

# Industry Intelligence Service 13th Edition



For the six month period  
1 April 2021 – 30 September 2021

Commercial  
Finance  
Snapshot



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## MFAA

Mortgage & Finance Association of Australia  
Suite 2, Level 9, 130 Pitt Street, Sydney,  
NSW 2000

[www.mfaa.com.au](http://www.mfaa.com.au)

### General Enquiries

T: 1300 554 817 (calling within Australia)

T: 02 8905 1300

### Professional Development Enquiries

[professionaldevelopment@mfaa.com.au](mailto:professionaldevelopment@mfaa.com.au)

### Membership Enquiries

[membership@mfaa.com.au](mailto:membership@mfaa.com.au)

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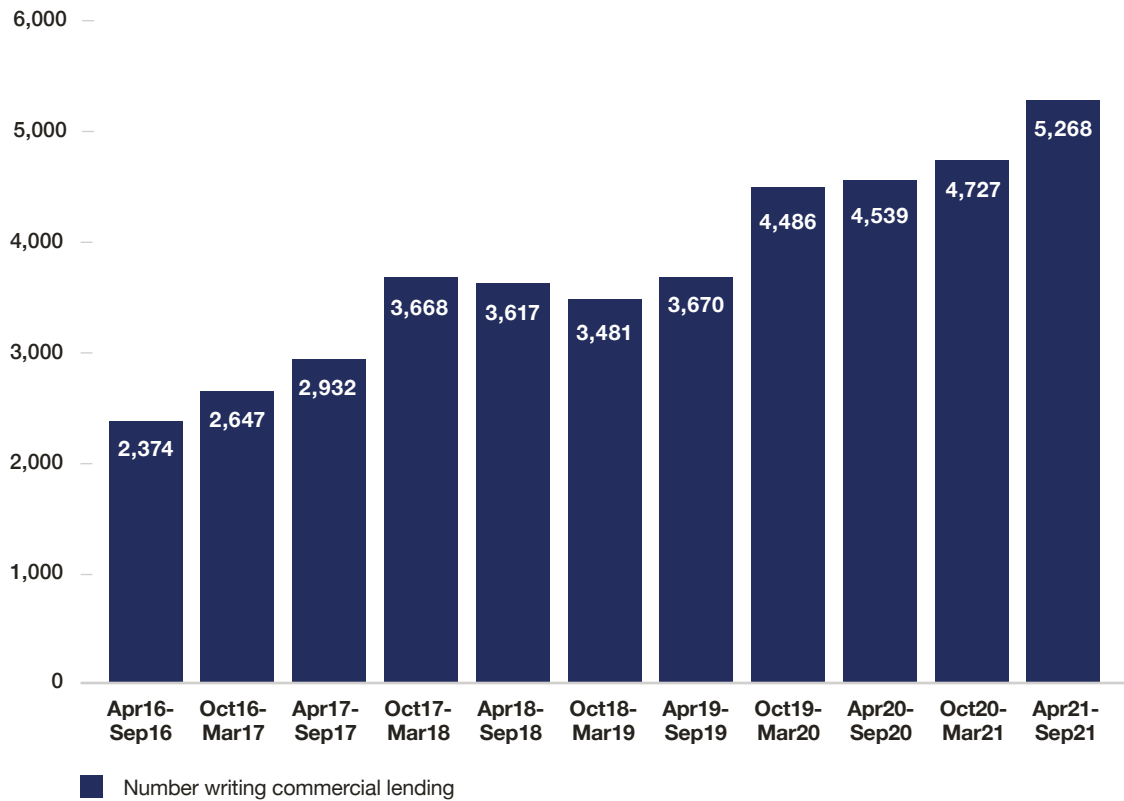
## Thank you to our contributors

Information for this edition of the MFAA's leading market intelligence resource for brokers, the Industry Intelligence Service Report, was provided by leading aggregators, including:

The logo for AFG, consisting of the letters 'AFG' in a bold, blue, sans-serif font.The logo for choice AGGREGATION, featuring a stylized orange 'C' icon followed by the word 'choice' in bold black and 'AGGREGATION' in orange below it.The logo for connective, with the word 'connective' in a dark blue sans-serif font and a small orange icon of two connected nodes to the right.The logo for FAST Stay Ahead, with 'FAST' in a large, bold, black sans-serif font and 'Stay Ahead' in a smaller, italicized font below it, accompanied by a grid of orange squares.The logo for FINSURE, featuring a circular icon with a stylized 'F' and 'S' and the word 'FINSURE' in a blue sans-serif font.The logo for lendigroup, with a stylized 'L' icon in purple and green followed by the word 'lendigroup' in a dark teal sans-serif font.The logo for Loan Market, consisting of a solid blue square with the words 'Loan Market' in white sans-serif font.The logo for Mortgage Choice, featuring a stylized icon of three curved lines in blue and orange followed by the words 'Mortgage Choice' in a blue sans-serif font.The logo for nmb National Mortgage Brokers, with a circular orange icon containing 'nmb' and the text 'National Mortgage Brokers' to its right.The logo for PLAN AUSTRALIA, featuring a stylized icon of a house and the word 'PLAN' in a large, bold, black sans-serif font, with 'AUSTRALIA' in a smaller font below it.The logo for wow FINANCIAL, with the word 'wow' in a green, cursive script font and 'FINANCIAL' in a green, all-caps sans-serif font below it.

# Commercial Broking

## Number of mortgage brokers also writing commercial loans



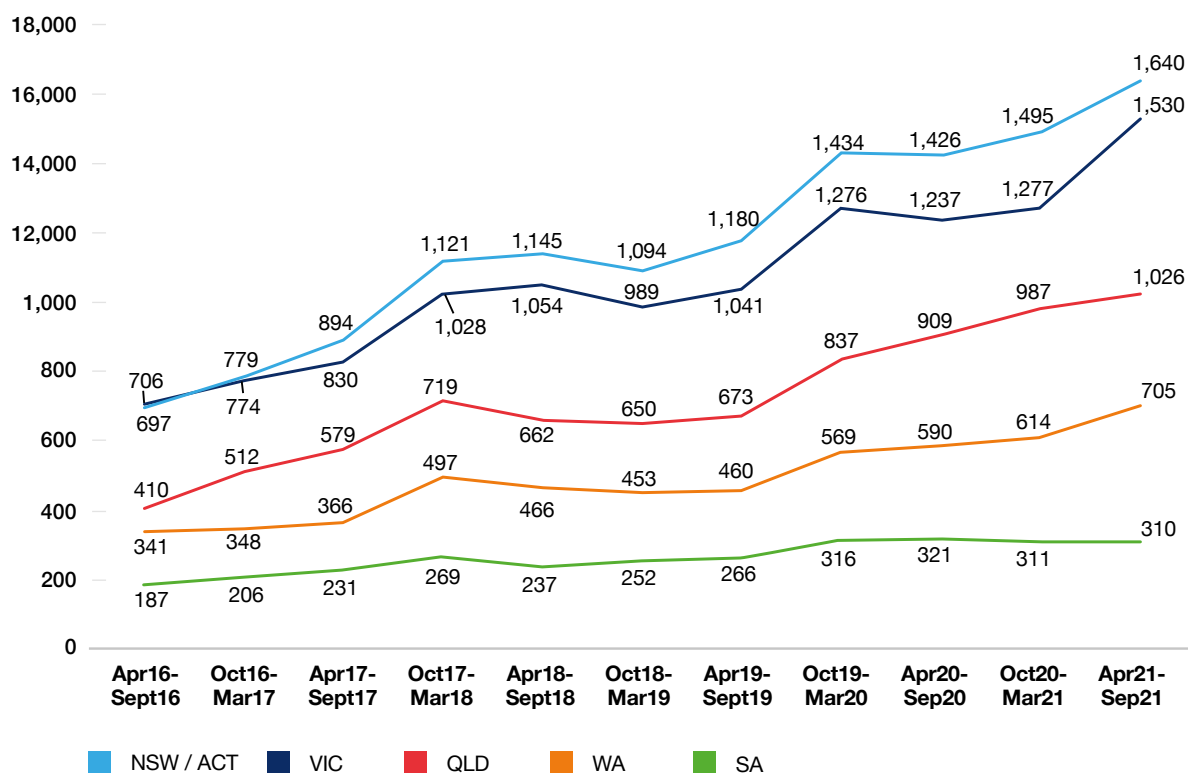
**Note:** Commercial brokers as those mortgage brokers who had written a commercial loan through their aggregator’s panel for the period. Mortgage brokers who solely wrote loans direct with lenders are not included.

The number of mortgage brokers also writing commercial loans has continued to increase in the April - September 2021 period to a new high of 5,268 brokers, exceeding the previous record high of 4,727 brokers in the previous six-month October – March 2021 period.

Year-on-year, this represented an increase of 729 brokers or 16.06%.

Compared to the previous six-month period, this was up 541 mortgage brokers or 11.44%.

## Number of mortgage brokers writing commercial loans, by state



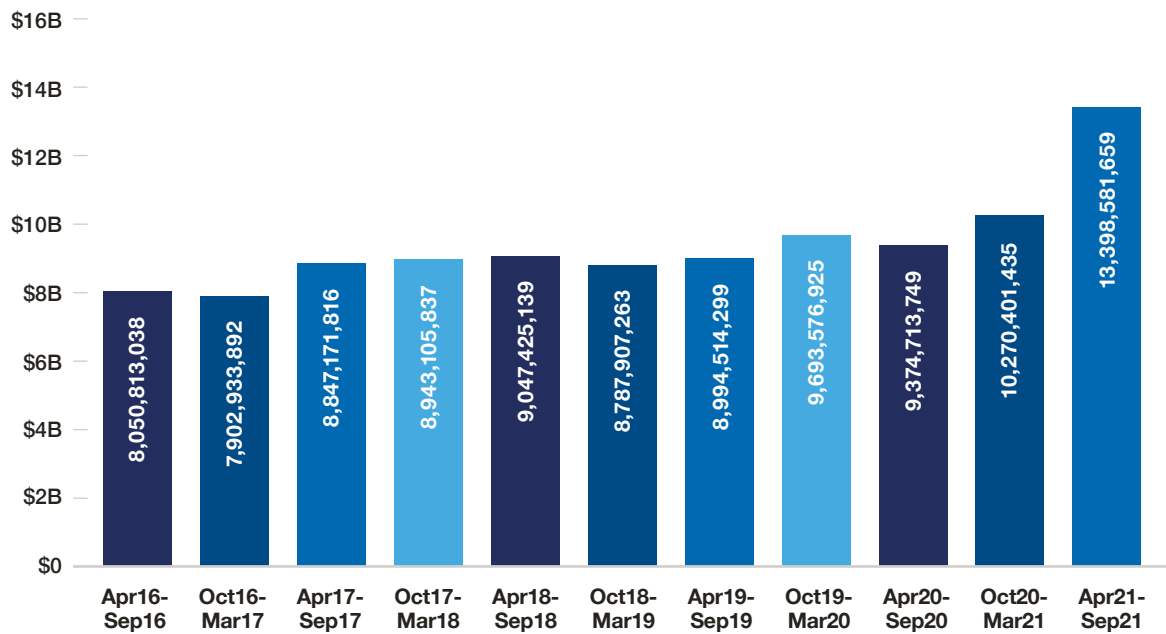
**Note:** Commercial brokers as those mortgage brokers who had written a commercial loan through their aggregator's panel for the period. Mortgage brokers who solely wrote loans direct with lenders are not included. Due to the scale of the Y-axis labels, graph excludes data for Tasmania.

At the state level, the number of mortgage brokers writing commercial loans in the April – September 2021 period has grown, compared to the previous six months.

Period-on-period several states saw solid increases. Victoria recorded the largest growth, up 253 brokers or 19.81%. Western Australia grew by 91 brokers or 14.82% while New South Wales and ACT was up by 145 brokers or 9.70%.

Queensland recorded an increase of 39 brokers or 3.95%, whilst South Australia remained steady.

## Value of commercial lending settled by mortgage brokers (\$)



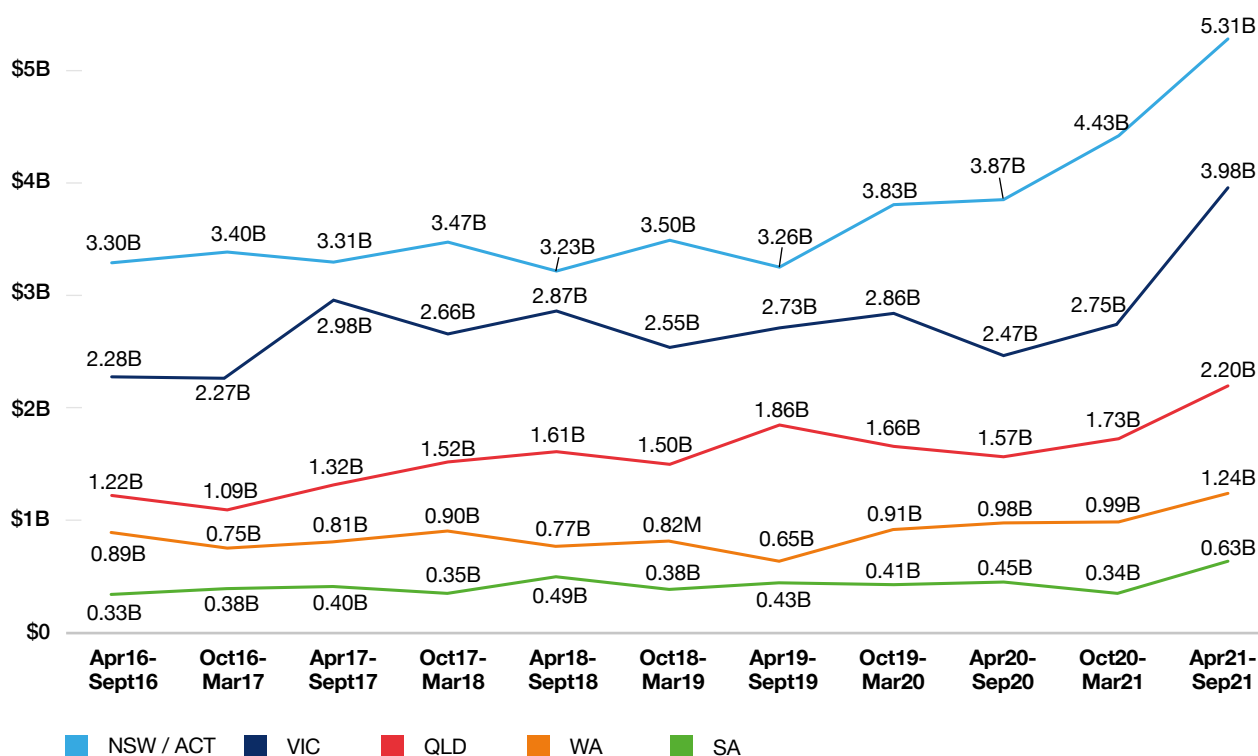
**Note:** Commercial brokers as those mortgage brokers who had written a commercial loan through their aggregator's panel for the period. Mortgage brokers who solely wrote loans direct with lenders are not included.

For the six months to September 2021, the value of commercial loans settled by mortgage brokers reached its highest ever value, reaching \$13.4 billion, up ~\$4 billion or 42.92% compared year-on-year.

Period-on-period, the value of commercial loans settled by mortgage brokers grew by ~\$3.13 billion or 30.46% from \$10.27 to \$13.4 billion.



## Total value of commercial lending settled by mortgage brokers, per state (\$)



**Note:** Commercial brokers as those mortgage brokers who had written a commercial loan through their aggregator's panel for the period. Mortgage brokers who solely wrote loans direct with lenders are not included.

The value of new lending grew at in all states compared to the previous period.

Victoria recorded the largest increase in the value of commercial lending, reaching its highest ever value at \$3.98 billion, with an increase of ~\$1.23 billion or 44.73% from the previous period.

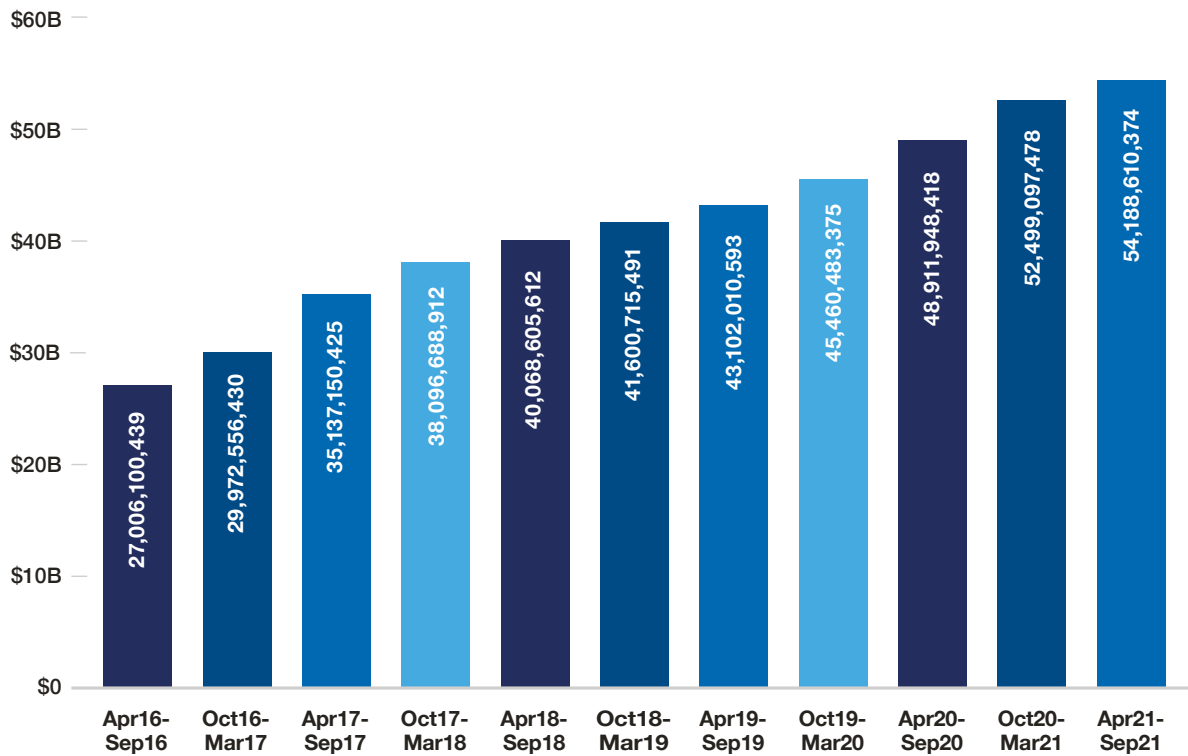
New South Wales recorded an increase with the value of commercial lending settled up by ~\$880 million or 19.86% to \$5.31 billion in the last six months.

Queensland's results saw an uplift of ~\$470 million or 27.17% in the value of commercial lending in the current reporting period.

Western Australia recorded strong growth at ~\$250 million or 25.25% to achieve its highest ever value at \$1.24 billion. This was also the first time Western Australian exceeded \$1 billion in the value of commercial lending.

South Australia also recorded significant growth of \$290 million or 85.30%.

## Total commercial lending loan book value of mortgage brokers (\$)



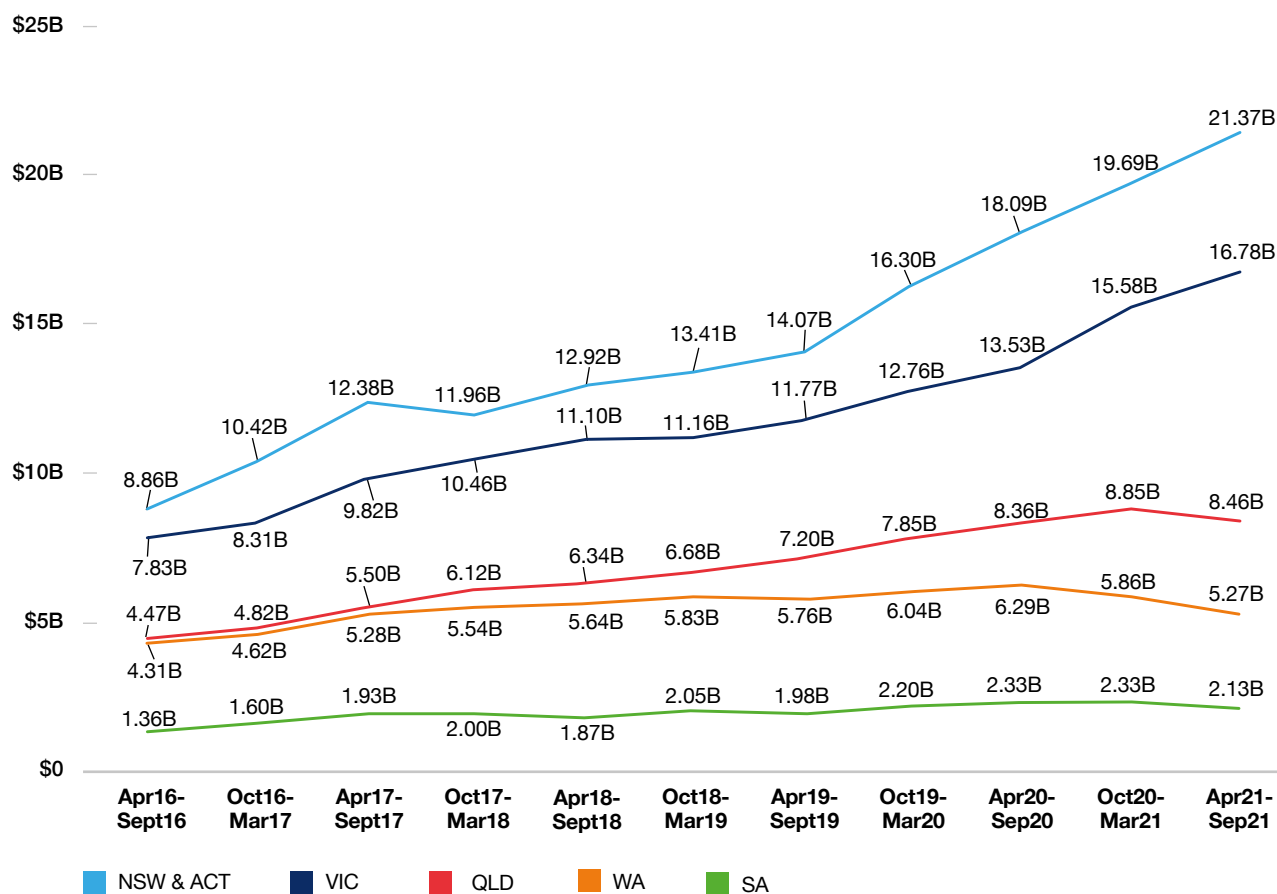
**Note:** Commercial brokers as those mortgage brokers who had written a commercial loan through their aggregator's panel for the period. Mortgage brokers who solely wrote loans direct with lenders are not included.

The total book value of commercial lending for mortgage brokers continues to grow, reaching a record high of \$54.19 billion.

Period-on-period, the commercial book value has increased by \$1.69 billion or 3.21%, year-on-year the value has increased by \$5.28 billion or 10.8%.



## Commercial lending loan book value of mortgage brokers, by state (\$)



**Note:** Commercial brokers as those mortgage brokers who had written a commercial loan through their aggregator's panel for the period. Mortgage brokers who solely wrote loans direct with lenders are not included.

For the six months to the end of September 2021, the total commercial loan book increased across the two largest states.

New South Wales and ACT's book value recorded the highest growth, reaching a new high of approximately \$21.37 billion representing an increase of \$1.68 billion or 8.53% since the last period. New South Wales and ACT's rate of growth has been consistent over the last four reporting periods.

Victoria recorded solid growth with an increase of \$1.16 billion or 7.45% since the last period to record a total book of \$16.74 billion.

Queensland declined by \$390 million or down 4.41% to \$8.46 billion.

Western Australia also recorded a decline with values decreasing by \$590 million down 10.07%, whilst South Australia declined \$200 million over the last six months.

## About the MFAA's Industry Intelligence Service (IIS) Report

The MFAA's Industry Intelligence Service (IIS) Report provides reliable, accurate and timely market intelligence for the Australian mortgage broking sector.

It is designed, produced, and delivered by comparator, a CoreLogic business and a recognised provider of performance benchmarking, market diagnostics and ad-hoc investigative services to the retail financial services sector in Australia and New Zealand.

The IIS Report profiles quantitative variables including:

- broker resourcing,
- deployment,
- recruitment and retention,
- new business acquisition, and
- loan portfolios.

It provides performance metrics or benchmarks for the industry and for the prevailing models of wholesale aggregators and franchised broker models.

Individual results for participating aggregators are completely confidential and are never provided to the MFAA, nor to other aggregators or brokers.

The MFAA's IIS Report is produced twice a year, for the six months ending March 31 and the six months ending September 30.



Level 21, 2 Market Street, Sydney NSW 2000 Australia. Telephone 1300 734 318



[www.mfaa.com.au](http://www.mfaa.com.au) | 1300 554 817