

## Refinancers shop around

Australians refinancing their home loans have turned to the non-majors in the past three months in their search for savings, according to the latest AFG Competition Index.

AFG General Manager of Sales and Operations, Mark Hewitt explained the shift. “The non-majors have increased their share of the refinancing market from 31% to 36% in the last quarter.”

“ING are the big winner, lifting their share from 3.1% to 7.8%. CBA has taken a back seat dropping their share of the refinancing market from 20.2% to 14.6%.”

The decision in August by the Reserve Bank of Australia (RBA) to drop the official cash rate saw a flurry of activity by lenders with most choosing to pass on a cut to their own rates, but the level of discount was varied. Lenders also typically passed on a greater interest rate cut to owner-occupiers than to investors and many delayed passing on their rate cuts for several weeks after they were initially announced.

“In terms of overall mortgage sales by the non-majors, ING are at a 12 month high on 5.2%. This is at the expense of Suncorp, who are now sitting at 1.8% after a peak of 7.6% back in March of this year.

Competition between the majors for the investor market saw a number of changes to market share across the quarter. CBA pulled back to close the quarter at 19%, however still tops the list with ANZ jumping to second place with 15.7% and Westpac showing a steady lift of their share of the investor market across the quarter to now be sitting at 15.2%.

“Westpac also cemented their position as the lender of choice for First Home Buyers. They now fund nearly 24% of all First Home Buyer loans.”

The traditional jostling for position that occurs across the market as a whole was again evident in the results for the majors. “Across all mortgage types ANZ and Westpac both regained market share to close out the quarter at 16.9% and 13.8% respectively. At the same time CBA pulled back from pricing discounts to drop their share to 17.5%,” said Mr Hewitt.

Record low interest rates have also seen fixed rate products in hot demand this year. “ANZ has doubled their share of the fixed rate pie since April, with their total share of this market now sitting at 24%,” said Mr Hewitt. “In the same period CBA has seen their share of the fixed rate market shrink by 67%”

“For the non-majors chasing those looking to fix their interest rate, ING was again a winner doubling their share of that segment of the market.”

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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**

	Sep-15	Oct-15	Nov-15	Dec-15	Jan-16	Feb-16	Mar-16	Apr-16	May-16	Jun-16	Jul-16	Aug-16
<b>ANZ</b>	18.3%	17.2%	16.8%	16.6%	16.2%	15.5%	15.7%	12.7%	14.8%	13.4%	13.2%	16.9%
<b>CBA</b>	17.7%	18.0%	17.0%	16.1%	18.4%	23.4%	22.2%	23.2%	20.0%	20.5%	19.7%	17.5%
<b>Bankwest</b>	4.0%	4.6%	5.1%	6.6%	8.1%	7.4%	4.5%	4.2%	4.7%	5.0%	4.3%	3.5%
<b>NAB</b>	1.1%	0.8%	1.5%	0.8%	1.0%	0.9%	1.0%	0.7%	0.8%	1.3%	1.1%	1.1%
<b>NAB Broker</b>	6.7%	7.0%	7.4%	6.9%	6.9%	6.8%	8.1%	8.8%	9.2%	8.2%	9.3%	8.5%
<b>Westpac</b>	12.9%	13.1%	11.1%	9.3%	11.5%	8.8%	8.2%	9.5%	9.6%	12.5%	12.5%	13.8%
<b>BOM</b>	2.9%	3.1%	2.5%	3.3%	3.1%	2.1%	2.3%	2.3%	3.1%	3.0%	3.5%	2.5%
<b>Bank SA</b>	1.0%	1.1%	1.2%	0.9%	0.8%	0.8%	0.8%	1.1%	0.8%	1.2%	1.3%	0.9%
<b>St George Bank</b>	8.1%	8.1%	7.1%	5.9%	5.0%	5.8%	6.7%	6.9%	7.0%	8.2%	6.5%	7.4%
<b>Major Total</b>	<b>72.8%</b>	<b>73.1%</b>	<b>69.7%</b>	<b>66.5%</b>	<b>71.0%</b>	<b>71.6%</b>	<b>69.4%</b>	<b>69.3%</b>	<b>70.0%</b>	<b>73.2%</b>	<b>71.3%</b>	<b>72.2%</b>

TABLE 2

**NON MAJOR LENDER MARKET SHARE ALL MORTGAGES LAST 12 MONTHS**

	Sep-15	Oct-15	Nov-15	Dec-15	Jan-16	Feb-16	Mar-16	Apr-16	May-16	Jun-16	Jul-16	Aug-16
<b>AFGHL</b>	6.2%	6.2%	6.2%	5.5%	5.2%	5.9%	5.5%	7.0%	7.4%	7.3%	7.3%	6.7%
<b>AMP</b>	1.4%	1.3%	1.4%	1.6%	1.5%	2.2%	2.4%	2.5%	2.7%	2.6%	2.5%	2.1%
<b>Adelaide Bank</b>	0.1%	0.1%	0.1%	0.0%	0.1%	0.0%	0.1%	0.1%	0.1%	0.0%	0.0%	0.0%
<b>Auswide Bank</b>	0.1%	0.1%	0.3%	0.3%	0.4%	0.7%	0.3%	0.3%	0.2%	0.3%	0.3%	0.2%
<b>Bank of QLD</b>	4.2%	3.1%	5.3%	7.0%	3.9%	2.5%	1.1%	0.5%	0.4%	0.4%	0.6%	0.8%
<b>Citibank</b>	0.6%	0.3%	0.3%	0.4%	0.4%	0.7%	1.1%	1.2%	0.6%	0.5%	0.8%	0.8%
<b>Heritage Bank</b>	0.4%	0.3%	0.7%	0.3%	0.5%	0.5%	0.4%	0.5%	0.5%	0.4%	0.4%	0.4%
<b>HomeStart</b>	0.1%	0.1%	0.2%	0.1%	0.2%	0.2%	0.2%	0.2%	0.1%	0.1%	0.2%	0.2%
<b>ING</b>	4.3%	4.7%	3.2%	3.3%	1.1%	1.5%	2.3%	2.9%	4.3%	2.5%	3.1%	5.2%
<b>Keystart</b>	0.8%	0.5%	0.4%	0.1%	0.3%	0.2%	0.2%	0.1%	0.1%	0.1%	0.1%	0.1%
<b>La Trobe</b>	0.3%	0.2%	0.3%	0.4%	0.8%	0.6%	0.4%	0.6%	0.5%	0.2%	0.4%	0.4%
<b>Liberty</b>	1.9%	1.6%	1.8%	1.7%	1.4%	1.4%	1.7%	2.0%	1.8%	1.9%	2.1%	2.1%
<b>ME</b>	0.7%	1.0%	1.4%	2.2%	2.5%	2.5%	1.4%	1.2%	1.2%	1.6%	2.3%	1.9%
<b>Macquarie</b>	2.7%	3.1%	3.7%	4.0%	3.9%	3.0%	2.8%	2.7%	3.0%	2.5%	2.0%	1.9%
<b>P&amp;N Bank</b>	0.4%	0.5%	0.4%	0.6%	0.7%	0.6%	0.7%	0.5%	0.2%	0.3%	0.3%	0.2%
<b>Pepper</b>	0.3%	0.3%	0.4%	0.4%	0.5%	0.6%	0.4%	0.5%	0.3%	0.3%	0.4%	0.3%
<b>Suncorp</b>	2.2%	2.8%	3.0%	3.6%	3.1%	2.8%	7.6%	4.7%	3.8%	1.9%	2.2%	1.8%
<b>Rock</b>	0.2%	0.3%	0.2%	0.3%	0.2%	0.1%	0.1%	0.0%	0.1%	0.2%	0.2%	0.1%
<b>Other</b>	0.4%	0.4%	1.0%	1.7%	2.3%	2.5%	2.0%	3.1%	2.5%	3.5%	3.4%	2.5%
<b>Non-Major Total</b>	<b>27.2%</b>	<b>26.9%</b>	<b>30.3%</b>	<b>33.5%</b>	<b>29.0%</b>	<b>28.4%</b>	<b>30.6%</b>	<b>30.7%</b>	<b>30.0%</b>	<b>26.8%</b>	<b>28.7%</b>	<b>27.8%</b>

**ABBREVIATIONS**

AFGHL = AFG Home Loans; ING = ING Direct; BOM = Bank of Melbourne; Macquarie = Macquarie Bank; AMP = AMP Bank; Liberty = Liberty Financial; Pepper = Pepper Homeloans; Adelaide = Adelaide Bank; Heritage = Heritage Bank; HomeStart Finance = Homestart; 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**

	Sep-15	Oct-15	Nov-15	Dec-15	Jan-16	Feb-16	Mar-16	Apr-16	May-16	Jun-16	Jul-16	Aug-16
<b>ANZ</b>	11.6%	9.8%	9.6%	12.2%	13.7%	14.8%	11.4%	11.3%	20.2%	20.0%	20.1%	24.0%
<b>CBA</b>	10.9%	14.0%	14.1%	12.7%	15.8%	25.0%	22.0%	24.7%	19.1%	18.5%	15.2%	8.2%
<b>Bankwest</b>	3.1%	9.4%	11.0%	9.9%	10.1%	6.5%	2.3%	3.1%	4.8%	4.4%	4.3%	3.7%
<b>NAB</b>	0.5%	0.3%	0.3%	0.3%	0.2%	0.6%	0.3%	0.1%	0.2%	0.2%	0.4%	0.1%
<b>NAB Broker</b>	5.2%	4.9%	5.9%	7.7%	8.8%	7.3%	7.3%	5.6%	8.4%	9.5%	10.5%	9.7%
<b>Westpac</b>	7.3%	8.7%	9.1%	5.9%	9.9%	9.1%	10.6%	12.4%	12.8%	11.0%	11.1%	13.7%
<b>BOM</b>	2.7%	1.5%	1.6%	2.2%	2.6%	1.4%	1.6%	3.5%	3.6%	4.3%	5.2%	3.8%
<b>Bank SA</b>	0.4%	0.9%	0.4%	0.3%	0.8%	0.4%	1.0%	1.2%	1.6%	1.2%	1.7%	0.9%
<b>St George Bank</b>	6.7%	5.3%	6.0%	4.4%	3.8%	4.4%	7.8%	9.3%	7.3%	11.9%	8.5%	9.5%
<b>Major Total</b>	<b>48.4%</b>	<b>54.9%</b>	<b>58.2%</b>	<b>55.6%</b>	<b>65.6%</b>	<b>69.4%</b>	<b>64.3%</b>	<b>71.1%</b>	<b>77.9%</b>	<b>80.9%</b>	<b>77.0%</b>	<b>73.6%</b>

TABLE 4

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

	Sep-15	Oct-15	Nov-15	Dec-15	Jan-16	Feb-16	Mar-16	Apr-16	May-16	Jun-16	Jul-16	Aug-16
<b>AFGHL</b>	9.9%	10.1%	7.4%	5.9%	6.5%	7.1%	5.5%	5.3%	4.3%	5.1%	6.1%	5.6%
<b>AMP</b>	1.1%	1.1%	0.6%	0.4%	0.5%	0.6%	0.4%	0.9%	0.5%	0.5%	0.3%	0.2%
<b>Adelaide Bank</b>	0.1%	0.0%	0.3%	0.2%	0.2%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
<b>Auswide Bank</b>	0.6%	0.6%	1.0%	0.6%	1.1%	2.0%	0.8%	0.9%	0.7%	0.3%	0.6%	0.9%
<b>Bank of QLD</b>	23.6%	18.3%	16.6%	18.0%	8.6%	6.0%	1.9%	0.9%	0.8%	0.4%	1.4%	2.0%
<b>Citibank</b>	1.4%	0.2%	0.5%	0.2%	0.9%	0.7%	0.1%	0.7%	0.5%	0.2%	0.6%	1.2%
<b>Heritage Bank</b>	0.4%	0.3%	0.6%	0.3%	0.9%	0.5%	0.5%	0.7%	0.6%	0.3%	0.1%	0.3%
<b>HomeStart</b>	0.0%	0.0%	0.0%	0.0%	0.1%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.1%
<b>ING</b>	6.1%	5.4%	3.4%	2.3%	1.0%	1.6%	2.7%	4.9%	5.0%	2.3%	3.3%	6.4%
<b>Keystart</b>	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
<b>La Trobe</b>	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
<b>Liberty</b>	0.5%	0.3%	0.3%	0.5%	0.1%	0.7%	0.3%	0.4%	0.2%	0.2%	0.2%	0.3%
<b>ME</b>	2.0%	3.6%	5.3%	6.4%	6.6%	4.1%	1.0%	1.0%	2.0%	2.3%	3.6%	4.1%
<b>Macquarie</b>	1.1%	1.5%	1.4%	1.8%	1.2%	1.5%	0.6%	1.3%	0.9%	0.5%	0.7%	0.4%
<b>P&amp;N Bank</b>	1.3%	0.6%	0.3%	0.2%	0.5%	0.1%	0.1%	0.1%	0.1%	0.1%	0.1%	0.1%
<b>Pepper</b>	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
<b>Suncorp</b>	2.9%	2.9%	3.0%	6.3%	3.7%	3.2%	20.5%	9.5%	4.8%	3.1%	2.3%	1.6%
<b>Rock</b>	0.2%	0.1%	0.3%	0.1%	0.1%	0.3%	0.0%	0.0%	0.1%	0.6%	0.0%	0.2%
<b>Other</b>	0.3%	0.1%	0.7%	1.2%	2.2%	1.9%	1.4%	1.9%	1.6%	3.2%	3.7%	3.0%
<b>Non-Major Total</b>	<b>51.6%</b>	<b>45.1%</b>	<b>41.8%</b>	<b>44.4%</b>	<b>34.4%</b>	<b>30.6%</b>	<b>35.7%</b>	<b>28.9%</b>	<b>22.1%</b>	<b>19.1%</b>	<b>23.0%</b>	<b>26.4%</b>

**ABBREVIATIONS**

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

TABLE 5

**MAJOR LENDER MARKET SHARE REFINANCING LAST 12 MONTHS**

	Sep-15	Oct-15	Nov-15	Dec-15	Jan-16	Feb-16	Mar-16	Apr-16	May-16	Jun-16	Jul-16	Aug-16
<b>ANZ</b>	18.3%	15.3%	14.6%	13.9%	16.0%	14.6%	13.9%	11.8%	14.6%	14.3%	12.6%	15.9%
<b>CBA</b>	14.1%	14.5%	13.7%	12.4%	16.2%	23.1%	22.3%	27.0%	19.4%	20.2%	20.2%	14.6%
<b>Bankwest</b>	3.6%	4.9%	5.7%	6.6%	9.9%	9.0%	4.1%	3.2%	4.6%	5.0%	4.6%	2.8%
<b>NAB</b>	1.0%	0.6%	1.0%	0.9%	0.4%	0.2%	1.1%	0.6%	0.7%	1.3%	0.7%	1.1%
<b>NAB Broker</b>	6.2%	6.3%	6.6%	5.8%	6.7%	5.8%	6.7%	6.6%	8.2%	7.6%	9.3%	9.4%
<b>Westpac</b>	12.1%	13.0%	9.8%	7.1%	10.0%	6.7%	6.7%	7.0%	7.5%	10.3%	10.7%	12.1%
<b>BOM</b>	3.0%	3.3%	2.2%	3.5%	2.9%	2.0%	1.9%	2.0%	3.3%	2.8%	3.9%	2.5%
<b>Bank SA</b>	1.1%	1.6%	1.1%	0.8%	0.7%	0.8%	0.7%	1.3%	1.0%	1.1%	1.9%	1.2%
<b>St George Bank</b>	7.2%	7.4%	5.7%	5.1%	4.1%	4.2%	4.8%	5.9%	4.7%	6.4%	4.4%	4.4%
<b>Major Total</b>	66.7%	66.9%	60.4%	56.2%	66.9%	66.3%	62.2%	65.3%	63.9%	69.0%	68.3%	63.9%

TABLE 6

**NON MAJOR LENDER MARKET SHARE REFINANCING LAST 12 MONTHS**

	Sep-15	Oct-15	Nov-15	Dec-15	Jan-16	Feb-16	Mar-16	Apr-16	May-16	Jun-16	Jul-16	Aug-16
<b>AFGHL</b>	8.5%	8.2%	7.8%	6.9%	6.3%	8.0%	7.3%	7.9%	9.2%	9.2%	8.3%	8.6%
<b>AMP</b>	2.1%	2.3%	2.5%	3.0%	2.5%	3.7%	4.0%	3.7%	4.4%	3.9%	4.5%	3.8%
<b>Adelaide Bank</b>	0.2%	0.1%	0.2%	0.0%	0.1%	0.0%	0.1%	0.2%	0.0%	0.0%	0.1%	0.1%
<b>Auswide Bank</b>	0.1%	0.1%	0.1%	0.2%	0.3%	0.6%	0.2%	0.2%	0.1%	0.2%	0.2%	0.3%
<b>Bank of QLD</b>	6.2%	4.1%	8.7%	11.5%	5.8%	4.3%	1.4%	0.3%	0.3%	0.1%	0.4%	0.9%
<b>Citibank</b>	0.7%	0.4%	0.5%	0.7%	0.5%	0.7%	1.5%	1.2%	0.4%	0.8%	0.5%	1.3%
<b>Heritage Bank</b>	0.2%	0.2%	0.5%	0.2%	0.3%	0.2%	0.3%	0.4%	0.3%	0.2%	0.2%	0.2%
<b>HomeStart</b>	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
<b>ING</b>	5.3%	6.8%	4.9%	4.4%	1.5%	2.1%	2.7%	3.9%	6.3%	3.1%	3.8%	7.8%
<b>Keystart</b>	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
<b>La Trobe</b>	0.3%	0.2%	0.2%	0.5%	1.1%	0.6%	0.3%	0.7%	0.7%	0.2%	0.2%	0.5%
<b>Liberty</b>	1.9%	1.4%	1.9%	1.7%	1.1%	1.2%	1.4%	1.8%	1.5%	1.5%	1.6%	2.1%
<b>ME</b>	0.6%	0.8%	1.6%	1.8%	2.6%	2.6%	1.5%	1.4%	1.6%	1.9%	2.8%	2.3%
<b>Macquarie</b>	3.4%	3.4%	4.5%	5.1%	4.7%	3.1%	3.3%	3.2%	3.5%	3.1%	2.4%	2.4%
<b>P&amp;N Bank</b>	0.4%	0.6%	0.3%	0.5%	0.7%	0.7%	0.7%	0.6%	0.2%	0.2%	0.1%	0.2%
<b>Pepper</b>	0.5%	0.3%	0.7%	0.5%	0.4%	0.7%	0.4%	0.7%	0.5%	0.3%	0.5%	0.5%
<b>Suncorp</b>	2.2%	3.3%	3.7%	5.1%	3.0%	2.6%	10.3%	5.9%	4.6%	1.9%	2.4%	1.9%
<b>Rock</b>	0.2%	0.2%	0.2%	0.2%	0.1%	0.1%	0.1%	0.1%	0.0%	0.2%	0.1%	0.1%
<b>Other</b>	0.6%	0.6%	1.1%	1.7%	2.1%	2.6%	2.1%	2.6%	2.3%	4.2%	3.6%	3.2%
<b>Non-Major Total</b>	33.3%	33.1%	39.6%	43.8%	33.1%	33.7%	37.8%	34.7%	36.1%	31.0%	31.7%	36.1%

**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**

	Sep-15	Oct-15	Nov-15	Dec-15	Jan-16	Feb-16	Mar-16	Apr-16	May-16	Jun-16	Jul-16	Aug-16
<b>ANZ</b>	19.0%	18.3%	16.2%	15.7%	14.5%	14.9%	13.8%	11.9%	12.8%	12.6%	11.0%	15.7%
<b>CBA</b>	17.6%	19.8%	17.8%	17.6%	20.5%	25.4%	20.5%	21.2%	19.4%	21.8%	21.5%	19.0%
<b>Bankwest</b>	2.2%	2.2%	2.9%	4.5%	5.3%	5.4%	4.7%	5.5%	5.6%	5.6%	4.9%	3.1%
<b>NAB</b>	1.2%	1.2%	2.8%	1.2%	1.3%	1.0%	1.5%	0.8%	1.2%	1.9%	1.3%	1.9%
<b>NAB Broker</b>	9.1%	7.5%	9.8%	8.1%	8.3%	7.9%	10.2%	11.3%	12.6%	9.5%	9.6%	10.1%
<b>Westpac</b>	10.4%	12.6%	10.9%	9.9%	11.7%	8.8%	8.8%	10.0%	10.2%	12.4%	13.2%	15.2%
<b>BOM</b>	2.9%	3.2%	2.0%	3.9%	3.0%	2.0%	2.2%	1.8%	3.1%	2.8%	3.1%	2.7%
<b>Bank SA</b>	0.9%	0.8%	1.2%	1.0%	0.9%	0.8%	0.7%	1.1%	0.7%	1.1%	1.6%	0.9%
<b>St George Bank</b>	9.0%	8.5%	7.6%	5.7%	6.5%	7.8%	7.6%	8.1%	7.3%	9.5%	8.0%	7.2%
<b>Major Total</b>	<b>72.3%</b>	<b>74.3%</b>	<b>71.0%</b>	<b>67.6%</b>	<b>71.9%</b>	<b>74.1%</b>	<b>70.0%</b>	<b>71.7%</b>	<b>72.7%</b>	<b>77.2%</b>	<b>74.1%</b>	<b>75.9%</b>

TABLE 8

**NON MAJOR LENDER MARKET SHARE INVESTOR LAST 12 MONTHS**

	Sep-15	Oct-15	Nov-15	Dec-15	Jan-16	Feb-16	Mar-16	Apr-16	May-16	Jun-16	Jul-16	Aug-16
<b>AFGHL</b>	8.3%	7.3%	7.6%	7.1%	6.5%	7.9%	5.9%	9.2%	8.8%	7.3%	7.6%	7.3%
<b>AMP</b>	0.1%	0.0%	0.3%	0.8%	0.8%	1.1%	1.9%	1.8%	1.6%	2.2%	2.3%	1.9%
<b>Adelaide Bank</b>	0.2%	0.0%	0.0%	0.1%	0.1%	0.0%	0.1%	0.1%	0.1%	0.0%	0.0%	0.0%
<b>Auswide Bank</b>	0.1%	0.3%	0.2%	0.1%	0.3%	0.4%	0.1%	0.4%	0.2%	0.2%	0.2%	0.1%
<b>Bank of QLD</b>	6.6%	6.1%	9.5%	11.1%	4.4%	2.5%	0.8%	0.1%	0.2%	0.1%	0.3%	0.7%
<b>Citibank</b>	0.8%	0.6%	0.2%	0.4%	0.7%	0.9%	1.8%	1.5%	1.3%	0.5%	1.0%	0.7%
<b>Heritage Bank</b>	0.1%	0.2%	0.2%	0.1%	0.2%	0.2%	0.2%	0.2%	0.3%	0.2%	0.2%	0.3%
<b>HomeStart</b>	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
<b>ING</b>	1.1%	0.8%	0.4%	0.7%	0.5%	0.3%	0.4%	0.6%	0.8%	1.2%	1.6%	1.4%
<b>Keystart</b>	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
<b>La Trobe</b>	0.4%	0.5%	0.4%	0.7%	1.4%	1.2%	0.7%	0.5%	0.9%	0.2%	0.9%	0.8%
<b>Liberty</b>	3.0%	2.7%	2.8%	2.7%	1.8%	1.8%	2.4%	2.7%	2.5%	2.7%	3.3%	2.9%
<b>ME</b>	1.0%	0.6%	0.7%	0.5%	0.8%	1.6%	0.8%	1.4%	1.4%	2.1%	2.1%	2.6%
<b>Macquarie</b>	3.4%	3.7%	4.3%	4.9%	5.0%	3.4%	3.2%	3.9%	4.1%	2.6%	1.7%	1.9%
<b>P&amp;N Bank</b>	0.4%	0.4%	0.3%	0.3%	0.6%	0.1%	0.3%	0.1%	0.1%	0.1%	0.0%	0.0%
<b>Pepper</b>	0.6%	0.1%	0.3%	0.5%	0.7%	0.6%	0.3%	0.5%	0.3%	0.4%	0.3%	0.2%
<b>Suncorp</b>	1.1%	1.8%	1.1%	1.4%	2.3%	1.9%	10.0%	4.1%	3.5%	1.4%	2.1%	1.3%
<b>Rock</b>	0.1%	0.1%	0.3%	0.4%	0.2%	0.1%	0.0%	0.0%	0.1%	0.1%	0.1%	0.0%
<b>Other</b>	0.3%	0.5%	0.5%	0.6%	1.6%	1.7%	0.9%	1.3%	1.1%	1.5%	1.9%	2.0%
<b>Non-Major Total</b>	<b>27.7%</b>	<b>25.7%</b>	<b>29.0%</b>	<b>32.4%</b>	<b>28.1%</b>	<b>25.9%</b>	<b>30.0%</b>	<b>28.3%</b>	<b>27.3%</b>	<b>22.8%</b>	<b>25.9%</b>	<b>24.1%</b>

**ABBREVIATIONS**

AFGHL = AFG Home Loans; ING = ING Direct; BOM = Bank of Melbourne; Macquarie = Macquarie Bank; AMP = AMP Bank; Liberty = Liberty Financial; Pepper = Pepper Homeloans; Adelaide = Adelaide Bank; Heritage = Heritage Bank; HomeStart Finance = Homestart; 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**

	Sep-15	Oct-15	Nov-15	Dec-15	Jan-16	Feb-16	Mar-16	Apr-16	May-16	Jun-16	Jul-16	Aug-16
ANZ	14.7%	12.7%	13.6%	16.0%	15.4%	16.1%	15.1%	11.6%	12.2%	14.0%	13.2%	16.8%
CBA	20.9%	20.3%	18.7%	16.6%	18.0%	19.2%	19.6%	20.8%	17.4%	17.7%	16.3%	16.6%
Bankwest	7.3%	8.6%	7.5%	8.0%	10.7%	7.9%	6.0%	3.6%	5.9%	5.3%	5.5%	3.7%
NAB	0.2%	0.4%	0.3%	0.2%	0.2%	0.2%	0.1%	0.3%	0.1%	0.1%	0.7%	0.2%
NAB Broker	4.5%	5.7%	4.6%	7.7%	5.0%	6.7%	6.5%	8.2%	6.7%	7.5%	7.9%	6.7%
Westpac	13.9%	16.5%	13.7%	12.4%	11.7%	12.9%	13.7%	14.8%	17.4%	19.7%	22.6%	23.8%
BOM	4.1%	3.9%	3.4%	3.8%	3.6%	2.2%	5.0%	4.5%	4.4%	5.5%	4.6%	4.2%
Bank SA	0.7%	0.4%	0.5%	0.5%	0.3%	0.5%	0.6%	0.3%	0.3%	0.8%	0.5%	0.4%
St George Bank	6.8%	5.1%	5.6%	3.9%	2.8%	3.8%	5.5%	5.5%	5.6%	6.5%	4.8%	5.8%
Major Total	73.1%	73.6%	67.9%	69.0%	67.8%	69.5%	72.0%	69.6%	70.0%	77.1%	76.1%	78.2%

TABLE 10

**NON MAJOR LENDER MARKET SHARE FIRST HOME BUYERS LAST 12 MONTHS**

	Sep-15	Oct-15	Nov-15	Dec-15	Jan-16	Feb-16	Mar-16	Apr-16	May-16	Jun-16	Jul-16	Aug-16
AFGHL	2.9%	3.1%	3.0%	2.6%	2.8%	4.1%	2.6%	3.1%	5.3%	4.3%	3.7%	4.4%
AMP	0.8%	0.7%	0.6%	0.7%	1.2%	1.0%	1.1%	0.9%	0.9%	0.7%	0.1%	0.3%
Adelaide Bank	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.1%	0.0%	0.0%	0.0%	0.0%
Auswide Bank	0.3%	0.3%	0.4%	1.2%	1.2%	1.6%	1.1%	0.7%	0.9%	0.4%	0.5%	0.2%
Bank of QLD	3.8%	3.4%	4.4%	4.6%	3.3%	1.7%	2.1%	1.6%	1.3%	1.0%	1.1%	0.9%
Citibank	0.0%	0.0%	0.0%	0.2%	0.0%	0.1%	0.1%	0.4%	0.1%	0.1%	0.1%	0.2%
Heritage Bank	0.4%	0.6%	0.7%	0.6%	1.3%	0.9%	0.9%	1.0%	0.7%	1.4%	1.2%	0.8%
HomeStart	0.6%	1.3%	2.4%	1.5%	1.7%	1.3%	1.3%	2.1%	1.2%	1.2%	1.8%	1.9%
ING	2.3%	3.6%	2.7%	2.0%	0.7%	0.7%	1.6%	2.0%	4.3%	2.3%	2.2%	3.5%
Keystart	8.4%	5.1%	5.0%	1.6%	3.1%	1.9%	1.9%	1.9%	1.5%	1.6%	1.2%	1.3%
La Trobe	0.0%	0.1%	0.0%	0.1%	0.7%	0.0%	0.1%	0.0%	0.1%	0.1%	0.0%	0.0%
Liberty	1.7%	1.4%	2.5%	0.9%	0.9%	0.9%	1.5%	1.6%	1.6%	1.7%	1.9%	1.3%
ME	1.3%	2.2%	3.1%	5.4%	7.2%	6.5%	2.5%	1.5%	1.4%	1.3%	3.2%	1.9%
Macquarie	0.5%	0.5%	1.3%	1.6%	1.1%	0.4%	1.0%	0.5%	1.2%	0.8%	0.8%	0.5%
P&N Bank	0.1%	0.6%	1.1%	0.8%	0.9%	1.0%	1.6%	1.4%	0.2%	0.9%	0.6%	0.5%
Pepper	0.1%	0.1%	0.0%	0.1%	0.0%	0.2%	0.1%	0.0%	0.2%	0.0%	0.0%	0.0%
Suncorp	2.9%	2.7%	3.1%	4.3%	2.0%	3.1%	4.1%	4.6%	4.1%	1.6%	1.2%	1.7%
Rock	0.4%	0.4%	0.2%	0.2%	0.3%	0.4%	0.2%	0.0%	0.2%	0.1%	0.4%	0.1%
Other	0.4%	0.3%	1.6%	2.5%	3.9%	4.9%	4.3%	6.9%	4.7%	3.5%	4.0%	2.4%
Non-Major Total	26.9%	26.4%	32.1%	31.0%	32.2%	30.5%	28.0%	30.4%	30.0%	22.9%	23.9%	21.8%

**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

### TOP LENDERS BY STATE

June 2016

#### Western Australia

01. CBA	23.0%
02. Westpac	15.6%
03. ANZ	13.0%
04. Bankwest	11.4%
05. NAB Broker	8.1%
06. St George Bank	6.6%
07. AFGHL	5.5%
08. AMP	2.9%
09. ME	2.8%
10. P&N Bank	1.8%

#### South Australia

01. Bank SA	19.4%
02. CBA	17.6%
03. Westpac	13.7%
04. AFGHL	12.5%
05. ANZ	9.3%
06. NAB Broker	7.9%
07. Bankwest	4.1%
08. AMP	3.5%
09. HomeStart	2.4%
10. Liberty	2.0%

#### Victoria

01. ANZ	18.5%
02. CBA	16.8%
03. Westpac	13.2%
04. BOM	11.3%
05. NAB Broker	8.9%
06. AFGHL	7.1%
07. Bankwest	3.2%
08. ING	3.2%
09. Macquarie	2.8%
10. Liberty	2.6%

#### Queensland

01. CBA	23.9%
02. Westpac	14.7%
03. ANZ	13.1%
04. St George Bank	10.8%
05. AFGHL	7.2%
06. NAB Broker	6.3%
07. Suncorp	3.7%
08. Bankwest	3.3%
09. AMP	2.9%
10. Macquarie	2.7%

#### New South Wales

01. CBA	20.2%
02. St George Bank	15.0%
03. ANZ	10.5%
04. Westpac	9.8%
05. NAB Broker	8.8%
06. AFGHL	7.4%
07. Bankwest	4.9%
08. Newcastle Permanent	4.8%
09. Macquarie	3.3%
10. AMP	3.0%

July 2016

#### Western Australia

01. CBA	21.3%
02. Westpac	16.4%
03. ANZ	13.1%
04. Bankwest	9.5%
05. NAB Broker	8.9%
06. AFGHL	7.0%
07. ME	4.9%
08. St George Bank	4.8%
09. AMP	2.0%
10. P&N Bank	1.8%

#### South Australia

01. Bank SA	21.8%
02. AFGHL	15.4%
03. CBA	14.3%
04. Westpac	10.5%
05. NAB Broker	9.6%
06. ANZ	8.3%
07. HomeStart	3.3%
08. AMP	3.3%
09. Bankwest	3.3%
10. Citibank	2.6%

#### Victoria

01. ANZ	17.5%
02. CBA	15.8%
03. Westpac	13.5%
04. BOM	12.4%
05. NAB Broker	9.4%
06. AFGHL	7.5%
07. Bankwest	3.4%
08. ING	3.3%
09. ME	2.8%
10. Macquarie	2.6%

#### Queensland

01. CBA	24.3%
02. Westpac	14.2%
03. ANZ	11.9%
04. St George Bank	8.4%
05. AFGHL	7.6%
06. NAB Broker	6.8%
07. Suncorp	6.0%
08. AMP	3.5%
09. ING	2.1%
10. Liberty	2.0%

#### New South Wales

01. CBA	19.9%
02. St George Bank	12.5%
03. ANZ	11.3%
04. NAB Broker	10.4%
05. Westpac	9.7%
06. AFGHL	5.9%
07. Bankwest	4.4%
08. Newcastle Permanent	4.3%
09. ING	4.1%
10. AMP	2.8%

August 2016

#### Western Australia

01. Westpac	18.7%
02. CBA	17.0%
03. ANZ	16.8%
04. NAB Broker	9.2%
05. Bankwest	7.9%
06. AFGHL	4.9%
07. ME	4.2%
08. ING	4.2%
09. St George Bank	3.4%
10. Bank of QLD	1.9%

#### South Australia

01. Bank SA	17.5%
02. CBA	13.1%
03. Westpac	12.8%
04. ANZ	11.3%
05. AFGHL	10.7%
06. NAB Broker	7.2%
07. AMP	4.8%
08. HomeStart	4.6%
09. ING	4.6%
10. Bankwest	3.9%

#### Victoria

01. ANZ	21.4%
02. CBA	14.9%
03. Westpac	13.2%
04. BOM	8.9%
05. NAB Broker	8.3%
06. AFGHL	7.8%
07. ING	5.4%
08. Bankwest	3.1%
09. Liberty	2.7%
10. Macquarie	2.6%

#### Queensland

01. CBA	21.8%
02. Westpac	18.0%
03. ANZ	14.0%
04. St George Bank	8.5%
05. NAB Broker	6.8%
06. AFGHL	5.9%
07. Suncorp	4.1%
08. ING	3.5%
09. Macquarie	2.6%
10. AMP	2.5%

#### New South Wales

01. CBA	17.8%
02. ANZ	15.7%
03. St George Bank	14.8%
04. Westpac	11.0%
05. NAB Broker	9.4%
06. AFGHL	6.3%
07. ING	6.3%
08. Bankwest	2.8%
09. AMP	2.3%
10. Liberty	2.1%

**Product Mix Basic/Standard  
August 2016**

**Product Mix Fixed  
August 2016**

