



4/100 Havelock Street  
West Perth WA 6005

PO Box 710  
West Perth WA 6872

6 October 2022

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

Dear Sir/Madam

**AFG MORTGAGE INDEX – Q1 2023**

Please see attached statement regarding AFG's Mortgage Index for the first quarter of financial year 2023.

Authorised for disclosure by:

A handwritten signature in blue ink, appearing to read 'Lisa Bevan'.

**Lisa Bevan**  
Company Secretary

**CONTACT DETAILS**

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

Mob 0402 781 367  
Tel (08) 9420 7888

# AFG Index

Market Release



**October 2022**

# Rate rises reach tipping point

(ASX:AFG) Australian Finance Group Ltd data for the first quarter of the 2023 financial year shows the interest rate levers being pulled by the Reserve Bank of Australia (RBA) are having the desired effect with volumes down 4% on the prior period.

AFG CEO David Bailey said, "Australian mortgage customers have been hit between the eyes over the past six months with interest rate hikes being super-sized to slow the level of activity in the market. With interest rate rises still being absorbed we would argue there is a need for a 'wait and see' approach by the RBA as the impact starts to flow through."

The company recorded \$21.5 billion in home loan lodgements for the first quarter of the new financial year. Western Australia recorded the biggest drop of 5.62%, followed by New South Wales at 5.13%.

Loan sizes are also down in line with rising rates and affordability. Nationally the average loan size is lower by \$15,000 at \$596,000, the lowest since the final quarter of 2021. Significantly, NSW, was down \$33,000 while South Australia defied the trend and increased by \$2,000. Loan to Value Ratios increased slightly to 65.6%.

After benefitting from the government's term funding facility through the pandemic the major lenders are holding back on passing on full rate rises to deposit holders and using their balance sheet strength to track the RBA increases. Non-major lenders, who primarily rely on RMBS and international money markets for funding, are feeling the pinch as they are compelled to increase rates above the official cash rate.

"The Big 4 and their associated brands (now including Citibank), have lifted their market share by 4.38% to 60.77%. ANZ saw a significant uplift from 10.90% to 14.82% for the quarter, and CBA and their affiliate Bankwest also increased market share from a combined 18.12% to 20.33%.

"The importance of a competitive lending market cannot be underestimated in driving affordability," he said. "The non-major lenders have slipped back to their lowest level since the final quarter of 2020 at 39.23% of the market. The broker channel, now responsible for 68% of the market<sup>1</sup>, is vital to ensure the non-majors can continue to compete."

"The Westpac Group including brands, Bank of Melbourne, Bank SA and St George, was down 3.47% to 14.89%, while the NAB group, including subsidiaries ubank and Citibank from this quarter, lifted from 8.95% to 10.72%.

"Australia's brief love affair with fixed rate mortgages during the height of the pandemic has well and truly ended, with customers opting for a fixed rate product plummeting to 3.6% - the lowest level since we commenced reporting," Mr Bailey said.

"In a hunt for savings, customers are opting for no frills Basic Variable home loans, with these products at their highest level in more than a decade at 24.4%."

The slowdown has been good news for lender turnaround times, with the average number of days until formal approval at its lowest level since AFG reporting began in 2018, to now be averaging 17.2 days.

**\*Data note: Following on from the acquisition of Citibank's consumer business in Australia by NAB, Citibank has been recategorised to become a part of the NAB stable in 'Majors and their Associated Brands' tables from Q1 2023.**

<sup>[1]</sup> Mortgage & Finance Association of Australia Industry Intelligence Service Report for the six-month period 1 October 2021 – 31 March 2022.  
-ends-

## For media enquiries, please contact

**Alison Clarke**

Head of Corporate Communications

P (08) 9420 7014 | P 0402 781 367

afgonline.com.au

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%

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%

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

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

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%



Table 6

# Big 4 Banks & their Associated Brands market share all mortgages

	2021				2022				2023
	1	2	3	4	1	2	3	4	1
ANZ	9.72%	10.58%	9.41%	6.93%	9.89%	7.87%	8.72%	10.90%	14.82%
Commonwealth Bank	18.82%	15.70%	13.27%	14.13%	15.26%	14.00%	12.88%	13.52%	15.25%
bankwest	6.62%	5.03%	6.24%	5.57%	6.47%	4.37%	4.83%	4.60%	5.08%
nab	7.53%	8.78%	10.22%	9.95%	10.69%	11.83%	9.20%	8.44%	9.38%
ubank	0.16%	0.51%	0.55%	0.50%	1.01%	0.38%	0.74%	0.51%	0.36%
citibank	0.79%	0.86%	0.93%	0.66%	0.91%	1.02%	1.13%	1.50%	0.98%
Westpac	7.40%	7.81%	7.66%	10.92%	8.36%	7.95%	7.34%	9.56%	7.78%
Bank of Melbourne	3.11%	4.23%	4.16%	4.93%	2.54%	2.96%	3.03%	3.35%	2.85%
bankSA	0.77%	0.98%	0.78%	0.85%	0.50%	0.55%	0.56%	0.65%	0.48%
st.george	4.97%	5.61%	5.37%	6.03%	3.60%	4.02%	4.25%	4.86%	3.78%
<b>Major Total *</b>	<b>58.94%</b>	<b>58.72%</b>	<b>57.11%</b>	<b>59.31%</b>	<b>57.31%</b>	<b>53.55%</b>	<b>50.81%</b>	<b>56.39%</b>	<b>60.77%</b>

\*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
	1	2	3	4	1	2	3	4	1
AFG Commercial Powered by Thinktank	0.01%	0.00%	0.01%	0.09%	0.16%	0.09%	0.03%	0.07%	0.06%
AFG Home Loans	8.46%	7.77%	9.11%	9.28%	9.00%	9.76%	10.19%	10.39%	7.95%
AMP	1.85%	2.08%	2.20%	2.16%	2.02%	1.86%	1.40%	1.75%	1.92%
Adelaide Bank	0.08%	0.08%	0.14%	0.03%	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%	0.00%	0.01%	0.05%
Auswide Bank	0.75%	0.33%	0.46%	0.37%	0.49%	0.34%	0.42%	0.47%	0.41%
Bank Australia	1.13%	0.99%	0.98%	0.75%	0.66%	0.88%	0.55%	0.35%	0.56%
Bank of China	0.58%	0.25%	0.46%	0.33%	0.15%	0.13%	0.16%	0.14%	0.12%
Bank of QLD	0.70%	1.09%	0.94%	1.12%	0.79%	0.93%	0.67%	0.62%	0.49%
Bank of Sydney	0.05%	0.01%	0.05%	0.20%	0.24%	0.02%	0.05%	0.09%	0.06%
bcu	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.04%
Better Mortgage Management	0.00%	0.01%	0.07%	0.02%	0.01%	0.03%	0.08%	0.07%	0.07%
Beyond Bank	0.51%	0.15%	0.19%	0.20%	0.23%	0.45%	0.39%	0.41%	0.35%
Bluestone	0.20%	0.30%	0.60%	0.56%	0.49%	0.69%	0.76%	0.53%	0.34%
Credit Union SA	0.00%	0.00%	0.00%	0.00%	0.00%	0.04%	0.05%	0.18%	0.13%
Firefighters Mutual Bank	0.04%	0.01%	0.03%	0.01%	0.01%	0.01%	0.02%	0.02%	0.02%
Firstmac	0.00%	0.00%	0.00%	0.20%	0.63%	0.53%	0.49%	0.49%	0.54%
Funding	0.00%	0.00%	0.00%	0.00%	0.00%	0.01%	0.01%	0.00%	0.02%
Granite Home Loans	0.04%	0.11%	0.14%	0.19%	0.37%	0.40%	0.35%	0.58%	0.69%
Great Southern Bank	0.88%	0.55%	0.89%	0.92%	1.26%	1.39%	1.54%	0.50%	0.88%
Health Professionals Bank	0.12%	0.08%	0.13%	0.03%	0.07%	0.04%	0.11%	0.06%	0.11%
Heartland Reverse Mortgages	0.00%	0.00%	0.00%	0.00%	0.01%	0.01%	0.04%	0.02%	0.02%
Heritage Bank	0.64%	0.46%	0.52%	0.52%	0.62%	0.46%	0.80%	0.70%	0.38%
Hume Bank	0.01%	0.03%	0.03%	0.18%	0.12%	0.10%	0.15%	0.20%	0.07%
HSBC	0.00%	0.00%	0.00%	0.00%	0.01%	0.49%	0.64%	0.16%	0.21%
HomeStart	0.28%	0.29%	0.18%	0.12%	0.09%	0.08%	0.08%	0.09%	0.14%
ING	2.74%	3.08%	3.11%	2.82%	3.28%	3.92%	3.91%	1.95%	2.23%
Keystart	0.25%	0.32%	0.21%	0.17%	0.17%	0.17%	0.14%	0.09%	0.06%
La Trobe	0.81%	0.97%	1.02%	1.10%	0.93%	0.97%	1.24%	1.14%	1.34%
Liberty	1.03%	0.97%	1.06%	1.06%	0.97%	1.03%	0.94%	1.07%	0.91%
Macquarie	10.12%	11.46%	9.91%	8.53%	9.17%	10.49%	11.28%	9.97%	10.35%
ME Bank	1.61%	1.29%	1.24%	1.04%	1.34%	1.94%	1.69%	1.46%	1.13%
MKM Capital Pty Ltd	0.01%	0.01%	0.00%	0.02%	0.06%	0.07%	0.09%	0.11%	0.05%
MyState	0.39%	0.33%	0.51%	0.39%	0.62%	0.51%	0.64%	0.50%	0.46%
Newcastle Permanent	0.56%	0.43%	0.41%	0.45%	0.33%	0.46%	0.50%	0.78%	0.68%
Pepper Money	0.84%	1.08%	1.35%	1.20%	1.06%	1.09%	1.31%	1.09%	0.70%
P&N Bank	0.26%	0.22%	0.27%	0.35%	0.17%	0.34%	0.00%	0.48%	0.64%
QBANK	0.11%	0.14%	0.09%	0.08%	0.05%	0.13%	0.08%	0.13%	0.08%
Queensland Country Bank	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.02%	0.06%
RedZed	0.00%	0.00%	0.00%	0.00%	0.00%	0.11%	0.25%	0.17%	0.17%
Resimac	1.27%	1.28%	1.09%	1.47%	1.07%	1.04%	1.05%	0.80%	0.84%
Suncorp	2.51%	2.53%	2.63%	2.73%	3.18%	2.83%	3.67%	3.73%	3.03%
Teachers Mutual Bank	0.18%	0.11%	0.16%	0.05%	0.11%	0.11%	0.15%	0.24%	0.24%
UniBank	0.33%	0.14%	0.34%	0.12%	0.15%	0.13%	0.18%	0.00%	0.21%
Virgin Money	0.89%	0.97%	0.87%	0.69%	0.66%	0.96%	0.91%	0.47%	0.43%
<b>Non-Major Total</b>	<b>41.06%</b>	<b>41.28%</b>	<b>42.89%</b>	<b>40.69%</b>	<b>42.69%</b>	<b>46.45%</b>	<b>49.18%</b>	<b>43.61%</b>	<b>39.23%</b>

Table 8

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

	2021				2022				2023
	1	2	3	4	1	2	3	4	1
ANZ	10.80%	12.08%	10.18%	7.41%	11.71%	9.23%	9.77%	8.95%	9.14%
Commonwealth Bank	18.56%	16.57%	13.40%	14.79%	17.18%	15.23%	16.59%	20.37%	23.72%
bankwest	4.79%	3.36%	4.48%	4.41%	6.37%	4.08%	2.43%	3.55%	4.73%
nab	11.17%	13.90%	15.23%	14.21%	14.79%	16.80%	13.53%	9.55%	3.98%
ubank	0.19%	0.44%	0.39%	0.39%	1.46%	0.66%	2.00%	0.54%	1.14%
citibank	1.30%	1.27%	1.34%	0.88%	1.23%	1.58%	1.07%	0.53%	0.17%
Westpac	8.69%	6.74%	8.62%	12.42%	8.29%	7.73%	7.08%	5.24%	5.59%
Bank of Melbourne	2.63%	4.64%	4.98%	6.09%	2.34%	3.04%	2.60%	4.31%	3.07%
bankSA	0.60%	0.89%	0.74%	0.90%	0.40%	0.53%	0.42%	0.86%	0.32%
st.george	5.18%	6.89%	6.85%	7.93%	3.95%	4.55%	4.14%	6.52%	5.11%
<b>Major Total *</b>	<b>62.42%</b>	<b>65.07%</b>	<b>64.49%</b>	<b>68.16%</b>	<b>65.03%</b>	<b>61.18%</b>	<b>56.56%</b>	<b>59.89%</b>	<b>56.96%</b>

\*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
	1	2	3	4	1	2	3	4	1
AFG Home Loans	6.37%	4.13%	4.64%	4.99%	4.03%	4.65%	5.08%	7.02%	1.91%
AMP	1.74%	1.99%	2.62%	2.37%	2.31%	2.35%	1.02%	1.20%	3.78%
Adelaide Bank	0.20%	0.19%	0.25%	0.05%	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%	0.00%	0.15%	0.00%
Auswide Bank	1.45%	0.72%	0.85%	0.60%	0.69%	0.68%	1.17%	2.32%	2.99%
Bank Australia	2.60%	2.27%	2.24%	1.38%	1.30%	1.87%	1.04%	0.93%	2.16%
Bank of China	0.30%	0.08%	0.34%	0.48%	0.24%	0.18%	0.45%	0.07%	0.00%
Bank of QLD	0.50%	0.95%	0.69%	1.16%	0.81%	0.74%	0.70%	0.37%	0.93%
Bank of Sydney	0.00%	0.00%	0.01%	0.23%	0.30%	0.00%	0.00%	0.10%	0.00%
bcu	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.10%
Beyond Bank	0.56%	0.11%	0.24%	0.21%	0.41%	0.95%	1.33%	3.84%	3.44%
Bluestone	0.02%	0.03%	0.12%	0.08%	0.10%	0.14%	0.08%	0.00%	0.00%
Credit Union SA	0.00%	0.00%	0.00%	0.00%	0.00%	0.04%	0.08%	1.13%	0.16%
Firefighters Mutual Bank	0.13%	0.01%	0.09%	0.02%	0.02%	0.03%	0.03%	0.10%	0.07%
Firstmac	0.00%	0.00%	0.00%	0.07%	0.11%	0.10%	0.12%	0.18%	0.04%
Funding	0.00%	0.00%	0.00%	0.00%	0.01%	0.03%	0.05%	0.04%	0.80%
Granite Home Loans	0.00%	0.00%	0.00%	0.00%	0.02%	0.02%	0.06%	0.05%	0.22%
Great Southern Bank	0.76%	0.75%	1.26%	1.30%	2.12%	2.74%	3.97%	0.41%	1.40%
Health Professionals Bank	0.35%	0.22%	0.33%	0.07%	0.14%	0.11%	0.27%	0.26%	0.34%
Heritage Bank	0.77%	0.54%	0.59%	0.57%	0.87%	0.62%	2.22%	3.20%	1.58%
HomeStart	0.17%	0.10%	0.06%	0.06%	0.09%	0.16%	0.22%	0.65%	0.55%
HSBC	0.00%	0.00%	0.00%	0.00%	0.00%	0.91%	1.92%	0.13%	0.00%
Hume Bank	0.02%	0.00%	0.02%	0.16%	0.19%	0.20%	0.53%	1.64%	0.06%
IMB Ltd	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.03%	0.00%
ING	3.42%	3.57%	3.31%	3.57%	5.17%	4.37%	2.64%	0.56%	5.34%
La Trobe	0.00%	0.00%	0.00%	0.01%	0.00	0.00%	0.00%	0.00%	0.03%
Liberty	0.02%	0.01%	0.01%	0.02%	0.01%	0.02%	0.08%	0.75%	0.30%
Macquarie	7.94%	9.34%	7.52%	5.51%	4.70%	3.54%	6.25%	1.87%	4.99%
ME Bank	1.45%	1.15%	1.22%	1.21%	1.69%	3.43%	3.65%	2.57%	0.67%
MyState	0.39%	0.35%	0.59%	0.40%	0.62%	0.51%	0.43%	0.32%	0.02%
Newcastle Permanent	0.94%	0.55%	0.69%	0.68%	0.41%	0.75%	0.75%	1.39%	0.53%
Pepper Money	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.03%
P&N Bank	0.22%	0.35%	0.44%	0.60%	0.29%	0.68%	1.11%	4.08%	3.16%
QBANK	0.16%	0.24%	0.13%	0.14%	0.10%	0.28%	0.26%	1.01%	0.52%
Queensland Country Bank	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.20%	0.43%
Suncorp	3.11%	3.21%	3.03%	3.38%	4.21%	4.18%	3.21%	1.58%	1.52%
Teachers Mutual Bank	0.53%	0.32%	0.40%	0.12%	0.21%	0.22%	0.41%	1.11%	0.79%
UniBank	1.03%	0.42%	0.88%	0.28%	0.33%	0.34%	0.66%	0.00%	0.27%
Virgin Money	1.36%	1.63%	1.19%	0.89%	0.78%	1.71%	0.55%	0.30%	3.90%
<b>Non-Major Total</b>	<b>37.58%</b>	<b>34.93%</b>	<b>35.51%</b>	<b>31.84%</b>	<b>34.97%</b>	<b>38.82%</b>	<b>43.44%</b>	<b>40.11%</b>	<b>43.04%</b>

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%

# Top lenders by state

## Quarter 3 2022

### Western Australia

01. CBA	15.01%
02. Bankwest	12.81%
03. Westpac	11.02%
04. Macquarie	9.30%
05. ANZ	7.73%
06. AFG Home Loans	5.89%
07. NAB	5.78%
08. Suncorp	5.31%
09. St George Bank	5.22%
10. ING	3.37%
11. All Others	18.56%

### South Australia

01. AFG Home Loans	16.08%
02. CBA	13.67%
03. Westpac	10.59%
04. Bank SA	10.52%
05. ANZ	9.66%
06. Macquarie	6.66%
07. NAB	5.09%
08. ING	2.95%
09. Bankwest	2.42%
10. Suncorp	2.38%
11. All Others	19.99%

### Victoria

01. Macquarie	11.40%
02. AFG Home Loans	11.30%
03. CBA	11.15%
04. ANZ	10.83%
05. NAB	10.11%
06. BOM	9.41%
07. Westpac	8.87%
08. ING	3.83%
09. Bankwest	2.95%
10. AMP	1.68%
11. All Others	18.47%

### New South Wales

01. NAB	12.06%
02. CBA	11.51%
03. Macquarie	11.13%
04. AFG Home Loans	9.10%
05. St George Bank	7.96%
06. ANZ	7.59%
07. Westpac	5.64%
08. Bankwest	5.23%
09. ING	4.58%
10. Suncorp	3.91%
11. All Others	21.29%

### Queensland

01. CBA	16.91%
02. Macquarie	14.03%
03. AFG Home Loans	11.22%
04. ANZ	7.39%
05. Suncorp	6.25%
06. NAB	5.71%
07. St George Bank	5.03%
08. Westpac	4.51%
09. ING	3.46%
10. Great Southern Bank	3.25%
11. All Others	22.24%

## 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%

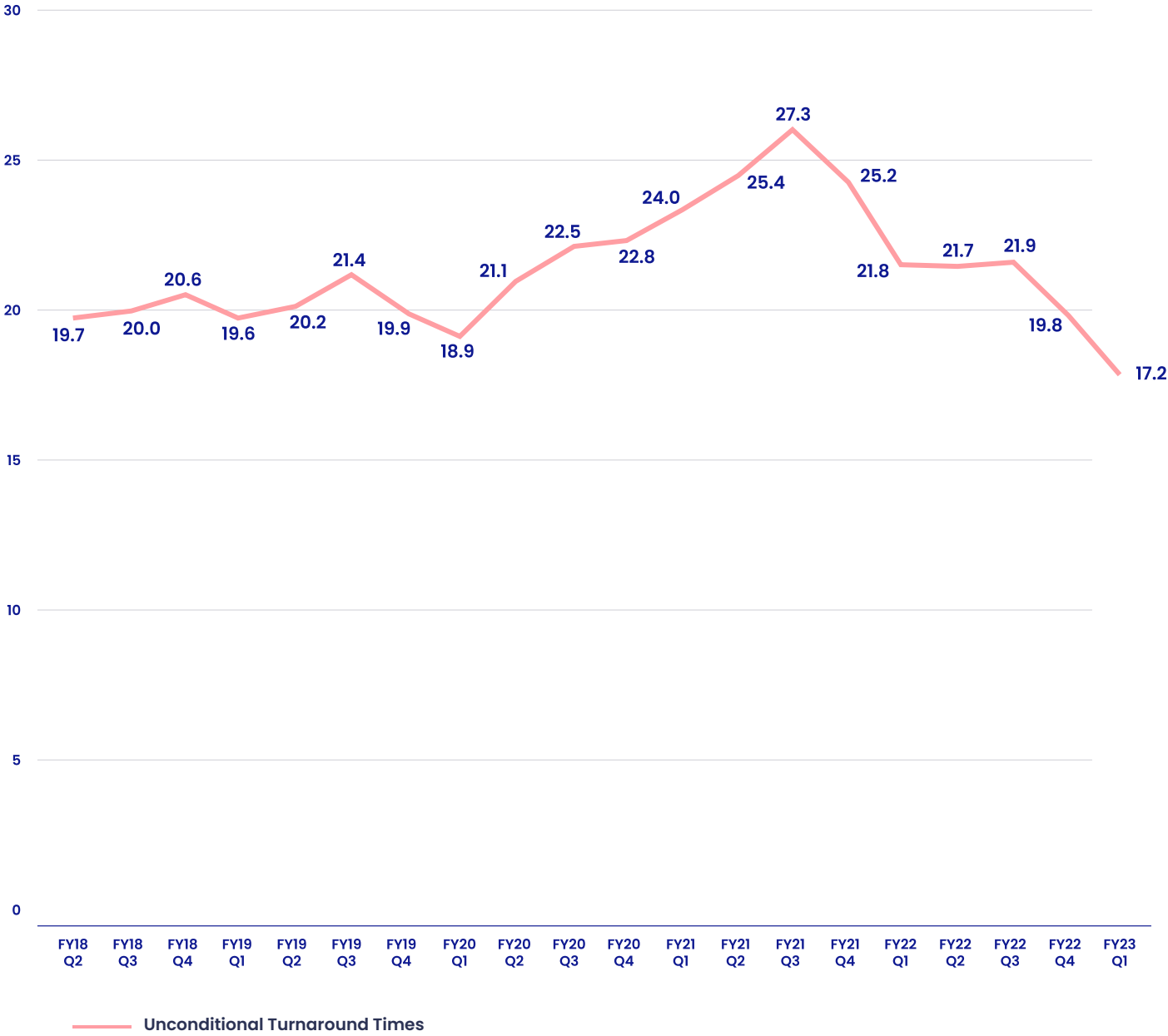
### Queensland

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%

# 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

**For media enquiries, please contact**

**Alison Clarke**  
 Head of Corporate Communications  
 P (08) 9420 7014 | P 0402 781 367  
 afgonline.com.au