

Refinancers flock to non-majors

AFG (ASX: AFG) today reported a jump in the number of Australian mortgage holders looking to leave the country's major lenders. Following on from the previous quarter, consumers refinancing their home loans have again turned their backs on the major lenders in their search for savings, according to the latest AFG Competition Index.

AFG General Manager of Sales and Operations, Mark Hewitt explained the shift. "In terms of overall mortgage sales the majors and their subsidiaries slipped by 8.1% to close the quarter with 64.1% of the market. This is a post-GFC low.

The resurgence of the non-majors has largely been driven by those borrowers seeking to refinance. "The non-majors lifted their share of the refinancing market to 43.2% across the last quarter," said Mr Hewitt.

"Suncorp with an increase of 3.3% and AMP with a lift of 2.1% led the way with refinancers, largely at the expense of the Westpac stable" he said.

Westpac and its other brands, Bank of Melbourne, Bank SA and St George dropped its share of total mortgages by a combined 8.4% for the quarter.

The majors have also pulled back from the investor market, with their share of that segment dropping by 7.0% for the quarter.

The Reserve Bank of Australia (RBA) decision to leave the official interest rate on hold at its December meeting has proved largely irrelevant to lender policies, with many lenders continuing the practice of lifting interest rates outside the RBA cycle.

"In the past week many lenders have been increasing fixed and variable interest rates. They have been targeting areas such as investment loans and this is often a trigger to encourage consumers to shop around," said Mr Hewitt.

"In the current environment it is worth picking up the phone to your mortgage broker to help understand what is happening in the market and that your loan is still the most appropriate for your circumstances."

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CONTACT DETAILS

Mark Hewitt, AFG General Manager Sales and Operations
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TABLE 1

MAJOR LENDER MARKET SHARE ALL MORTGAGES LAST 12 MONTHS

	Dec-15	Jan-16	Feb-16	Mar-16	Apr-16	May-16	Jun-16	Jul-16	Aug-16	Sep-16	Oct-16	Nov-16
ANZ	16.61%	16.16%	15.55%	15.71%	12.72%	14.82%	13.44%	13.32%	17.00%	18.44%	19.92%	17.53%
CBA	16.13%	18.35%	23.41%	22.22%	23.20%	19.98%	20.48%	19.84%	17.44%	16.62%	15.62%	16.07%
Bankwest	6.64%	8.15%	7.44%	4.45%	4.19%	4.67%	5.01%	4.33%	3.50%	3.82%	4.69%	5.09%
NAB	7.73%	7.98%	7.67%	9.03%	9.48%	10.01%	9.49%	9.74%	9.65%	8.37%	9.21%	9.23%
Westpac	9.34%	11.53%	8.86%	8.16%	9.47%	9.59%	12.41%	12.34%	13.68%	10.59%	9.11%	8.23%
BOM	3.27%	3.10%	2.13%	2.32%	2.28%	3.10%	3.00%	3.52%	2.52%	2.77%	2.76%	1.83%
Bank SA	0.89%	0.77%	0.80%	0.79%	1.09%	0.83%	1.19%	1.30%	0.95%	1.17%	0.74%	0.65%
St George Bank	5.90%	4.96%	5.77%	6.72%	6.88%	7.03%	8.18%	6.58%	7.45%	8.50%	6.51%	5.46%
Major Total	66.52%	70.98%	71.62%	69.40%	69.31%	70.04%	73.21%	70.98%	72.20%	70.28%	68.55%	64.09%

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; Rock = The Rock Building Society; La Trobe = La Trobe Financial; P&N = Police & Nurses Bank; Bank of QLD = Bank of Queensland

TABLE 2

NON MAJOR LENDER MARKET SHARE ALL MORTGAGES LAST 12 MONTHS

	Dec-15	Jan-16	Feb-16	Mar-16	Apr-16	May-16	Jun-16	Jul-16	Aug-16	Sep-16	Oct-16	Nov-16
AFGHL	5.52%	5.24%	5.90%	5.52%	6.96%	7.44%	7.33%	7.35%	6.72%	6.35%	7.29%	8.23%
AMP	1.56%	1.48%	2.18%	2.37%	2.48%	2.71%	2.57%	2.56%	2.16%	2.93%	3.36%	3.34%
Adelaide Bank	0.03%	0.08%	0.02%	0.09%	0.11%	0.07%	0.05%	0.03%	0.04%	0.04%	0.03%	0.02%
Auswide Bank	0.25%	0.44%	0.73%	0.27%	0.30%	0.24%	0.25%	0.26%	0.24%	0.42%	0.30%	0.37%
Bank Australia	1.02%	1.07%	1.10%	0.99%	1.64%	0.85%	0.46%	0.52%	0.37%	0.56%	0.84%	1.83%
Bank of China	0.15%	0.06%	0.10%	0.07%	0.33%	0.05%	0.14%	0.01%	0.02%	0.00%	0.00%	0.06%
Bank of QLD	6.99%	3.90%	2.52%	1.10%	0.49%	0.42%	0.36%	0.61%	0.76%	0.93%	1.00%	0.77%
Bank of Sydney	0.03%	0.01%	0.20%	0.00%	0.10%	0.06%	0.17%	0.12%	0.39%	1.03%	0.86%	0.32%
Beyond Bank	0.03%	0.04%	0.33%	0.36%	0.26%	0.06%	0.08%	0.08%	0.10%	0.33%	0.39%	0.43%
Bluestone	0.13%	0.18%	0.18%	0.14%	0.24%	0.19%	0.29%	0.31%	0.22%	0.20%	0.30%	0.24%
Citibank	0.39%	0.40%	0.66%	1.09%	1.18%	0.62%	0.54%	0.85%	0.81%	0.63%	0.72%	0.76%
Heritage Bank	0.31%	0.54%	0.46%	0.44%	0.48%	0.54%	0.44%	0.45%	0.39%	0.88%	0.91%	0.56%
HomeStart	0.13%	0.22%	0.18%	0.15%	0.20%	0.14%	0.13%	0.18%	0.24%	0.19%	0.21%	0.15%
ING	3.33%	1.06%	1.53%	2.29%	2.95%	4.33%	2.49%	3.08%	5.20%	3.82%	3.16%	4.05%
Keystart	0.15%	0.30%	0.19%	0.18%	0.15%	0.13%	0.14%	0.12%	0.13%	0.08%	0.15%	0.10%
La Trobe	0.38%	0.76%	0.57%	0.42%	0.60%	0.48%	0.25%	0.41%	0.39%	0.34%	0.35%	0.46%
Liberty	1.71%	1.40%	1.39%	1.74%	2.01%	1.85%	1.86%	2.17%	2.02%	1.89%	1.98%	2.27%
ME	2.17%	2.54%	2.53%	1.37%	1.20%	1.19%	1.62%	2.36%	1.92%	2.17%	2.73%	2.99%
MKM Capital Pty Ltd	0.01%	0.02%	0.00%	0.00%	0.03%	0.02%	0.02%	0.03%	0.00%	0.00%	0.02%	0.03%
Macquarie	3.99%	3.88%	3.05%	2.76%	2.69%	2.95%	2.53%	2.03%	1.93%	2.32%	2.12%	2.13%
MyState	0.26%	0.22%	0.14%	0.08%	0.09%	0.40%	0.60%	0.64%	0.46%	0.43%	0.30%	0.42%
Newcastle Permanent	0.02%	0.18%	0.14%	0.21%	0.27%	0.65%	1.72%	1.54%	0.60%	0.41%	0.23%	0.39%
P&N Bank	0.63%	0.75%	0.58%	0.70%	0.50%	0.24%	0.26%	0.26%	0.23%	0.38%	0.42%	0.28%
Pepper	0.39%	0.49%	0.57%	0.38%	0.49%	0.28%	0.33%	0.44%	0.27%	0.36%	0.24%	0.42%
QBank	0.28%	0.70%	0.42%	0.26%	0.20%	0.18%	0.10%	0.18%	0.21%	0.11%	0.03%	0.05%
Suncorp	3.61%	3.08%	2.72%	7.60%	4.74%	3.78%	1.95%	2.21%	1.82%	2.53%	3.09%	4.80%
Teachers Mutual Bank	0.00%	0.00%	0.00%	0.00%	0.01%	0.06%	0.13%	0.22%	0.15%	0.39%	0.40%	0.45%
Non-Major Total	33.48%	29.02%	28.38%	30.60%	30.69%	29.96%	26.79%	29.02%	27.80%	29.72%	31.45%	35.91%

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; Rock = The Rock Building Society; La Trobe = La Trobe Financial; P&N = Police & Nurses Bank; Bank of QLD = Bank of Queensland

TABLE 3

MAJOR LENDER MARKET SHARE - FIXED RATE MORTGAGES LAST 12 MONTHS

	Dec-15	Jan-16	Feb-16	Mar-16	Apr-16	May-16	Jun-16	Jul-16	Aug-16	Sep-16	Oct-16	Nov-16
ANZ	12.17%	13.56%	14.75%	11.38%	11.25%	20.24%	19.95%	20.13%	23.66%	16.68%	20.52%	16.41%
CBA	12.79%	15.80%	25.01%	21.97%	24.81%	19.15%	18.20%	15.55%	8.86%	12.22%	11.41%	13.37%
Bankwest	9.90%	10.09%	6.50%	2.33%	3.10%	4.81%	4.57%	4.24%	3.66%	4.32%	3.74%	5.41%
NAB	8.00%	8.99%	7.90%	7.60%	5.72%	8.52%	9.64%	10.91%	9.68%	8.77%	9.74%	10.23%
Westpac	5.89%	9.88%	9.13%	10.61%	12.30%	12.71%	10.98%	11.03%	13.54%	11.98%	11.98%	11.90%
BOM	2.17%	2.59%	1.36%	1.63%	3.43%	3.55%	4.31%	5.22%	3.87%	4.52%	4.18%	2.72%
Bank SA	0.31%	0.84%	0.43%	0.97%	1.16%	1.58%	1.16%	1.66%	0.93%	1.42%	0.94%	0.99%
St George Bank	4.36%	3.77%	4.42%	7.83%	9.41%	7.36%	11.90%	8.33%	9.56%	11.78%	9.98%	7.03%
Major Total	55.60%	65.52%	69.49%	64.33%	71.18%	77.92%	80.71%	77.06%	73.76%	71.69%	72.50%	68.06%

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TABLE 4

NON MAJOR LENDER MARKET SHARE – FIXED RATE MORTGAGES LAST 12 MONTHS

	Dec-15	Jan-16	Feb-16	Mar-16	Apr-16	May-16	Jun-16	Jul-16	Aug-16	Sep-16	Oct-16	Nov-16
AFGHL	5.89%	6.54%	7.13%	5.50%	5.33%	4.27%	5.04%	6.13%	5.54%	3.75%	2.17%	4.02%
AMP	0.43%	0.47%	0.60%	0.39%	0.85%	0.49%	0.47%	0.30%	0.25%	0.22%	0.67%	0.30%
Adelaide Bank	0.18%	0.19%	0.03%	0.03%	0.03%	0.00%	0.00%	0.02%	0.02%	0.08%	0.06%	0.00%
Auswide Bank	0.61%	1.09%	1.99%	0.80%	0.94%	0.67%	0.35%	0.60%	0.88%	1.55%	0.78%	0.82%
Bank Australia	0.33%	0.35%	0.12%	0.10%	0.16%	0.11%	0.31%	0.48%	0.17%	0.15%	0.62%	1.21%
Bank of China	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.07%	0.00%	0.00%	0.00%
Bank of QLD	17.98%	8.59%	6.00%	1.88%	0.94%	0.80%	0.41%	1.35%	2.03%	2.94%	2.94%	1.06%
Bank of Sydney	0.00%	0.07%	0.18%	0.00%	0.04%	0.06%	0.11%	0.20%	0.13%	0.00%	0.04%	0.02%
Beyond Bank	0.00%	0.00%	0.67%	0.66%	0.99%	0.08%	0.12%	0.17%	0.50%	1.38%	1.44%	1.96%
Bluestone	0.00%	0.00%	0.00%	0.00%	0.21%	0.08%	0.12%	0.10%	0.09%	0.12%	0.05%	0.13%
Citibank	0.20%	0.87%	0.66%	0.08%	0.70%	0.51%	0.19%	0.58%	1.17%	0.66%	0.67%	0.31%
Heritage Bank	0.26%	0.90%	0.47%	0.49%	0.74%	0.62%	0.33%	0.15%	0.32%	0.81%	1.03%	0.42%
HomeStart	0.00%	0.14%	0.04%	0.02%	0.04%	0.04%	0.00%	0.00%	0.14%	0.05%	0.09%	0.00%
ING	2.28%	1.03%	1.63%	2.72%	4.91%	5.03%	2.57%	3.23%	6.31%	3.75%	4.25%	7.70%
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%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Liberty	0.52%	0.14%	0.75%	0.28%	0.41%	0.21%	0.16%	0.20%	0.33%	0.25%	0.11%	0.11%
ME	6.41%	6.63%	4.14%	0.95%	1.04%	1.96%	2.31%	3.64%	4.01%	3.51%	6.30%	4.85%
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	1.77%	1.25%	1.55%	0.60%	1.34%	0.93%	0.48%	0.67%	0.44%	1.34%	0.49%	0.72%
MyState	0.12%	0.14%	0.34%	0.03%	0.00%	0.17%	0.72%	0.23%	0.28%	0.54%	0.13%	0.21%
Newcastle Permanent	0.10%	0.59%	0.42%	0.35%	0.36%	0.91%	1.78%	1.38%	0.97%	1.25%	0.60%	1.28%
P&N Bank	0.24%	0.55%	0.11%	0.06%	0.13%	0.09%	0.05%	0.08%	0.06%	0.11%	0.20%	0.18%
Pepper	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	0.75%	1.21%	0.55%	0.24%	0.15%	0.00%	0.02%	0.00%	0.03%	0.05%	0.00%	0.00%
Suncorp	6.34%	3.73%	3.16%	20.50%	9.48%	4.80%	3.16%	2.25%	1.58%	3.52%	2.74%	4.59%
Teachers Mutual Bank	0.00%	0.00%	0.00%	0.00%	0.03%	0.24%	0.60%	1.16%	0.93%	2.27%	2.12%	2.05%
Non-Major Total	44.40%	34.48%	30.51%	35.67%	28.82%	22.08%	19.29%	22.94%	26.24%	28.31%	27.50%	31.94%

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TABLE 5

MAJOR LENDER MARKET SHARE REFINANCING LAST 12 MONTHS

	Dec-15	Jan-16	Feb-16	Mar-16	Apr-16	May-16	Jun-16	Jul-16	Aug-16	Sep-16	Oct-16	Nov-16
ANZ	13.86%	16.01%	14.56%	13.88%	11.80%	14.53%	14.32%	12.67%	16.00%	20.14%	21.51%	18.45%
CBA	12.45%	16.22%	23.10%	22.41%	26.97%	19.32%	20.25%	20.27%	14.53%	14.18%	12.39%	13.04%
Bankwest	6.62%	9.92%	8.95%	4.09%	3.24%	4.59%	5.02%	4.62%	2.81%	3.02%	4.26%	4.36%
NAB	6.73%	7.12%	5.96%	7.80%	7.24%	8.92%	8.95%	10.03%	10.54%	7.03%	8.54%	9.24%
Westpac	7.06%	9.99%	6.76%	6.64%	6.90%	7.47%	10.20%	10.44%	11.99%	8.82%	7.46%	5.58%
BOM	3.51%	2.90%	2.00%	1.89%	1.98%	3.27%	2.82%	3.86%	2.50%	2.68%	2.11%	1.64%
Bank SA	0.85%	0.74%	0.77%	0.71%	1.32%	1.02%	1.13%	1.86%	1.19%	1.40%	0.85%	0.67%
St George Bank	5.10%	4.02%	4.21%	4.79%	5.88%	4.85%	6.30%	4.44%	4.43%	7.15%	4.60%	3.80%
Major Total	56.19%	66.91%	66.32%	62.22%	65.32%	63.97%	68.99%	68.20%	64.00%	64.41%	61.71%	56.79%

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TABLE 6

NON MAJOR LENDER MARKET SHARE REFINANCING LAST 12 MONTHS

	Dec-15	Jan-16	Feb-16	Mar-16	Apr-16	May-16	Jun-16	Jul-16	Aug-16	Sep-16	Oct-16	Nov-16
AFGHL	6.86%	6.31%	8.04%	7.25%	7.89%	9.20%	9.20%	8.40%	8.64%	8.07%	9.59%	9.81%
AMP	2.95%	2.46%	3.72%	3.99%	3.73%	4.38%	3.95%	4.51%	3.78%	4.82%	5.74%	5.86%
Adelaide Bank	0.03%	0.12%	0.01%	0.11%	0.08%	0.04%	0.02%	0.05%	0.05%	0.03%	0.04%	0.05%
Auswide Bank	0.15%	0.33%	0.63%	0.24%	0.19%	0.11%	0.18%	0.17%	0.25%	0.46%	0.29%	0.53%
Bank Australia	0.77%	0.93%	0.81%	0.82%	1.10%	0.42%	0.27%	0.14%	0.35%	0.53%	0.65%	1.68%
Bank of China	0.08%	0.00%	0.15%	0.02%	0.16%	0.00%	0.16%	0.00%	0.00%	0.00%	0.00%	0.09%
Bank of QLD	11.48%	5.79%	4.27%	1.42%	0.29%	0.31%	0.07%	0.42%	0.90%	0.62%	1.46%	0.31%
Bank of Sydney	0.00%	0.00%	0.16%	0.00%	0.08%	0.03%	0.20%	0.09%	0.69%	1.43%	1.56%	0.50%
Beyond Bank	0.06%	0.08%	0.46%	0.56%	0.26%	0.01%	0.05%	0.02%	0.02%	0.07%	0.15%	0.11%
Bluestone	0.30%	0.23%	0.23%	0.23%	0.41%	0.33%	0.49%	0.62%	0.38%	0.38%	0.56%	0.47%
Citibank	0.71%	0.49%	0.65%	1.57%	1.23%	0.39%	0.80%	0.47%	1.29%	0.50%	0.88%	1.09%
Heritage Bank	0.22%	0.27%	0.23%	0.28%	0.37%	0.35%	0.16%	0.23%	0.23%	0.46%	0.46%	0.36%
HomeStart	0.00%	0.00%	0.00%	0.02%	0.00%	0.00%	0.00%	0.01%	0.00%	0.01%	0.02%	0.00%
ING	4.42%	1.53%	2.09%	2.74%	3.94%	6.28%	3.11%	3.78%	7.86%	6.04%	4.08%	5.54%
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	0.49%	1.09%	0.56%	0.34%	0.68%	0.69%	0.25%	0.24%	0.48%	0.45%	0.31%	0.59%
Liberty	1.66%	1.15%	1.20%	1.42%	1.77%	1.47%	1.49%	1.56%	1.95%	1.73%	1.71%	2.26%
ME	1.84%	2.56%	2.55%	1.49%	1.36%	1.63%	1.87%	2.79%	2.31%	2.48%	3.85%	3.72%
MKM Capital Pty Ltd	0.03%	0.04%	0.00%	0.00%	0.03%	0.05%	0.00%	0.02%	0.01%	0.00%	0.07%	0.04%
Macquarie	5.11%	4.69%	3.06%	3.32%	3.24%	3.45%	3.07%	2.45%	2.41%	2.94%	2.58%	2.95%
MyState	0.17%	0.13%	0.11%	0.06%	0.06%	0.37%	0.63%	0.53%	0.46%	0.45%	0.30%	0.40%
Newcastle Permanent	0.03%	0.21%	0.26%	0.32%	0.48%	0.96%	2.46%	1.98%	1.04%	0.48%	0.22%	0.51%
P&N Bank	0.45%	0.72%	0.66%	0.68%	0.56%	0.24%	0.19%	0.10%	0.17%	0.41%	0.26%	0.23%
Pepper	0.47%	0.37%	0.69%	0.45%	0.73%	0.53%	0.33%	0.51%	0.46%	0.48%	0.34%	0.53%
QBank	0.43%	0.59%	0.56%	0.19%	0.11%	0.11%	0.12%	0.16%	0.17%	0.19%	0.05%	0.06%
Suncorp	5.10%	3.01%	2.58%	10.30%	5.92%	4.63%	1.91%	2.40%	1.92%	2.20%	2.89%	5.25%
Teachers Mutual Bank	0.00%	0.00%	0.00%	0.00%	0.00%	0.02%	0.02%	0.12%	0.17%	0.35%	0.25%	0.29%
Non-Major Total	43.81%	33.09%	33.68%	37.78%	34.68%	36.03%	31.01%	31.80%	36.00%	35.59%	38.29%	43.21%

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; Rock = The Rock Building Society; La Trobe = La Trobe Financial; P&N = Police & Nurses Bank; Bank of QLD = Bank of Queensland

TABLE 7

MAJOR LENDER MARKET SHARE INVESTOR LAST 12 MONTHS

	Dec-15	Jan-16	Feb-16	Mar-16	Apr-16	May-16	Jun-16	Jul-16	Aug-16	Sep-16	Oct-16	Nov-16
ANZ	15.72%	14.52%	14.90%	13.81%	11.86%	12.74%	12.65%	11.12%	15.85%	18.06%	17.46%	16.02%
CBA	17.60%	20.44%	25.47%	20.53%	21.27%	19.37%	21.82%	21.54%	18.82%	18.68%	16.77%	16.66%
Bankwest	4.46%	5.31%	5.40%	4.73%	5.50%	5.55%	5.67%	4.94%	3.15%	3.55%	3.81%	4.61%
NAB	9.29%	9.66%	8.94%	11.69%	12.10%	13.80%	11.48%	11.03%	12.07%	8.60%	11.16%	10.86%
Westpac	9.95%	11.66%	8.83%	8.74%	9.90%	10.14%	12.13%	12.65%	14.90%	11.46%	9.05%	9.68%
BOM	3.86%	3.03%	2.03%	2.15%	1.80%	3.00%	2.86%	3.06%	2.69%	3.23%	2.57%	1.86%
Bank SA	1.01%	0.88%	0.79%	0.73%	1.07%	0.72%	1.08%	1.59%	0.97%	1.05%	0.84%	0.72%
St George Bank	5.74%	6.43%	7.79%	7.64%	8.13%	7.44%	9.46%	7.99%	7.30%	9.25%	8.44%	8.33%
Major Total	67.62%	71.92%	74.14%	70.03%	71.63%	72.77%	77.14%	73.92%	75.75%	73.88%	70.10%	68.74%

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; Rock = The Rock Building Society; La Trobe = La Trobe Financial; P&N = Police & Nurses Bank; Bank of QLD = Bank of Queensland

TABLE 8

NON MAJOR LENDER MARKET SHARE INVESTOR LAST 12 MONTHS

	Dec-15	Jan-16	Feb-16	Mar-16	Apr-16	May-16	Jun-16	Jul-16	Aug-16	Sep-16	Oct-16	Nov-16
AFGHL	7.11%	6.54%	7.94%	5.89%	9.18%	8.81%	7.33%	7.63%	7.33%	6.75%	9.54%	10.85%
AMP	0.79%	0.82%	1.12%	1.95%	1.78%	1.59%	2.20%	2.37%	1.93%	3.16%	4.53%	3.27%
Adelaide Bank	0.07%	0.09%	0.03%	0.11%	0.08%	0.09%	0.00%	0.04%	0.03%	0.00%	0.03%	0.03%
Auswide Bank	0.14%	0.34%	0.38%	0.08%	0.42%	0.17%	0.18%	0.18%	0.09%	0.30%	0.22%	0.38%
Bank Australia	0.06%	0.24%	0.02%	0.00%	0.02%	0.02%	0.00%	0.00%	0.20%	0.11%	0.16%	0.08%
Bank of China	0.00%	0.10%	0.10%	0.07%	0.15%	0.02%	0.02%	0.00%	0.02%	0.00%	0.00%	0.00%
Bank of QLD	11.14%	4.43%	2.52%	0.78%	0.14%	0.21%	0.09%	0.31%	0.68%	0.54%	0.49%	0.37%
Bank of Sydney	0.09%	0.04%	0.51%	0.00%	0.03%	0.05%	0.02%	0.01%	0.00%	0.00%	0.13%	0.17%
Beyond Bank	0.04%	0.04%	0.42%	0.46%	0.54%	0.09%	0.04%	0.05%	0.10%	0.26%	0.21%	0.14%
Bluestone	0.13%	0.19%	0.16%	0.13%	0.28%	0.01%	0.20%	0.21%	0.30%	0.08%	0.41%	0.09%
Citibank	0.44%	0.68%	0.95%	1.81%	1.54%	1.25%	0.50%	0.99%	0.67%	0.82%	1.08%	0.66%
Heritage Bank	0.09%	0.16%	0.24%	0.17%	0.17%	0.31%	0.20%	0.21%	0.28%	0.69%	0.57%	0.51%
HomeStart	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.04%	0.00%	0.00%	0.00%
ING	0.68%	0.49%	0.34%	0.36%	0.57%	0.75%	1.17%	1.55%	1.31%	1.24%	1.21%	1.68%
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	0.57%	1.44%	1.21%	0.72%	0.52%	0.89%	0.30%	0.95%	0.84%	0.65%	0.55%	0.81%
Liberty	2.75%	1.82%	1.82%	2.44%	2.65%	2.47%	2.65%	3.38%	2.95%	2.21%	2.69%	2.25%
ME	0.52%	0.84%	1.56%	0.84%	1.38%	1.39%	2.11%	2.18%	2.62%	2.18%	1.84%	1.71%
MKM Capital Pty Ltd	0.00%	0.00%	0.00%	0.00%	0.03%	0.00%	0.00%	0.01%	0.00%	0.00%	0.00%	0.00%
Macquarie	4.91%	5.00%	3.39%	3.20%	3.93%	4.10%	2.58%	1.75%	1.91%	2.75%	1.99%	1.88%
MyState	0.36%	0.16%	0.08%	0.04%	0.05%	0.54%	0.77%	0.91%	0.69%	0.76%	0.47%	0.72%
Newcastle Permanent	0.00%	0.29%	0.04%	0.10%	0.20%	0.47%	0.57%	0.81%	0.62%	0.51%	0.29%	0.53%
P&N Bank	0.25%	0.62%	0.12%	0.31%	0.07%	0.14%	0.07%	0.04%	0.00%	0.03%	0.10%	0.08%
Pepper	0.50%	0.74%	0.62%	0.34%	0.51%	0.32%	0.39%	0.34%	0.23%	0.50%	0.19%	0.45%
QBank	0.31%	0.69%	0.43%	0.17%	0.04%	0.00%	0.05%	0.03%	0.08%	0.01%	0.00%	0.00%
Suncorp	1.44%	2.34%	1.87%	10.00%	4.09%	3.53%	1.38%	2.10%	1.32%	2.45%	3.03%	4.42%
Teachers Mutual Bank	0.00%	0.00%	0.00%	0.00%	0.00%	0.02%	0.02%	0.03%	0.03%	0.11%	0.16%	0.21%
Non-Major Total	32.38%	28.08%	25.86%	29.97%	28.37%	27.23%	22.86%	26.08%	24.25%	26.12%	29.90%	31.26%

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; Rock = The Rock Building Society; La Trobe = La Trobe Financial; P&N = Police & Nurses Bank; Bank of QLD = Bank of Queensland

TABLE 9

MAJOR LENDER MARKET SHARE FIRST HOME BUYERS LAST 12 MONTHS

	Dec-15	Jan-16	Feb-16	Mar-16	Apr-16	May-16	Jun-16	Jul-16	Aug-16	Sep-16	Oct-16	Nov-16
ANZ	15.96%	15.39%	16.10%	15.09%	11.59%	12.20%	13.77%	13.29%	16.46%	16.11%	16.40%	16.28%
CBA	16.58%	18.05%	19.18%	19.51%	20.82%	17.39%	17.79%	16.30%	16.67%	16.74%	15.65%	17.90%
Bankwest	7.96%	10.72%	7.88%	6.03%	3.63%	5.87%	5.34%	5.47%	3.64%	4.09%	7.27%	6.28%
NAB	7.84%	5.21%	6.88%	6.54%	8.52%	6.85%	7.64%	8.60%	7.29%	7.97%	6.60%	8.81%
Westpac	12.44%	11.71%	12.90%	13.67%	14.80%	17.41%	19.75%	22.53%	23.76%	18.74%	15.51%	11.75%
BOM	3.78%	3.65%	2.21%	5.04%	4.52%	4.40%	5.48%	4.60%	4.08%	5.12%	4.14%	2.96%
Bank SA	0.54%	0.29%	0.49%	0.55%	0.25%	0.27%	0.77%	0.51%	0.35%	0.83%	0.51%	0.43%
St George Bank	3.92%	2.84%	3.85%	5.52%	5.48%	5.64%	6.52%	4.81%	5.89%	6.84%	5.18%	2.62%
Major Total	69.02%	67.84%	69.48%	71.96%	69.60%	70.04%	77.06%	76.11%	78.15%	76.45%	71.26%	67.04%

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; Rock = The Rock Building Society; La Trobe = La Trobe Financial; P&N = Police & Nurses Bank; Bank of QLD = Bank of Queensland

TABLE 10

NON MAJOR LENDER MARKET SHARE FIRST HOME BUYERS LAST 12 MONTHS

	Dec-15	Jan-16	Feb-16	Mar-16	Apr-16	May-16	Jun-16	Jul-16	Aug-16	Sep-16	Oct-16	Nov-16
AFGHL	2.62%	2.80%	4.12%	2.65%	3.10%	5.31%	4.26%	3.66%	4.40%	2.97%	3.49%	4.46%
AMP	0.73%	1.18%	0.97%	1.06%	0.90%	0.91%	0.66%	0.13%	0.26%	0.44%	0.84%	0.47%
Adelaide Bank	0.00%	0.00%	0.00%	0.00%	0.11%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Auswide Bank	1.20%	1.20%	1.60%	1.09%	0.67%	0.95%	0.45%	0.46%	0.22%	0.80%	0.91%	0.64%
Bank Australia	2.02%	2.58%	3.64%	3.48%	4.94%	2.22%	0.96%	1.91%	0.59%	0.79%	1.74%	2.83%
Bank of China	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Bank of QLD	4.62%	3.28%	1.71%	2.12%	1.59%	1.34%	0.99%	1.06%	0.94%	1.85%	2.06%	2.24%
Bank of Sydney	0.00%	0.00%	0.00%	0.00%	0.00%	0.11%	0.00%	0.00%	0.28%	0.59%	0.57%	0.35%
Beyond Bank	0.10%	0.00%	0.21%	0.31%	0.88%	0.24%	0.00%	0.34%	0.16%	1.39%	1.30%	2.28%
Bluestone	0.00%	0.00%	0.00%	0.00%	0.00%	0.22%	0.07%	0.00%	0.00%	0.00%	0.00%	0.11%
Citibank	0.15%	0.00%	0.09%	0.09%	0.36%	0.12%	0.10%	0.13%	0.20%	0.00%	0.35%	0.13%
Heritage Bank	0.64%	1.25%	0.89%	0.88%	1.04%	0.70%	1.36%	1.23%	0.83%	1.83%	2.11%	1.24%
HomeStart	1.48%	1.72%	1.33%	1.31%	2.10%	1.16%	1.22%	1.80%	1.86%	1.74%	1.53%	1.36%
ING	1.97%	0.67%	0.69%	1.61%	2.05%	4.27%	2.31%	2.22%	3.49%	0.78%	2.77%	2.61%
Keystart	1.60%	3.06%	1.89%	1.89%	1.94%	1.50%	1.65%	1.21%	1.27%	0.80%	1.31%	1.17%
La Trobe	0.08%	0.73%	0.00%	0.09%	0.00%	0.07%	0.07%	0.00%	0.00%	0.00%	0.07%	0.00%
Liberty	0.94%	0.90%	0.89%	1.48%	1.56%	1.61%	1.67%	1.89%	1.29%	1.92%	1.16%	1.82%
ME	5.44%	7.24%	6.50%	2.51%	1.49%	1.45%	1.27%	3.14%	1.88%	1.97%	2.42%	3.50%
MKM Capital Pty Ltd	0.00%	0.00%	0.00%	0.00%	0.08%	0.00%	0.04%	0.00%	0.00%	0.00%	0.00%	0.00%
Macquarie	1.56%	1.09%	0.36%	1.01%	0.54%	1.17%	0.78%	0.76%	0.54%	0.37%	1.14%	0.69%
MyState	0.21%	0.30%	0.38%	0.20%	0.45%	0.97%	0.71%	0.80%	0.43%	0.08%	0.12%	0.14%
Newcastle Permanent	0.00%	0.00%	0.00%	0.08%	0.00%	0.43%	0.82%	0.48%	0.50%	0.13%	0.08%	0.20%
P&N Bank	0.76%	0.85%	0.95%	1.62%	1.37%	0.18%	0.92%	0.57%	0.51%	0.84%	0.84%	0.64%
Pepper	0.08%	0.00%	0.19%	0.07%	0.00%	0.22%	0.00%	0.00%	0.00%	0.06%	0.07%	0.21%
QBank	0.43%	1.31%	1.01%	0.42%	0.50%	0.70%	0.34%	0.34%	0.27%	0.00%	0.09%	0.00%
Suncorp	4.34%	1.99%	3.10%	4.07%	4.64%	4.12%	1.57%	1.25%	1.66%	3.41%	3.18%	4.88%
Teachers Mutual Bank	0.00%	0.00%	0.00%	0.00%	0.09%	0.00%	0.72%	0.53%	0.27%	0.79%	0.58%	0.98%
Non-Major Total	30.98%	32.16%	30.52%	28.04%	30.40%	29.96%	22.94%	23.89%	21.85%	23.55%	28.74%	32.96%

ABBREVIATIONS

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TOP LENDERS BY STATE

September 2016

Western Australia

01. CBA	17.13%
02. ANZ	16.22%
03. Westpac	14.21%
04. Bankwest	10.08%
05. NAB	7.03%
06. AFGHL	6.35%
07. St George Bank	6.34%
08. ME	3.64%
09. ING	3.58%
10. P&N Bank	3.15%
11. All Others	12.27%

South Australia

01. Bank SA	19.68%
02. CBA	15.06%
03. ANZ	11.22%
04. Westpac	11.04%
05. AFGHL	9.74%
06. AMP	5.77%
07. NAB	5.74%
08. ING	4.57%
09. HomeStart	3.49%
10. Bankwest	3.32%
11. All Others	10.36%

Victoria

01. ANZ	23.18%
02. CBA	15.85%
03. Westpac	10.36%
04. BOM	9.95%
05. NAB	8.41%
06. AFGHL	6.38%
07. ING	3.56%
08. Macquarie	3.37%
09. Liberty	2.86%
10. Bankwest	2.82%
11. All Others	13.28%

Queensland

01. CBA	21.52%
02. ANZ	14.25%
03. Westpac	12.45%
04. St George Bank	9.83%
05. AFGHL	7.16%
06. NAB	6.96%
07. Suncorp	5.57%
08. AMP	3.06%
09. Bankwest	2.94%
10. Macquarie	2.57%
11. All Others	13.68%

New South Wales

01. ANZ	18.76%
02. St George Bank	16.10%
03. CBA	14.64%
04. NAB	9.85%
05. Westpac	8.69%
06. AFGHL	5.48%
07. ING	4.66%
08. AMP	3.30%
09. Bankwest	3.05%
10. ME	2.26%
11. All Others	13.21%

October 2016

Western Australia

01. CBA	17.03%
02. ANZ	15.20%
03. Westpac	13.63%
04. Bankwest	11.27%
05. NAB	8.66%
06. ME	5.40%
07. AFGHL	4.75%
08. St George Bank	4.61%
09. P&N Bank	3.46%
10. ING	2.18%
11. All Others	13.80%

South Australia

01. CBA	16.66%
02. Bank SA	12.65%
03. AFGHL	12.13%
04. Westpac	11.03%
05. ANZ	10.72%
06. NAB	10.60%
07. Bankwest	5.74%
08. HomeStart	4.35%
09. AMP	3.89%
10. ING	2.99%
11. All Others	9.25%

Victoria

01. ANZ	27.29%
02. CBA	12.37%
03. BOM	9.11%
04. Westpac	8.67%
05. NAB	8.21%
06. AFGHL	7.68%
07. Bankwest	3.72%
08. Liberty	2.78%
09. Suncorp	2.76%
10. AMP	2.63%
11. All Others	14.78%

Queensland

01. CBA	20.71%
02. ANZ	12.53%
03. Westpac	11.70%
04. St George Bank	9.20%
05. NAB	8.39%
06. AFGHL	7.18%
07. Suncorp	6.70%
08. Bankwest	3.26%
09. AMP	3.19%
10. Macquarie	3.02%
11. All Others	14.12%

New South Wales

01. ANZ	20.15%
02. CBA	15.08%
03. St George Bank	12.00%
04. NAB	10.41%
05. AFGHL	7.22%
06. Westpac	6.45%
07. AMP	4.53%
08. ING	4.47%
09. Bankwest	3.87%
10. ME	2.95%
11. All Others	12.87%

November 2016

Western Australia

01. CBA	19.05%
02. ANZ	14.34%
03. Bankwest	11.18%
04. NAB	9.13%
05. Westpac	8.86%
06. AFGHL	6.78%
07. ME	5.33%
08. ING	3.91%
09. Suncorp	3.66%
10. St George Bank	2.61%
11. All Others	15.15%

South Australia

01. CBA	15.74%
02. AFGHL	13.74%
03. ANZ	13.30%
04. Bank SA	11.60%
05. Westpac	9.46%
06. Bankwest	6.97%
07. NAB	6.61%
08. AMP	6.61%
09. ING	3.66%
10. HomeStart	2.74%
11. All Others	9.56%

Victoria

01. ANZ	23.13%
02. CBA	14.31%
03. NAB	8.95%
04. AFGHL	8.48%
05. Westpac	8.36%
06. BOM	6.52%
07. Bankwest	4.38%
08. Suncorp	3.66%
09. ME	3.13%
10. Liberty	3.12%
11. All Others	15.96%

Queensland

01. CBA	21.36%
02. ANZ	12.47%
03. Westpac	11.76%
04. Suncorp	9.20%
05. AFGHL	8.13%
06. NAB	7.63%
07. St George Bank	6.29%
08. Bankwest	3.43%
09. Macquarie	2.79%
10. AMP	2.44%
11. All Others	14.49%

New South Wales

01. ANZ	16.99%
02. CBA	14.01%
03. NAB	10.47%
04. St George Bank	10.47%
05. AFGHL	7.82%
06. Westpac	6.34%
07. ING	5.93%
08. Suncorp	4.57%
09. Bankwest	4.31%
10. AMP	3.98%
11. All Others	15.12%

**Product Mix Basic/Standard
November 2016**

**Product Mix Fixed
November 2016**

