.6%	72.3%	27.7%	67.5%	32.5%	76.1%	23.9%	76.5%	23.5%	69.8%	30.2%
2014	3	74.3%	25.7%	77.1%	22.9%	71.1%	28.9%	68.3%	31.7%	76.7%	23.3%	77.3%	22.7%	70.5%	29.5%
2014	4	74.8%	25.2%	77.3%	22.7%	71.6%	28.4%	69.3%	30.7%	77.9%	22.1%	77.8%	22.2%	70.5%	29.5%
2015	1	73.7%	26.3%	76.8%	23.2%	69.7%	30.3%	66.5%	33.5%	77.3%	22.7%	77.0%	23.0%	69.1%	30.9%
2015	2	69.8%	30.2%	74.2%	25.8%	67.0%	33.0%	62.5%	37.5%	72.6%	27.4%	73.9%	26.1%	63.8%	36.2%
2015	3	73.4%	26.6%	76.4%	23.6%	72.3%	27.7%	67.1%	32.9%	75.5%	24.5%	76.9%	23.1%	68.3%	31.7%
2015	4	71.7%	28.3%	74.8%	25.2%	70.7%	29.3%	64.8%	35.2%	75.5%	24.5%	76.5%	23.5%	64.9%	35.1%
2016	1	73.7%	26.3%	72.7%	27.3%	73.8%	26.2%	68.9%	31.1%	78.1%	21.9%	78.2%	21.8%	68.6%	31.4%
2016	2	69.9%	30.1%	71.1%	28.9%	70.4%	29.6%	61.2%	38.8%	75.4%	24.6%	76.6%	23.4%	63.4%	36.6%
2016	3	70.6%	29.4%	72.0%	28.0%	70.0%	30.0%	64.8%	35.2%	74.5%	25.5%	76.2%	23.8%	65.4%	34.6%
2016	4	70.9%	29.1%	73.9%	26.1%	72.2%	27.8%	66.2%	33.8%	73.4%	26.6%	75.0%	25.0%	67.3%	32.7%
2017	1	71.1%	28.9%	74.5%	25.5%	77.0%	23.0%	65.4%	34.6%	73.4%	26.6%	75.6%	24.4%	67.4%	32.6%
2017	2	65.2%	34.8%	68.4%	31.6%	68.3%	31.7%	58.2%	41.8%	69.1%	30.9%	69.8%	30.2%	61.3%	38.7%
2017	3	65.6%	34.4%	67.3%	32.7%	70.2%	29.8%	58.0%	42.0%	69.4%	30.6%	69.0%	31.0%	62.8%	37.2%
2017	4	64.7%	35.3%	68.4%	31.6%	70.0%	30.0%	57.4%	42.6%	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%	68.1%	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%	68.3%	31.7%	53.0%	47.0%	59.6%	40.4%	60.2%	39.8%	58.4%	41.6%
2019	4	57.7%	42.3%	56.2%	43.8%	65.4%	34.6%	51.6%	48.4%	59.1%	40.9%	55.5%	44.5%	58.2%	41.8%

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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	$8,487,498,307	$2,398,852,212	$110,388,955	$1,624,079,026	$538,593,522	$1,900,825,060	$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	$142,242,392	$1,933,378,684	$590,007,574	$2,476,884,645	$2,369,797,211
2014	3	$10,303,134,053	$3,187,107,101	$129,209,627	$1,768,910,167	$546,204,335	$2,425,749,349	$2,245,953,475
2014	4	$11,551,459,672	$3,628,819,262	$143,002,837	$1,972,780,647	$619,877,859	$2,704,035,935	$2,482,943,132
2015	1	$12,204,183,662	$3,982,906,595	$145,776,428	$2,065,664,797	$607,398,884	$2,916,486,393	$2,485,950,565
2015	2	$12,890,904,077	$4,471,631,948	$147,643,755	$2,160,930,447	$688,396,536	$3,062,350,192	$2,359,951,199
2015	3	$12,267,637,050	$4,279,279,704	$146,061,678	$1,995,319,499	$644,051,341	$2,933,481,013	$2,269,443,815
2015	4	$14,354,746,533	$5,330,891,403	$113,654,078	$2,266,429,893	$771,411,097	$3,392,137,612	$2,480,222,452
2016	1	$14,074,562,292	$5,270,542,626	$107,893,060	$2,143,881,631	$760,635,526	$3,517,006,688	$2,274,602,761
2016	2	$13,708,380,726	$4,986,730,658	$109,355,692	$2,136,213,879	$772,308,708	$3,576,347,152	$2,127,424,638
2016	3	$12,898,678,564	$4,693,190,747	$97,755,831	$2,142,364,590	$712,290,474	$3,368,595,762	$1,884,481,160
2016	4	$14,491,015,141	$5,289,101,179	$101,808,442	$2,425,763,029	$791,790,063	$3,878,196,520	$2,004,355,908
2017	1	$15,123,412,777	$5,469,749,452	$92,928,914	$2,596,979,089	$800,951,939	$4,229,595,397	$1,933,207,986
2017	2	$14,970,862,685	$5,418,620,287	$91,182,032	$2,501,313,364	$773,296,604	$4,398,306,172	$1,788,144,227
2017	3	$14,148,913,068	$5,088,737,411	$89,814,588	$2,366,730,878	$749,783,201	$4,240,879,177	$1,612,967,813
2017	4	$14,548,600,260	$5,231,434,409	$56,391,707	$2,432,243,435	$770,982,709	$4,441,796,465	$1,615,751,534
2018	1	$14,946,099,991	$5,248,455,844	$72,407,391	$2,386,363,936	$760,134,506	$4,919,109,623	$1,559,628,692
2018	2	$14,812,129,617	$5,134,582,111	$79,736,205	$2,376,020,106	$757,818,346	$4,897,986,878	$1,565,985,970
2018	3	$13,796,609,619	$4,768,037,000	$83,500,004	$2,169,711,006	$695,645,174	$4,563,451,343	$1,516,265,092
2018	4	$14,541,978,344	$4,944,931,414	$44,621,649	$2,362,187,416	$740,079,634	$4,994,597,433	$1,455,560,797
2019	1	$14,157,700,702	$4,789,898,245	$62,523,577	$2,315,756,324	$750,089,757	$4,700,431,685	$1,539,001,114
2019	2	$12,967,420,538	$4,232,303,975	$58,969,782	$2,172,465,066	$701,040,461	$4,290,668,881	$1,511,972,374
2019	3	$11,618,286,013	$3,828,283,159	$56,350,344	$1,937,888,583	$654,802,159	$3,818,386,389	$1,322,575,378
2019	4	$13,001,165,164	$4,382,594,995	$51,768,142	$2,048,631,803	$730,890,407	$4,427,914,928	$1,359,364,890

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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	$396,445	$471,380	$379,343	$343,648	$314,049	$385,016	$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	$379,313	$356,449	$332,961	$413,227	$423,103
2014	3	$425,187	$513,057	$378,914	$358,733	$333,255	$415,795	$425,773
2014	4	$428,371	$522,659	$409,750	$365,127	$330,073	$411,949	$425,964
2015	1	$433,819	$523,722	$383,622	$363,162	$332,639	$423,600	$432,490
2015	2	$449,725	$560,917	$396,892	$368,634	$350,686	$434,438	$433,337
2015	3	$446,161	$550,602	$390,539	$370,877	$338,262	$429,751	$433,100
2015	4	$459,646	$558,150	$422,506	$379,827	$352,403	$440,137	$447,129
2016	1	$470,406	$582,380	$399,604	$386,285	$362,035	$455,276	$435,414
2016	2	$475,144	$581,611	$425,509	$393,337	$371,660	$463,918	$443,029
2016	3	$472,912	$588,709	$384,865	$394,397	$372,342	$446,408	$453,218
2016	4	$477,338	$591,556	$402,405	$398,909	$378,485	$455,294	$448,101
2017	1	$479,029	$596,808	$407,583	$400,336	$378,701	$458,542	$444,211
2017	2	$487,079	$602,203	$386,365	$403,243	$377,955	$476,368	$444,812
2017	3	$487,356	$602,431	$417,742	$404,017	$385,097	$476,343	$440,461
2017	4	$484,034	$593,537	$402,798	$408,369	$378,118	$473,186	$434,225
2018	1	$490,519	$596,958	$395,669	$411,939	$388,617	$481,746	$441,196
2018	2	$499,179	$611,478	$463,583	$416,480	$389,024	$494,946	$440,502
2018	3	$497,623	$602,786	$444,149	$417,976	$397,739	$493,239	$441,416
2018	4	$503,775	$608,382	$394,882	$426,465	$397,465	$502,323	$443,633
2019	1	$507,991	$623,603	$390,772	$423,976	$407,657	$508,210	$442,496
2019	2	$507,969	$617,945	$409,512	$448,949	$395,175	$504,073	$443,394
2019	3	$504,288	$619,664	$405,398	$440,630	$408,740	$498,614	$431,650
2019	4	$514,898	$627,609	$414,145	$445,258	$402,473	$512,490	$440,637

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TABLE 5

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

		LVR						
Fiscal Year	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%	69.6%	66.3%	70.4%	69.3%	71.9%	71.6%
2014	2	70.4%	69.3%	67.1%	71.3%	71.3%	71.9%	71.6%
2014	3	69.9%	69.0%	66.0%	70.1%	70.8%	72.8%	70.6%
2014	4	69.5%	68.6%	64.8%	69.4%	71.4%	72.8%	70.1%
2015	1	70.1%	68.8%	68.2%	69.0%	70.9%	72.5%	71.2%
2015	2	70.5%	68.7%	69.0%	69.8%	71.7%	73.1%	70.5%
2015	3	69.8%	68.4%	65.9%	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%	67.5%	69.3%	69.6%	73.0%	71.5%
2016	2	69.7%	66.0%	67.6%	70.3%	71.4%	71.7%	71.2%
2016	3	69.2%	66.3%	63.7%	70.2%	71.1%	72.7%	71.2%
2016	4	69.3%	66.1%	66.5%	70.0%	70.2%	72.2%	70.6%
2017	1	69.6%	66.3%	68.1%	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	69.1%	65.6%	66.9%	68.9%	70.9%	71.6%	71.0%
2017	4	67.6%	64.1%	62.7%	68.1%	69.9%	70.9%	70.0%
2018	1	68.5%	64.5%	65.7%	68.9%	68.9%	70.8%	72.3%
2018	2	68.4%	64.5%	66.0%	68.5%	70.7%	69.5%	71.1%
2018	3	68.4%	63.9%	66.1%	69.3%	70.9%	69.0%	71.0%
2018	4	68.0%	63.7%	65.8%	69.1%	69.7%	68.6%	70.9%
2019	1	67.8%	65.1%	62.0%	68.9%	70.1%	68.6%	72.1%
2019	2	68.5%	65.1%	66.8%	69.3%	69.5%	68.1%	71.9%
2019	3	68.4%	65.2%	64.0%	69.6%	70.5%	69.0%	72.0%
2019	4	69.2%	65.6%	69.1%	69.2%	69.8%	69.3%	72.0%

Contact Details

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TABLE 6

Major lender market share
all mortgages last 12 months

	Jul-18	Aug-18	Sep-18	Oct-18	Nov-18	Dec-18	Jan-19	Feb-19	Mar-19	Apr-19	May-19	Jun-19
ANZ	12.72%	14.06%	14.46%	12.74%	12.19%	11.23%	9.44%	8.81%	8.85%	9.32%	8.19%	8.50%
CBA	15.34%	15.80%	15.08%	14.01%	14.72%	15.31%	16.88%	16.56%	14.51%	15.70%	16.17%	17.74%
Bankwest	5.01%	4.60%	4.13%	4.92%	4.58%	5.09%	7.26%	7.40%	8.12%	6.37%	8.30%	7.40%
NAB	8.87%	10.45%	10.18%	11.79%	8.91%	7.56%	6.36%	5.66%	5.05%	5.34%	5.76%	7.32%
Westpac	8.96%	8.66%	9.09%	8.75%	9.10%	11.23%	10.94%	11.34%	13.65%	12.65%	12.07%	7.79%
BOM	2.42%	2.04%	1.92%	1.56%	1.93%	1.95%	2.16%	2.31%	2.78%	2.74%	2.98%	2.62%
Bank SA	0.76%	0.76%	0.75%	0.60%	0.61%	0.99%	0.47%	0.93%	0.91%	0.89%	0.79%	0.67%
St George Bank	4.83%	4.07%	3.97%	4.60%	4.56%	4.68%	4.50%	4.99%	5.62%	5.21%	4.42%	3.94%
Major Total	**58.91%**	**60.44%**	**59.57%**	**58.97%**	**56.59%**	**58.05%**	**58.01%**	**58.00%**	**59.49%**	**58.23%**	**58.68%**	**55.98%**

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 last 12 months

	Jul-18	Aug-18	Sep-18	Oct-18	Nov-18	Dec-18	Jan-19	Feb-19	Mar-19	Apr-19	May-19	Jun-19
AFGHL	11.11%	10.57%	10.30%	9.96%	11.79%	11.00%	9.87%	10.80%	11.89%	10.40%	9.01%	8.82%
AMP	1.81%	1.40%	1.42%	1.78%	1.99%	2.06%	2.28%	3.24%	2.96%	2.10%	2.11%	2.41%
Adelaide Bank	0.02%	0.04%	0.02%	0.08%	0.02%	0.13%	0.02%	0.06%	0.03%	0.02%	0.01%	0.02%
Auswide Bank	0.21%	0.14%	0.19%	0.43%	0.32%	0.45%	0.64%	0.36%	0.28%	0.20%	0.20%	0.26%
Bank Australia	0.58%	0.69%	0.81%	0.70%	1.09%	0.95%	0.82%	0.88%	0.60%	0.74%	0.58%	0.69%
Bank of China	0.19%	0.06%	0.08%	0.11%	0.01%	0.03%	0.10%	0.15%	0.07%	0.30%	0.29%	0.33%
Bank of QLD	0.87%	0.57%	0.86%	0.77%	1.12%	1.41%	0.87%	0.59%	0.85%	0.80%	1.00%	1.22%
Bank of Sydney	0.23%	0.21%	0.08%	0.12%	0.18%	0.24%	0.21%	0.33%	0.30%	0.51%	0.37%	0.27%
Beyond Bank	0.07%	0.05%	0.15%	0.15%	0.13%	0.11%	0.27%	0.27%	0.19%	0.35%	0.13%	0.11%
Bluestone	0.64%	0.67%	0.63%	0.59%	0.58%	0.73%	0.50%	0.47%	0.58%	0.56%	0.59%	0.60%
CUA	0.27%	0.50%	0.34%	0.60%	0.32%	0.32%	0.44%	0.35%	0.15%	0.16%	0.25%	0.23%
Citibank	0.48%	0.47%	0.74%	0.54%	0.56%	0.38%	0.51%	0.84%	0.98%	1.34%	0.85%	0.97%
Firefighters Mutual Bank	0.01%	0.03%	0.03%	0.03%	0.02%	0.01%	0.01%	0.00%	0.00%	0.00%	0.01%	0.03%
Health Professionals Bank	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.02%	0.01%	0.04%	0.00%
Heritage Bank	0.49%	0.59%	0.92%	0.74%	0.58%	0.51%	0.76%	0.94%	0.93%	0.88%	0.37%	0.39%
HomeStart	0.30%	0.22%	0.30%	0.27%	0.18%	0.32%	0.26%	0.19%	0.20%	0.30%	0.26%	0.27%
IMB Ltd	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
ING	4.15%	3.72%	4.63%	4.97%	5.66%	3.69%	3.54%	2.72%	1.88%	2.33%	2.22%	4.00%
Keystart	0.24%	0.34%	0.17%	0.24%	0.13%	0.15%	0.20%	0.22%	0.15%	0.14%	0.16%	0.18%
La Trobe	1.15%	1.10%	0.94%	1.24%	1.12%	1.24%	1.69%	1.27%	1.32%	1.21%	1.46%	1.77%
Liberty	2.06%	2.26%	2.05%	2.31%	1.76%	1.84%	1.77%	1.77%	1.35%	1.65%	1.37%	1.50%
ME	2.26%	2.71%	2.55%	3.43%	3.51%	3.92%	3.18%	2.09%	2.00%	2.18%	2.09%	2.12%
MKM Capital Pty Ltd	0.01%	0.00%	0.05%	0.00%	0.04%	0.00%	0.09%	0.00%	0.04%	0.01%	0.02%	0.02%
Macquarie	5.31%	4.08%	4.80%	4.57%	5.24%	5.28%	5.73%	6.73%	4.92%	5.42%	7.23%	9.76%
MyState	0.31%	0.39%	0.73%	0.74%	0.93%	0.84%	0.92%	0.49%	0.65%	0.52%	0.54%	0.43%
Newcastle Permanent	0.80%	0.76%	0.76%	0.67%	0.88%	0.46%	0.55%	0.44%	0.26%	0.35%	0.23%	0.28%
P&N Bank	0.15%	0.08%	0.22%	0.14%	0.14%	0.20%	0.23%	0.22%	0.25%	0.23%	0.13%	0.16%
Pepper Money	1.79%	1.94%	1.39%	1.69%	1.63%	1.76%	2.40%	2.00%	1.88%	1.35%	1.78%	1.41%
QBANK	0.01%	0.01%	0.00%	0.03%	0.01%	0.00%	0.03%	0.02%	0.00%	0.00%	0.01%	0.00%
Resimac	0.77%	0.68%	0.84%	0.33%	0.47%	0.84%	0.62%	1.06%	1.87%	2.00%	1.97%	1.85%
Savings & Loans Credit Union	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Suncorp	3.64%	4.18%	3.31%	2.05%	1.74%	2.45%	2.45%	2.75%	3.03%	4.79%	4.75%	2.83%
Teachers Mutual Bank	0.87%	0.65%	0.60%	0.78%	0.29%	0.23%	0.41%	0.12%	0.18%	0.09%	0.30%	0.23%
Virgin Money	0.31%	0.48%	0.53%	0.96%	0.94%	0.40%	0.61%	0.62%	0.74%	0.81%	1.00%	0.83%
Non-Major Total	41.09%	39.56%	40.43%	41.03%	43.41%	41.95%	41.99%	42.00%	40.51%	41.77%	41.32%	44.02%

Abbreviations

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

TABLE 8

Major lender market share
fixed rate mortgages last 12 months

	Jul-18	Aug-18	Sep-18	Oct-18	Nov-18	Dec-18	Jan-19	Feb-19	Mar-19	Apr-19	May-19	Jun-19
ANZ	9.99%	13.05%	13.62%	13.89%	14.81%	12.37%	10.89%	10.23%	9.56%	8.89%	6.89%	7.54%
CBA	15.35%	15.86%	17.91%	17.44%	18.09%	18.24%	18.42%	17.89%	13.95%	15.96%	12.41%	12.14%
Bankwest	3.21%	2.72%	2.51%	4.46%	2.92%	4.07%	6.99%	5.43%	4.77%	3.63%	8.89%	4.65%
NAB	15.51%	17.63%	15.51%	14.58%	13.65%	12.06%	9.34%	8.08%	7.14%	7.11%	8.44%	14.47%
Westpac	12.70%	11.74%	12.18%	14.18%	17.06%	21.78%	21.22%	23.75%	29.15%	24.94%	21.21%	16.10%
BOM	2.56%	1.82%	1.76%	2.27%	2.43%	1.75%	3.00%	3.58%	4.41%	3.90%	3.94%	2.16%
Bank SA	0.68%	0.26%	0.57%	0.40%	0.60%	1.03%	0.33%	0.85%	0.75%	0.46%	0.47%	0.85%
St George Bank	5.70%	4.88%	4.17%	4.69%	6.29%	6.54%	5.97%	7.94%	10.64%	8.40%	4.92%	5.49%
Major Total	**65.69%**	**67.97%**	**68.23%**	**71.91%**	**75.85%**	**77.85%**	**76.16%**	**77.76%**	**80.38%**	**73.28%**	**67.18%**	**63.40%**

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 9

Non major lender market share
fixed rate mortgages last 12 months

	Jul-18	Aug-18	Sep-18	Oct-18	Nov-18	Dec-18	Jan-19	Feb-19	Mar-19	Apr-19	May-19	Jun-19
AFGHL	2.96%	3.24%	3.43%	4.05%	2.06%	3.02%	2.09%	1.78%	2.63%	3.61%	4.77%	7.99%
AMP	2.60%	1.40%	1.06%	1.36%	1.18%	0.59%	1.30%	1.03%	1.36%	1.70%	1.71%	2.52%
Adelaide Bank	0.00%	0.03%	0.00%	0.11%	0.06%	0.12%	0.00%	0.09%	0.03%	0.00%	0.00%	0.00%
Auswide Bank	0.13%	0.17%	0.35%	0.57%	0.77%	1.11%	1.14%	0.42%	0.39%	0.25%	0.34%	0.27%
Bank Australia	1.10%	0.74%	1.18%	1.24%	1.15%	1.10%	1.28%	1.49%	0.49%	0.89%	0.33%	0.69%
Bank of China	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.08%	0.46%	0.03%	0.16%	0.32%	0.46%
Bank of QLD	1.55%	0.43%	0.99%	0.58%	0.61%	1.10%	1.07%	0.65%	1.21%	0.54%	1.29%	1.92%
Bank of Sydney	0.03%	0.00%	0.00%	0.00%	0.00%	0.13%	0.00%	0.00%	0.00%	0.06%	0.16%	0.00%
Beyond Bank	0.00%	0.00%	0.00%	0.11%	0.10%	0.03%	0.00%	0.08%	0.00%	0.12%	0.05%	0.06%
Bluestone	0.17%	0.21%	0.38%	0.29%	0.14%	0.17%	0.04%	0.17%	0.13%	0.06%	0.12%	0.20%
CUA	0.17%	0.51%	0.19%	0.42%	0.24%	0.41%	0.25%	0.20%	0.07%	0.11%	0.28%	0.38%
Citibank	0.17%	0.00%	0.04%	0.17%	0.05%	0.03%	0.00%	0.00%	0.25%	0.13%	0.11%	0.17%
Firefighters Mutual Bank	0.00%	0.17%	0.00%	0.07%	0.05%	0.04%	0.00%	0.00%	0.00%	0.01%	0.00%	0.13%
Health Professionals Bank	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.09%	0.01%	0.15%	0.00%
Heritage Bank	0.97%	1.40%	2.14%	1.20%	0.66%	0.66%	1.47%	1.34%	0.95%	0.76%	0.41%	0.60%
HomeStart	0.00%	0.00%	0.04%	0.05%	0.00%	0.00%	0.00%	0.04%	0.00%	0.00%	0.03%	0.05%
IMB Ltd	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
ING	4.77%	3.55%	5.30%	5.53%	5.92%	3.69%	3.72%	3.71%	1.90%	2.19%	2.70%	2.66%
Keystart	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
La Trobe	0.00%	0.04%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.07%	0.00%
Liberty	1.12%	0.77%	0.83%	0.33%	0.52%	0.74%	0.93%	0.87%	0.70%	0.33%	0.76%	0.48%
ME	3.80%	3.69%	2.29%	2.44%	2.96%	2.26%	1.95%	1.81%	1.89%	2.07%	2.52%	3.64%
MKM Capital Pty Ltd	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Macquarie	1.03%	1.47%	1.54%	0.82%	1.38%	1.69%	1.08%	2.47%	1.71%	3.35%	3.76%	3.16%
MyState	0.53%	0.61%	0.72%	0.97%	0.49%	0.61%	0.82%	0.13%	0.51%	0.59%	0.43%	0.36%
Newcastle Permanent	1.55%	1.82%	1.61%	1.35%	1.23%	0.97%	0.74%	0.48%	0.42%	0.14%	0.09%	0.22%
P&N Bank	0.16%	0.13%	0.06%	0.11%	0.07%	0.12%	0.44%	0.39%	0.21%	0.30%	0.25%	0.59%
Pepper Money	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
QBANK	0.04%	0.03%	0.00%	0.03%	0.03%	0.00%	0.06%	0.01%	0.00%	0.00%	0.04%	0.00%
Resimac	0.08%	0.05%	0.08%	0.00%	0.00%	0.09%	0.00%	0.00%	0.00%	0.14%	0.12%	0.04%
Savings & Loans Credit Union	0.00%	0.00%	0.00%	0.02%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Suncorp	6.80%	8.71%	7.10%	3.36%	2.77%	2.35%	3.57%	3.36%	3.09%	8.17%	10.04%	6.87%
Teachers Mutual Bank	4.12%	2.21%	1.96%	2.00%	0.71%	0.69%	1.16%	0.48%	0.45%	0.29%	1.18%	0.88%
Virgin Money	0.45%	0.65%	0.49%	0.91%	1.00%	0.42%	0.66%	0.77%	1.12%	0.73%	0.78%	2.24%
Non-Major Total	34.31%	32.03%	31.77%	28.09%	24.15%	22.15%	23.84%	22.24%	19.62%	26.72%	32.82%	36.60%

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

April 2019

	Western Australia		South Australia		Victoria		New South Wales		Queensland	
01.	CBA	20.68%	Westpac	20.11%	CBA	15.81%	CBA	12.35%	CBA	19.24%
02.	Bankwest	14.71%	CBA	15.30%	Westpac	14.80%	St George Bank	11.42%	AFGHL	12.50%
03.	Westpac	12.91%	Bank SA	13.02%	AFGHL	12.32%	Westpac	10.03%	Westpac	10.80%
04.	ANZ	8.83%	AFGHL	11.16%	ANZ	11.09%	AFGHL	8.31%	Suncorp	9.93%
05.	AFGHL	7.81%	ANZ	10.23%	BOM	8.06%	ANZ	8.30%	ANZ	7.56%
06.	NAB	5.52%	HomeStart	4.89%	Macquarie	5.50%	Macquarie	7.75%	St George Bank	6.23%
07.	Suncorp	4.98%	Bankwest	3.27%	NAB	5.48%	Bankwest	7.34%	Bankwest	5.52%
08.	St George Bank	3.51%	Citibank	2.28%	Bankwest	3.72%	NAB	6.35%	Macquarie	4.94%
09.	Resimac	2.77%	Beyond Bank	2.21%	ING	2.92%	Suncorp	5.62%	NAB	4.02%
10.	Citibank	2.40%	La Trobe	2.18%	ME	2.76%	AMP	3.37%	Heritage Bank	3.26%
11.	All Others	15.88%	All Others	15.35%	All Others	17.53%	All Others	19.17%	All Others	16.02%

May 2019

	Western Australia		South Australia		Victoria		New South Wales		Queensland	
01.	CBA	19.15%	Westpac	19.02%	CBA	15.98%	CBA	12.89%	CBA	20.56%
02.	Bankwest	18.21%	CBA	17.32%	Westpac	12.32%	Westpac	10.53%	Westpac	11.09%
03.	Westpac	14.33%	Bank SA	13.88%	ANZ	10.14%	Bankwest	10.25%	AFGHL	10.77%
04.	ANZ	9.08%	AFGHL	11.49%	AFGHL	9.76%	St George Bank	9.41%	Suncorp	8.65%
05.	AFGHL	7.14%	ANZ	7.98%	BOM	8.55%	Macquarie	7.87%	Macquarie	8.60%
06.	Suncorp	5.58%	HomeStart	4.82%	Macquarie	8.38%	AFGHL	7.68%	ANZ	6.87%
07.	NAB	5.42%	Bankwest	4.26%	NAB	6.91%	ANZ	6.53%	St George Bank	6.26%
08.	Macquarie	2.73%	NAB	2.94%	Bankwest	5.07%	NAB	5.43%	Bankwest	5.94%
09.	Resimac	2.53%	ING	2.73%	ING	2.64%	Suncorp	5.29%	NAB	5.11%
10.	St George Bank	2.51%	Suncorp	2.41%	ME	2.55%	AMP	3.69%	ME	2.18%
11.	All Others	13.30%	All Others	13.15%	All Others	17.70%	All Others	20.43%	All Others	13.97%

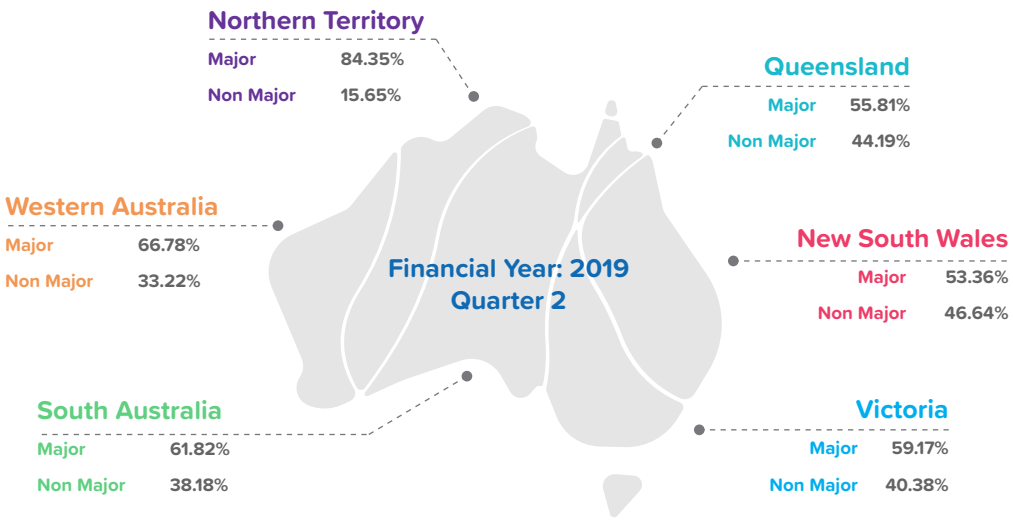
June 2019

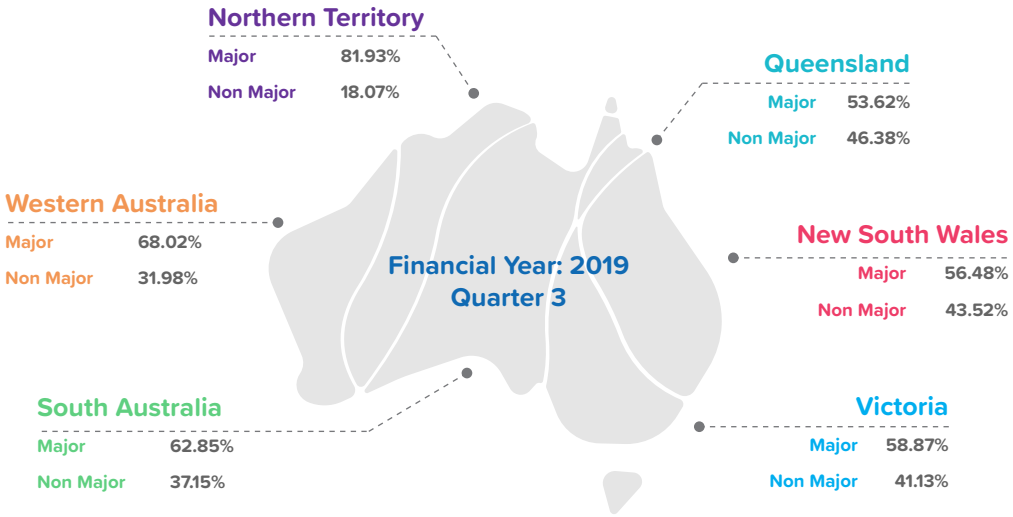
	Western Australia		South Australia		Victoria		New South Wales		Queensland	
01.	Bankwest	20.42%	CBA	15.21%	CBA	18.11%	CBA	13.61%	CBA	25.37%
02.	CBA	18.50%	Westpac	12.77%	AFGHL	10.63%	Macquarie	12.56%	Macquarie	13.00%
03.	Westpac	10.90%	Bank SA	12.22%	ANZ	9.76%	Bankwest	8.93%	AFGHL	9.02%
04.	ANZ	8.66%	ANZ	10.99%	Westpac	9.68%	St George Bank	7.93%	ANZ	7.69%
05.	AFGHL	8.07%	AFGHL	10.47%	NAB	8.91%	NAB	7.88%	St George Bank	6.35%
06.	NAB	5.65%	NAB	6.40%	Macquarie	8.29%	ANZ	7.22%	Westpac	5.40%
07.	Suncorp	3.33%	ING	5.36%	BOM	7.56%	AFGHL	6.96%	Bankwest	5.38%
08.	Macquarie	3.18%	HomeStart	5.06%	ING	4.05%	Westpac	5.42%	Suncorp	4.74%
09.	Citibank	2.37%	Bankwest	4.33%	Bankwest	3.54%	ING	4.80%	NAB	4.22%
10.	ING	2.23%	Macquarie	4.04%	ME	2.54%	AMP	4.10%	ING	2.77%
11.	All Others	16.69%	All Others	13.16%	All Others	16.93%	All Others	20.60%	All Others	16.05%

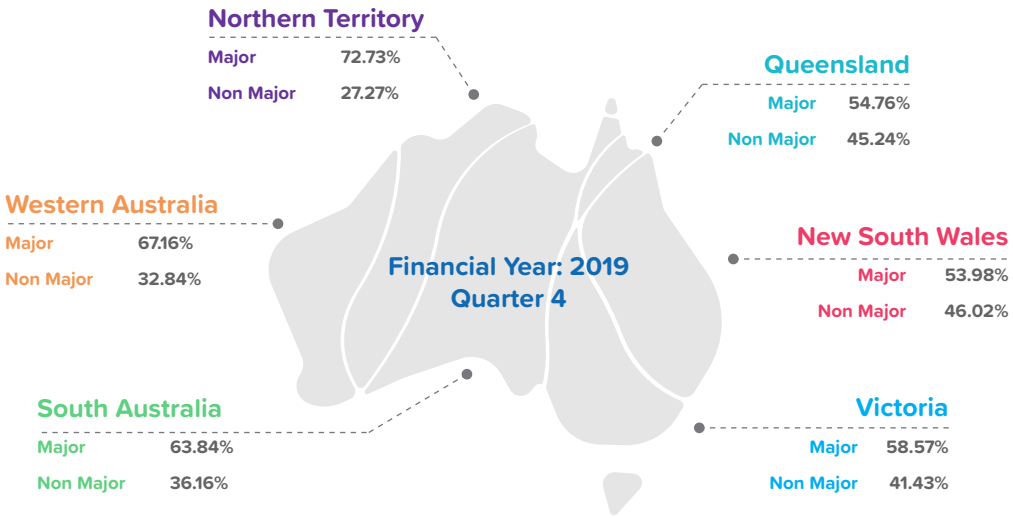
Abbreviations

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







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