Loan Market™

MARKET REPORT OCTOBER 2026

Loan application trends to September 2026

make it yours

Loan Market Group data: Mortgage lodgements slow further led by investors

We have undertaken a detailed review of mortgage flows on a weekly basis. This data is very timely, up to end-September.

Key findings:

- Total Loan Market Group mortgage applications (including refinancing) bounced 10% during September from the July lows. This was driven by a seasonal spring pick-up and an increase in refinancing activity. This is consistent with recent comments by the majors.
- Within this, refinancing reached a record high of 57% of all Loan Market Group lodgements during September, as brokers searched for a better deal for their customers in a rising rate environment.
- However, once we seasonally adjust the data and exclude refinancing, new mortgage lodgements continued to fall. During the last two weeks of September lodgements were down a further 6%. Sentiment in the housing market remains low, and there has been no recovery in underlying mortgage activity.
- But, there is an ongoing composition change within the market:
  - Both first-home buyers and owner-occupier upgraders saw lodgements stabilise.
  - Investor mortgage lodgements continue to slump, down a further 23% since the end of June.
- If we compare mortgage lodgements during the last two weeks of September against the end of January (i.e. immediately before the RBA started hiking and the tax changes with the Budget) the value of new mortgage lodgements is down 24%. Within this:
  - First-home buyer lodgements have fallen 13% since the end of January;
  - Owner-occupier upgrader mortgage lodgements are down 16%;
  - Investors are down 45%:
    - Investor lodgements for new homes (which are still eligible for negative gearing) are down 10% since the end of January.
    - Investor lodgements for existing properties (which are no longer eligible for negative gearing) are down 56%.
- At a state level the trends were relatively consistent. Since the end of January when the RBA began hiking:
  - NSW lodgements are down 29%;
  - QLD down 30%;
  - VIC down 20%;
  - SA down 26%;
  - WA down 11%;
  - Rest of Aust (TAS, ACT & NT) down 11%.
  - Note: SA, WA and RoA are not seasonally adjusted due to smaller sample size.

Implication:

Borrowers shopping around for a better mortgage rate.

The spike in refinancing activity indicates mortgage brokers are actively looking for better deals for their customers, helping to offset the impact of RBA rate hikes. This follows an increase in discounting by the banks over the last few months.

Figure 1 - Loan Market Group - Change in Mortgage Lodgements since end Jan-26 (post RBA hiking cycle and Budget) (by $)

	First-home buyers (owner-occupied)	Owner-occupier upgraders	Investors	Total
Australia	**-13%**	**-16%**	**-45%**	**-24%**
NSW	-15%	-17%	-43%	-29%
VIC	-17%	-9%	-40%	-20%
QLD	-13%	-17%	-49%	-30%
SA	-10%	-23%	-42%	-26%
WA	-12%	3%	-39%	-11%
Rest of Aust	7%	-11%	-31%	-11%

Figure 2 - Loan Market Group - Change in Mortgage Lodgements since end Jan-26 (post RBA hiking cycle and Budget) (by #)

	First-home buyers (owner-occupied)	Owner-occupier upgraders	Investors	Total
Australia	**-13%**	**-14%**	**-44%**	**-24%**
NSW	-19%	7%	-39%	-25%
VIC	-16%	-15%	-38%	-20%
QLD	-18%	-15%	-56%	-29%
SA	-10%	-25%	-39%	-25%
WA	-15%	0%	-45%	-15%
Rest of Aust	2%	-13%	-25%	-11%

Source: Loan Market Group. Seasonally adjusted. Excludes Refinancing.

Figure 3 - Loan Market Group - Change in Mortgage Lodgements vs pcp (2025) by $

	First-home buyers (owner-occupied)	Owner-occupier upgraders	Investors	Total
Australia	**-2%**	**-4%**	**-47%**	**-19%**
NSW	8%	-13%	-50%	-27%
VIC	-10%	3%	-41%	-13%
QLD	8%	-1%	-50%	-17%
SA	11%	4%	-47%	-14%
WA	-18%	-6%	-48%	-20%
Rest of Aust	-18%	-15%	-37%	-21%

Figure 4 - Loan Market Group - Change in Mortgage Lodgements vs pcp (2025) by #

	First-home buyers (owner-occupied)	Owner-occupier upgraders	Investors	Total
Australia	**-9%**	**-8%**	**-50%**	**-24%**
NSW	-5%	-7%	-50%	-27%
VIC	-13%	-7%	-48%	-21%
QLD	-1%	-13%	-53%	-23%
SA	10%	-5%	-47%	-17%
WA	-21%	-7%	-56%	-24%
Rest of Aust	-28%	-11%	-39%	-23%

Source: Loan Market Group. Excludes Refinancing. NSW, VIC, QLD and Total Australia are Seasonally adjusted. SA, WA and RoA are not seasonally adjusted due to a smaller sample

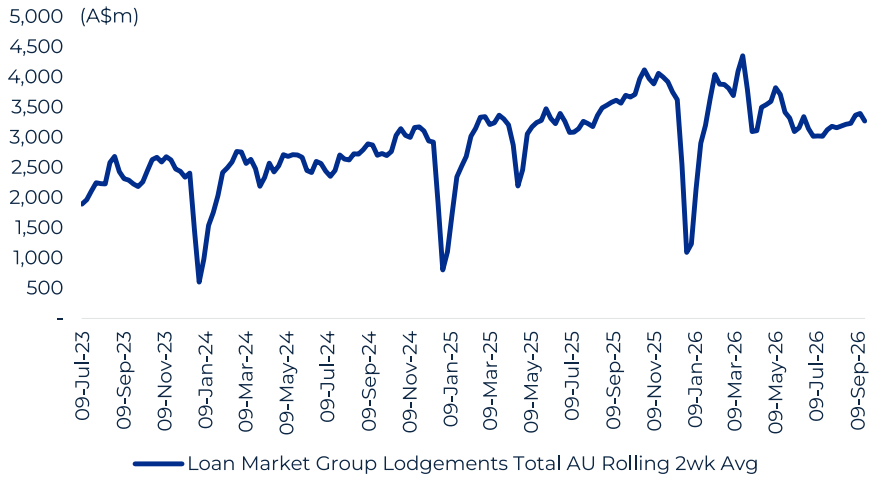
In this report all numbers are seasonally adjusted and exclude refinancing unless otherwise stated.

Total Australia

When looking at raw total mortgage lodgements (not seasonally adjusted and including refinancing), values appear to have picked up slightly from lows in early July.

This is consistent with commentary from most of the major banks.

Figure 5 - Loan Market Group - Total Australia Lodgements Rolling 2wk Avg Value (A$m) - Raw value, not seasonally adjusted and including refinancing



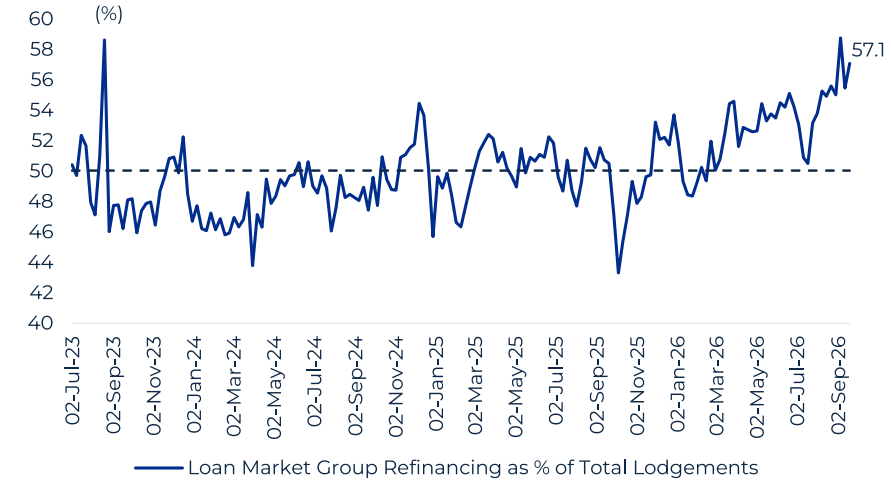
Source: Loan Market Group

Since the RBA started hiking rates in February, Loan Market Group has seen a steady increase in the percentage of lodgements for refinancing.

During the last two weeks of September refinancing reached 57% of total lodgements.

This indicates an increase in mortgage churn, with brokers helping customers find better mortgage deals.

Figure 6 - Loan Market Group Refinancing as % of Total Lodgements (non s.a.)



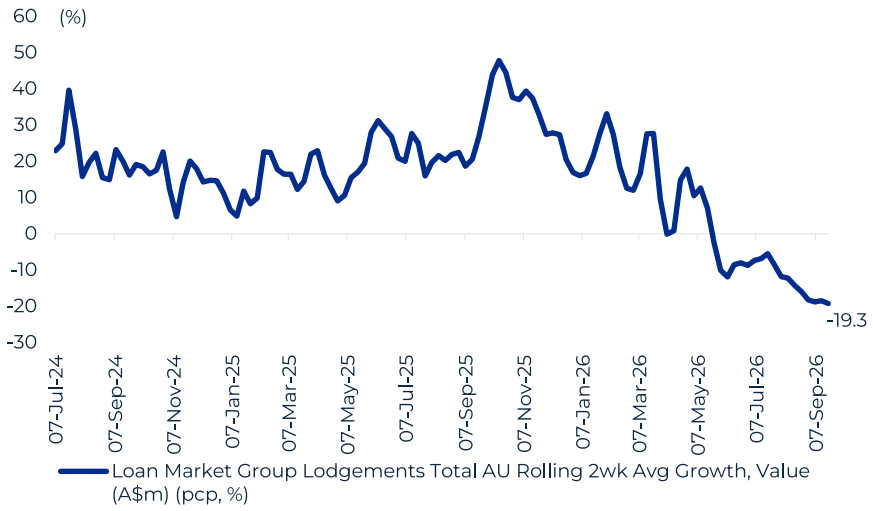
Source: Loan Market Group

Loan Market Group total lodgements for last two average weeks of September are down -19.3% vs pcp (by dollar value).

This decline had been steady from May to July; however, the rate of decline has accelerated in August with weekly lodgements decline at an average of -16.1%.

The largest decrease has been the last two weeks of September.

Figure 7 - Loan Market Group - Total Australia Lodgements Rolling 2wk Avg Growth vs pcp, Value (A$m) (%)

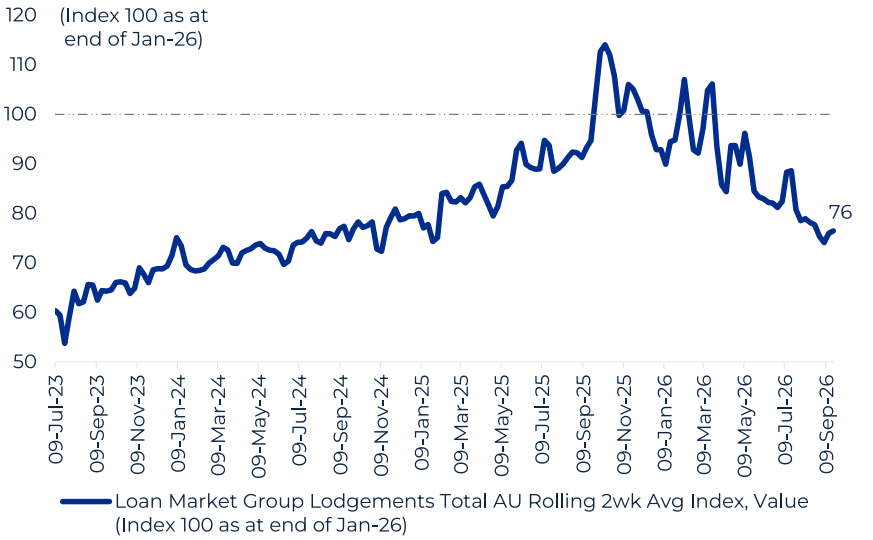


Source: Loan Market Group

Since prior to the rate hiking cycle (end of Jan-26) total lodgements by dollar value have fallen -24%.

The decline was most rapid in the last few weeks of July.

Figure 8 - Loan Market Group Lodgements Total Australia Rolling 2wk Avg Index, Value (A$m) (Index 100 as at end of Jan-26, prior to RBA hiking)



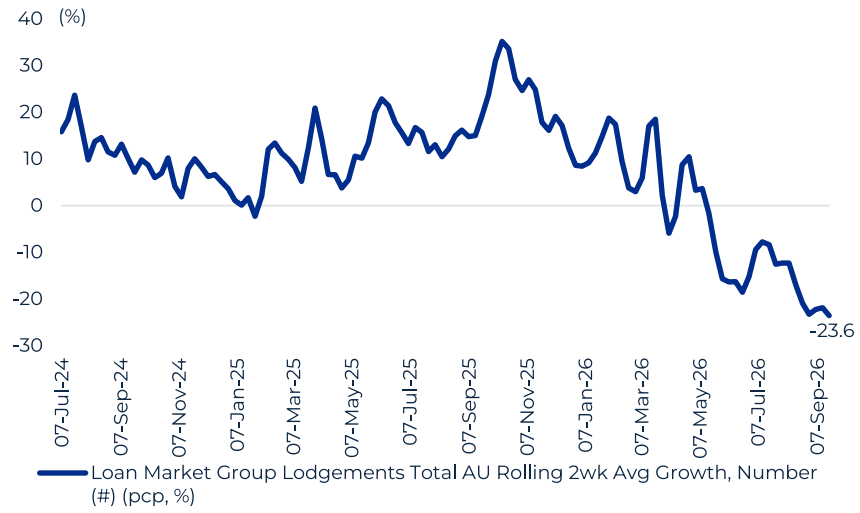
Source: Loan Market Group

By number, total lodgements for the last two weeks of September are down -23.6% vs pcp.

Similarly, this decline had been steady from May to July; however, the rate of decline has accelerated in August with weekly lodgements decline at an average of -19.2%.

The largest fall has been the last two weeks of September.

Figure 9 - Loan Market Group - Total Australia Lodgements Rolling 2wk Avg Growth vs pcp, by Number (#) (%)

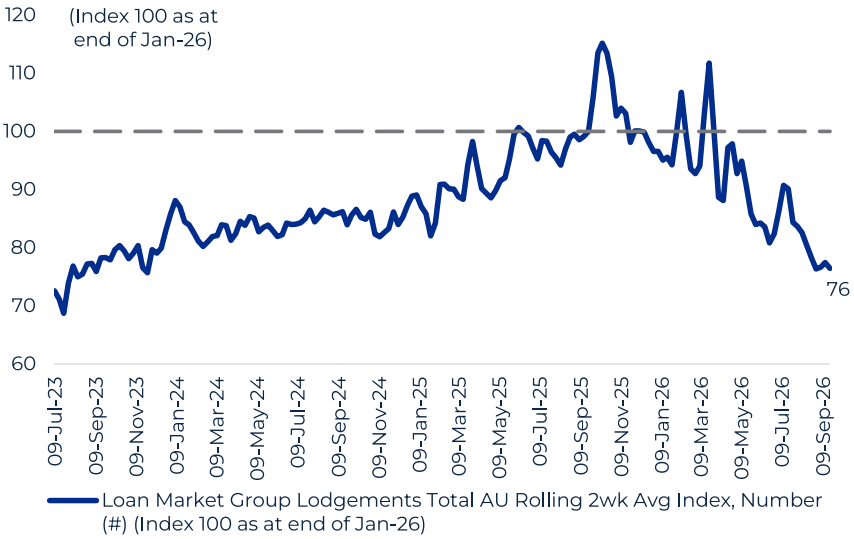


Source: Loan Market Group

Since prior to the rate hiking cycle (end of Jan-26) total lodgements by number of lodgements have fallen -24%.

The decline was most rapid in the last few weeks of July.

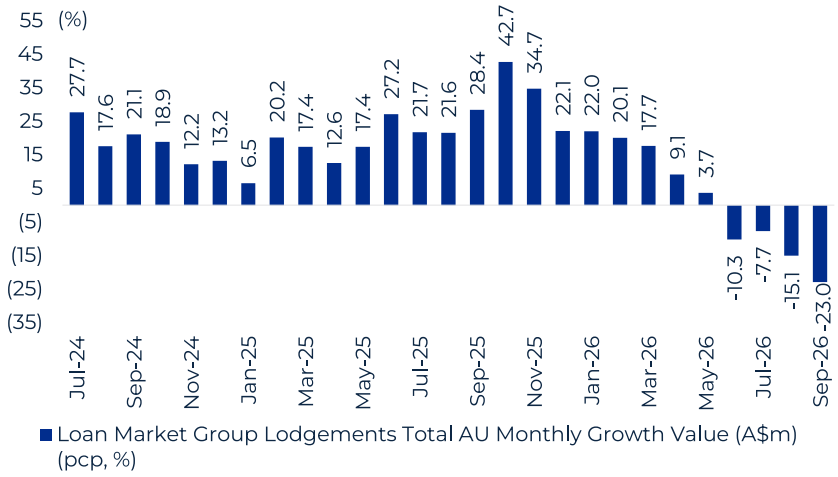
Figure 10 - Loan Market Group - Total Australia Lodgements Rolling 2wk Avg Index, by Number (#) (Index 100 as at end of Jan-26, prior to RBA hiking)



Source: Loan Market Group

Loan Market Group lodgements by dollar value are down -23% for the month of September pcp. Decrease in lodgements has accelerated since June. As displayed, the last two weeks of September fell sharply.

Figure 11 - Loan Market Group - Total Australian Lodgements Monthly Growth by Value (A$m) (pcp, %)

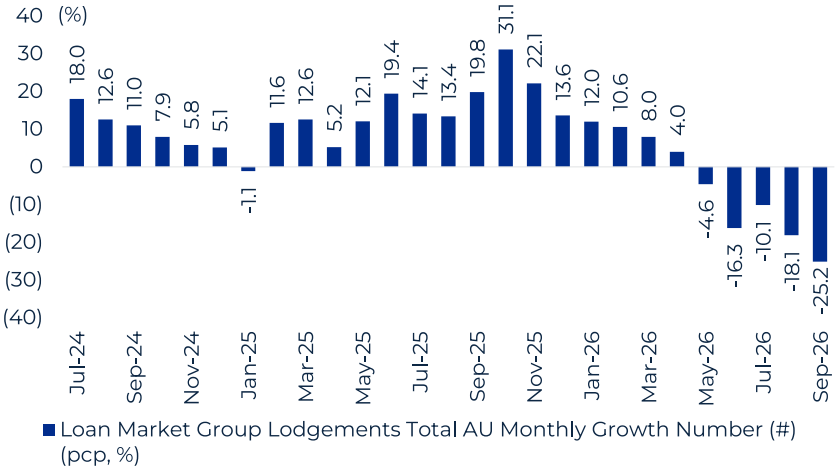


Source: Loan Market Group

Loan Market Group lodgements by number are down -25% for the month of September vs pcp.

Decline in lodgements has accelerated since June. As displayed, the last two weeks of September fell sharply.

Figure 12 - Loan Market Group - Total Australian Lodgements Monthly Growth by Number (#) (pcp, %)



Source: Loan Market Group

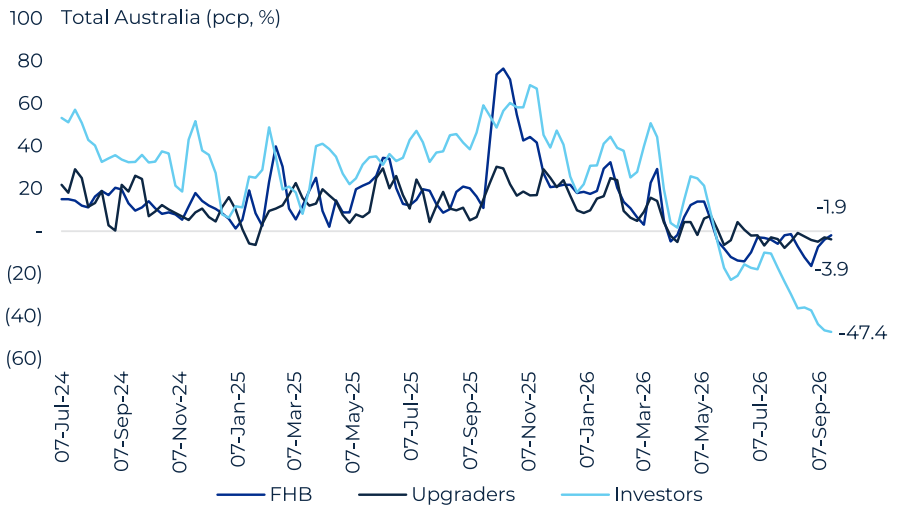
First-home buyers, owner-occupier upgraders, investors

First-home buyers, owner-occupier upgraders and investors have all seen a decrease in lodgements by value ($) vs pcp.

Most notably, lodgements for investors have fallen -47.4% for the average last two weeks of September vs pcp. Investor lodgements had been rapidly declining since July, with weekly lodgements down vs pcp an average of -40%. This decline has been the most pronounced in the last two weeks of September.

By comparison, first-home buyers and owner-occupier upgraders growth has been more stable than investors. Although they saw a decline vs pcp, growth has overall been broadly stable since July.

Figure 13 - Loan Market Group - Total Australian Lodgements by Category Rolling 2wk Avg Growth, by Value (A$m) (pcp, %)

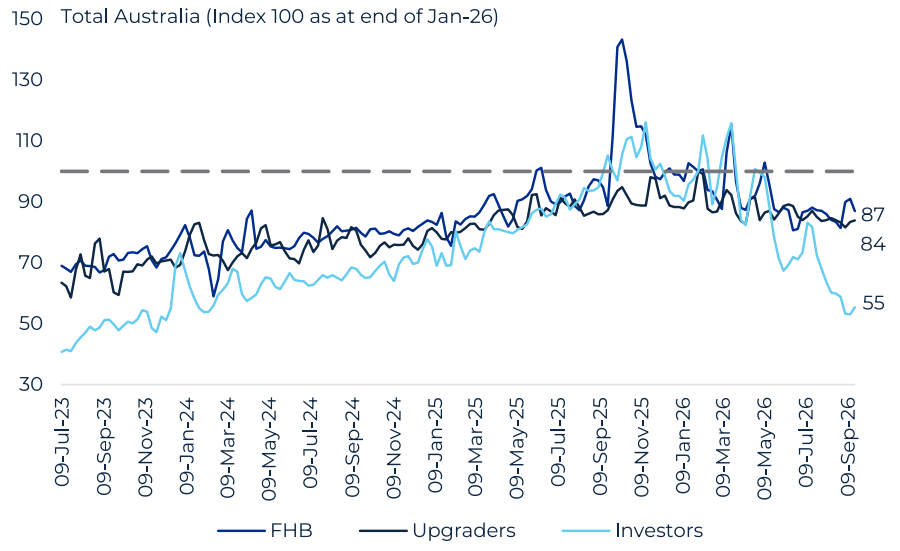


Source: Loan Market Group

Since prior to the RBA rate hiking cycle starting at end of Jan-26, investor lodgements across Australia are down -45% by value ($). Lodgements fell sharply in July and rate of decline has since been increasing.

This compares to first-home buyers, which have fallen -13% and owner-occupier upgraders -16%. Overall first-home buyers and owner-occupier upgraders have been broadly stable in recent weeks.

Figure 14 - Loan Market Group - Total Australia Lodgements by Category Rolling 2wk Avg, Value (A$m) (index 100 as at end of Jan-26)

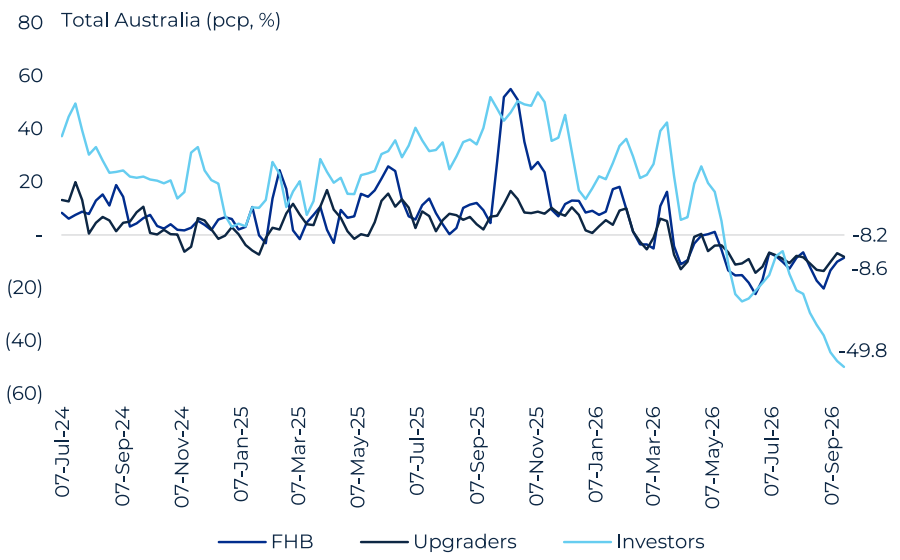


Source: Loan Market Group

Total lodgements by number have declined mostly for investors. First-home buyers and owner-occupier upgraders have slowed more modestly.

Investors total lodgements by number have fallen -49.8% vs pcp.

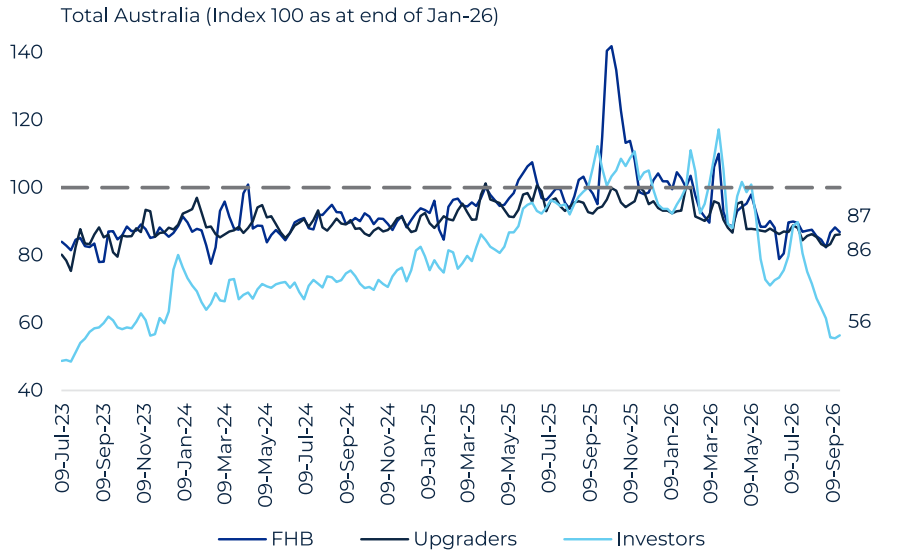
Figure 15 - Loan Market Group Lodgements Total AU by Category Rolling 2wk Avg Growth, Number (#) (pcp, %)



Source: Loan Market Group

Since prior to the RBA rate hiking cycle starting at end of Jan-26, investors have seen a -44% decline in lodgements. This compares to first-home buyers and owner-occupier upgraders which have seen a -13% and -14% decline, respectively.

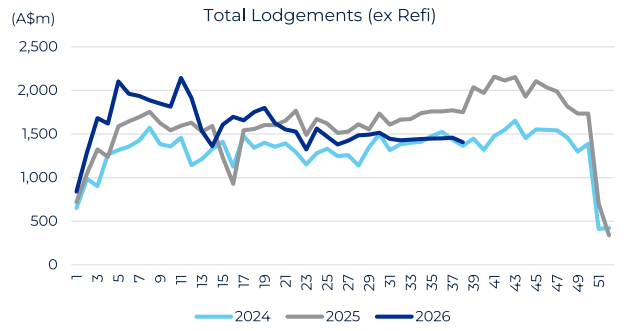
Figure 16 - Loan Market Group Lodgements Total AU by Category Rolling 2wk Avg Growth, Number (#) (index 100 as at Jan-26)



Source: Loan Market Group

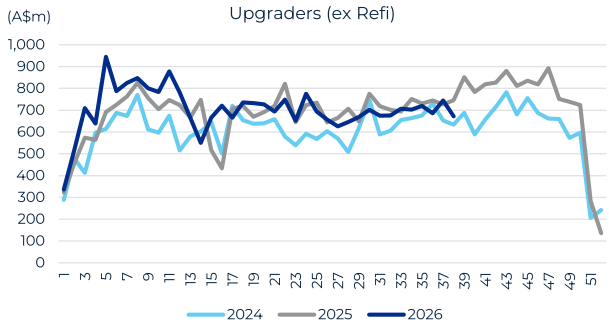
Weekly lodgements by loan type (non-seasonally adjusted, excludes refinancing)

Figure 17 - Loan Market Group - Total Australian Lodgements by week of the year. By Value (A$m. non-s.a.)



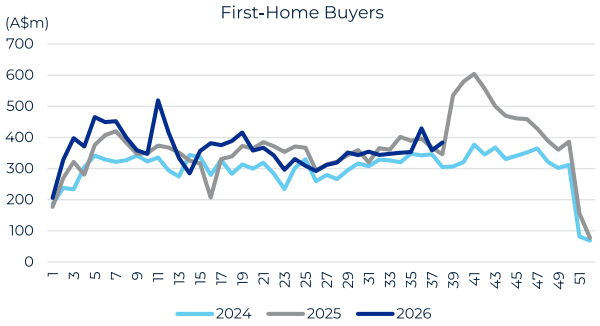
Source: Loan Market Group

Figure 18 - Loan Market Group - Total Australian Owner-Occupier Upgrader (ex refi) Lodgements by week of the year. By Value (A$m. non-s.a.)



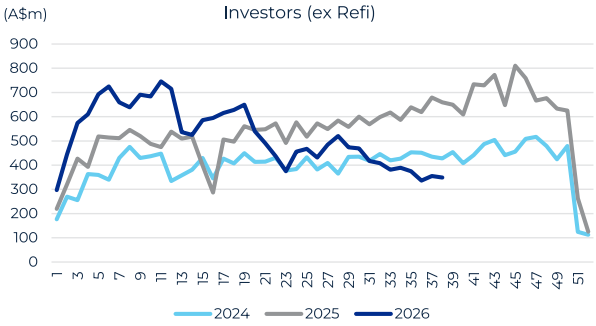
Source: Loan Market Group

Figure 19 - Loan Market Group - Total Australian First-Home Buyer Lodgements by week of the year. By Value (A$m. non-s.a.)



Source: Loan Market Group

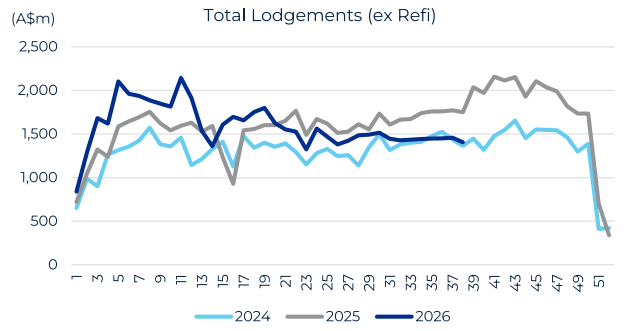
Figure 20 - Loan Market Group - Total Australian Investor (ex refi) Lodgements by week of the year. By Value (A$m. non-s.a.)



Source: Loan Market Group

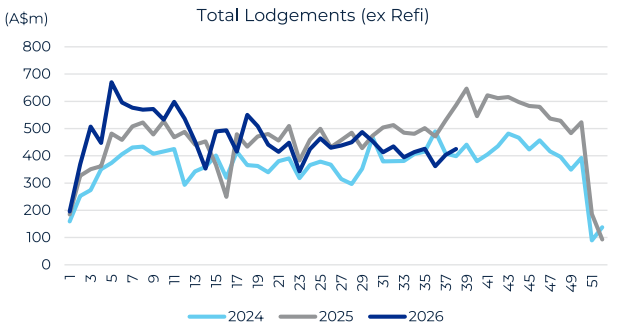
Weekly lodgements by State (non-seasonally adjusted, excludes refinancing)

Figure 21 - Loan Market Group - Total Australian Lodgements by week of the year. By Value (A$m. non-s.a.)



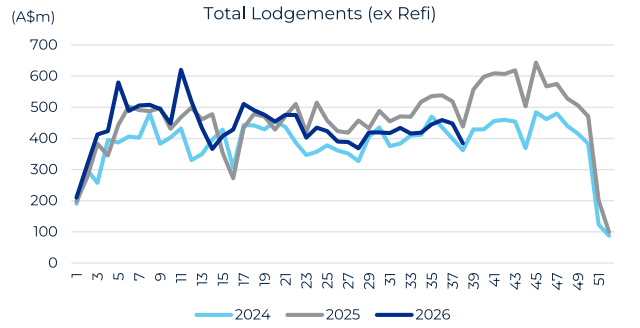
Source: Loan Market Group.

Figure 22 - Loan Market Group - NSW Lodgements by week of the year. By Value (A$m. non-s.a.)



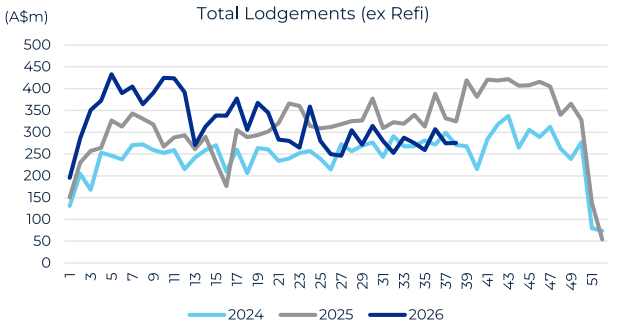
Source: Loan Market Group

Figure 23 - Loan Market Group - VIC Lodgements by week of the year. By Value (A$m. non-s.a.)



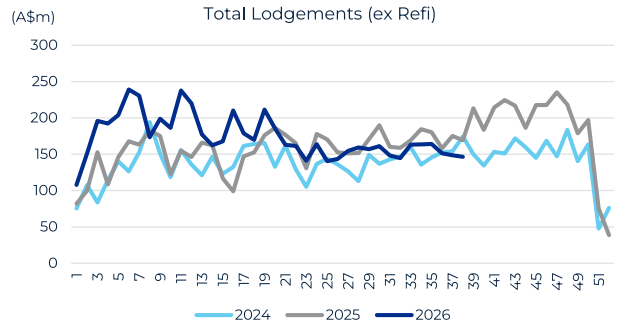
Source: Loan Market Group. Note: VIC is impacted by the AFL Final holiday during the last week of Sep each year.

Figure 24 - Loan Market Group - QLD Lodgements by week of the year. By Value (A$m. non-s.a.)



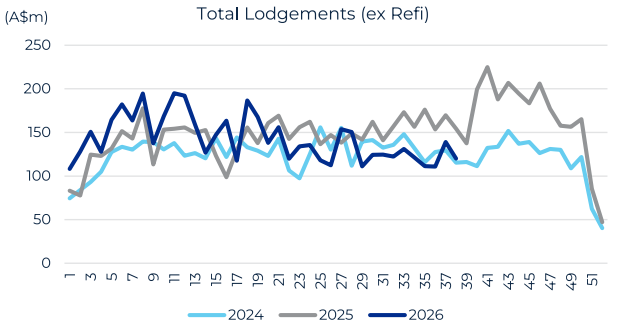
Source: Loan Market Group

Figure 25 - Loan Market Group - SA Lodgements by week of the year. By Value (A$m. non-s.a.)



Source: Loan Market Group.

Figure 26 - Loan Market Group - WA Lodgements by week of the year. By Value (A$m. non-s.a.)



Source: Loan Market Group

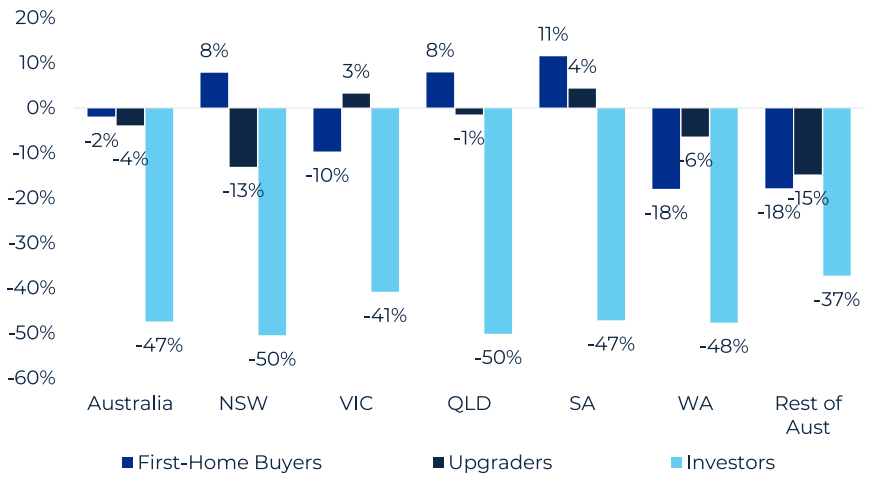
Loan Market Group Total Lodgements (ex refi, seasonally adjusted) by State

As mentioned, Loan Market Group lodgements for total Australia (ex refi) have declined -47% for investors, -4% for owner-occupier upgraders and -2% for first-home buyers.

This trend was consistent across all states, with a large decline in investors and a more marginal slowdown in first-home buyers and owner-occupier upgraders.

NSW and QLD have seen the largest decline in investors vs pcp, down -50%.

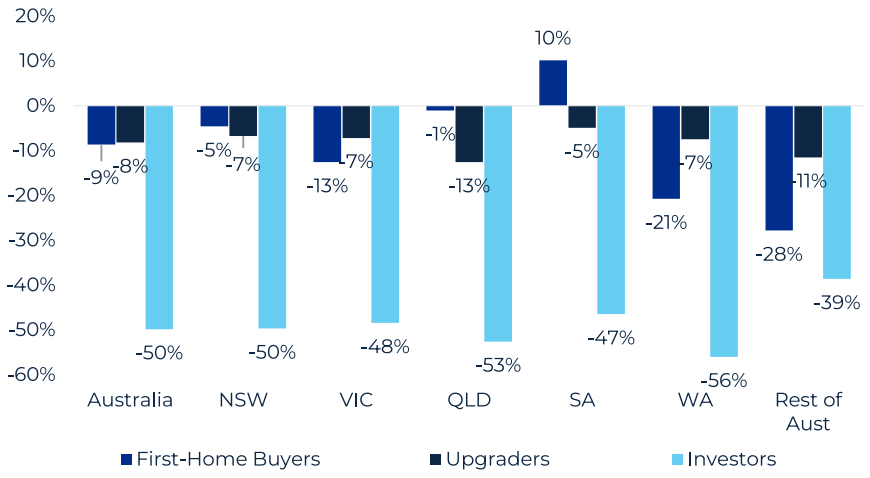
Figure 27 - Loan Market Group Lodgements by State & Category Rolling 2wk Avg Growth, Value (A$m) (Change pcp, %)



Source: Loan Market Group. NSW, VIC, QLD and Total Australia are Seasonally adjusted. SA, WA and RoA are not seasonally adjusted due to a smaller sample

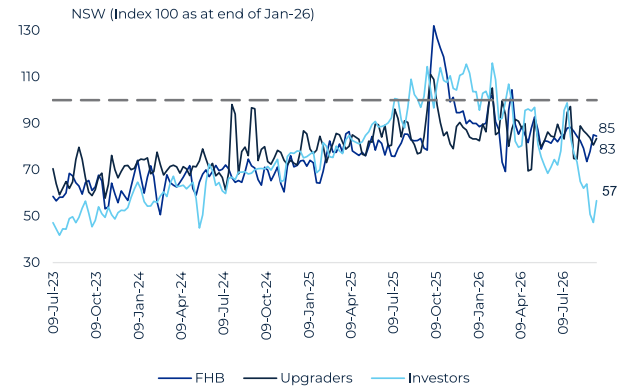
By number of loans, total Australia declined -50% for investors, -8% for owner-occupier upgraders and -9% for first-home buyers.

Figure 28 - Loan Market Group Lodgements by State & Category Rolling 2wk Avg Growth, Number (#) (Change pcp, %)



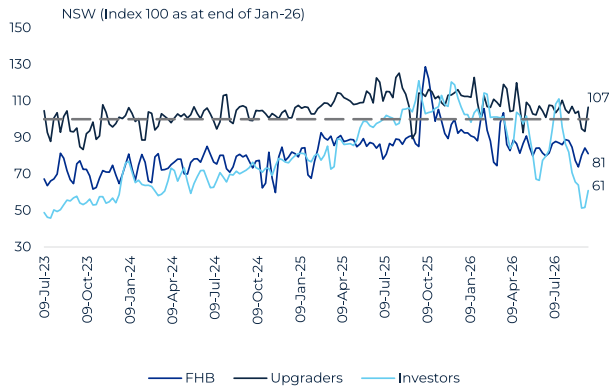
Source: Loan Market Group. Excludes Refinancing. NSW, VIC, QLD and Total Australia are Seasonally adjusted. SA, WA and RoA are not seasonally adjusted due to a smaller sample

Figure 29 - Loan Market Group Lodgements NSW by Category Rolling 2wk Avg Growth, Value (A$m) (Index 100 as at end of Jan-26)



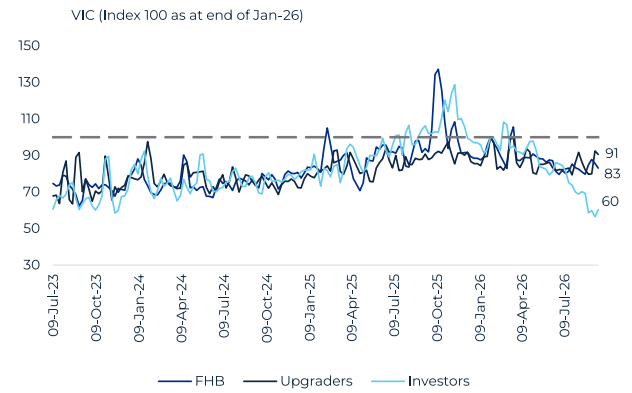
Source: Loan Market Group

Figure 30 - Loan Market Group Lodgements NSW by Category Rolling 2wk Avg Growth, Number (#) (Index 100 as at end of Jan-26)



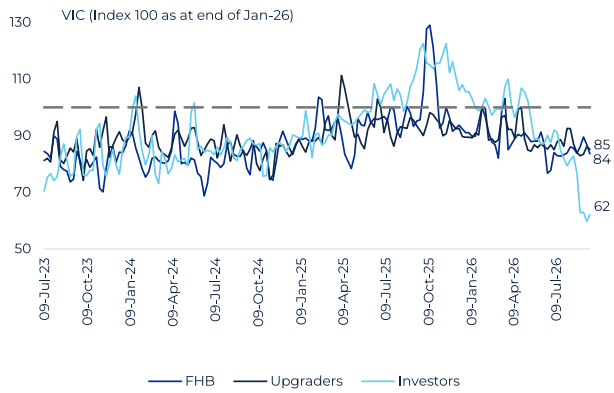
Source: Loan Market Group

Figure 31 - Loan Market Group Lodgements VIC, Category, Rolling 2wk Avg, (A$m) (Index 100 as at end of Jan-26)



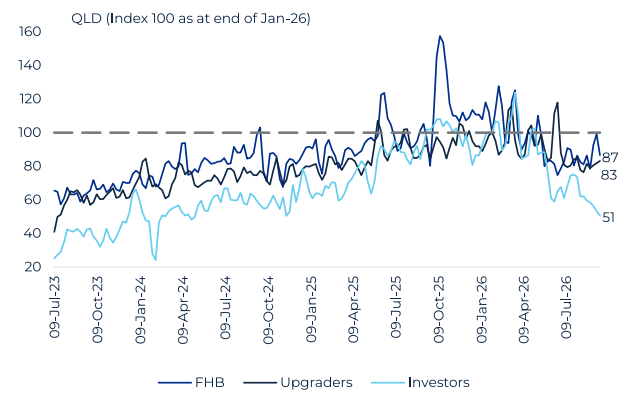
Source: Loan Market Group

Figure 32 - Loan Market Group Lodgements VIC, Category, Rolling 2wk Avg, (#) (Index 100 as at end of Jan-26)



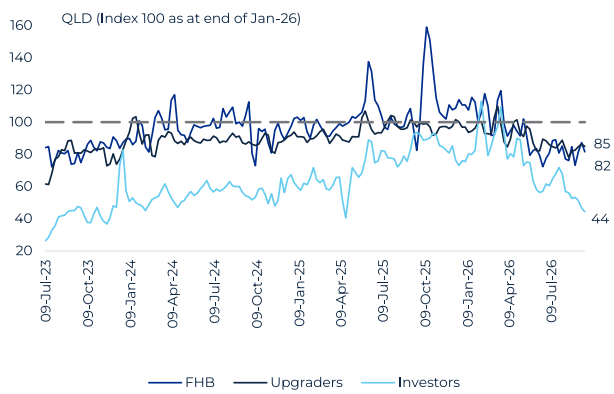
Source: Loan Market Group

Figure 33 - Loan Market Group Lodgements QLD, Category, Rolling 2wk Avg, (A$m) (Index 100 as at end of Jan-26)



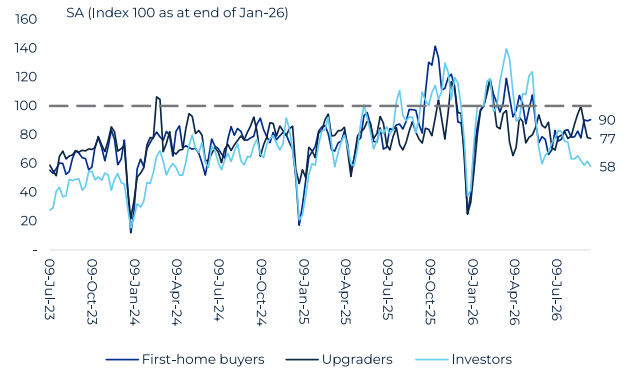
Source: Loan Market Group

Figure 34 - Loan Market Group Lodgements QLD, Category, Rolling 2wk Avg, (#) (Index 100 as at end of Jan-26)



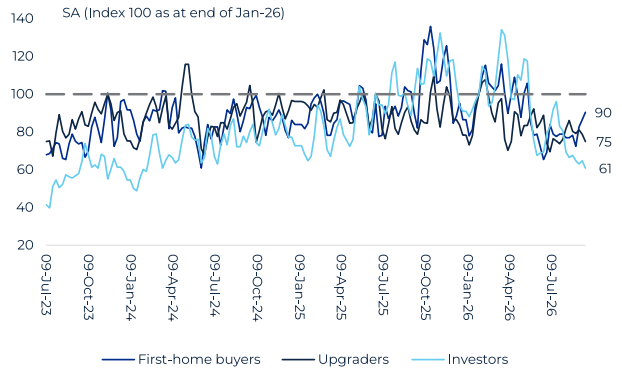
Source: Loan Market Group

Figure 35 - Loan Market Group Lodgements SA, Category, Rolling 2wk Avg, (A$m) (Index 100 as at end of Jan-26)



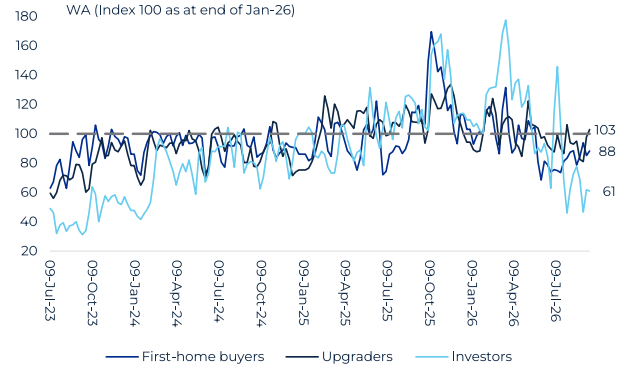
Source: Loan Market Group

Figure 36 - Loan Market Group Lodgements SA, Category, Rolling 2wk Avg, (#) (Index 100 as at end of Jan-26)



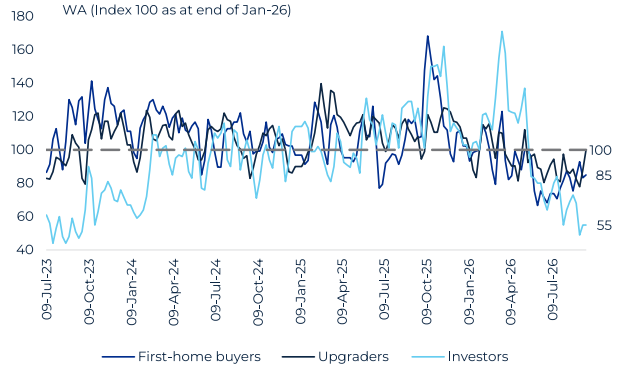
Source: Loan Market Group

Figure 37 - Loan Market Group Lodgements WA, Category, Rolling 2wk Avg, (A$m) (Index 100 as at end of Jan-26)



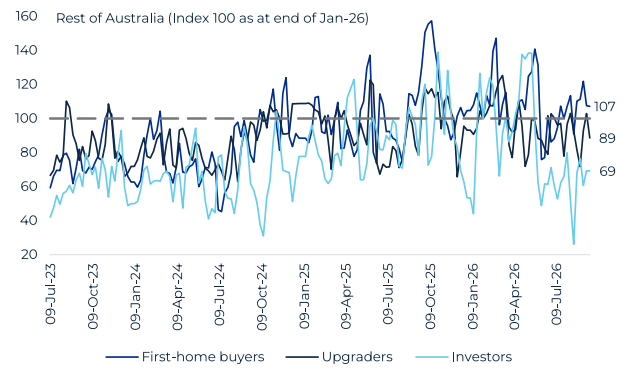
Source: Loan Market Group

Figure 38 - Loan Market Group Lodgements WA, Category, Rolling 2wk Avg, (#) (Index 100 as at end of Jan-26)



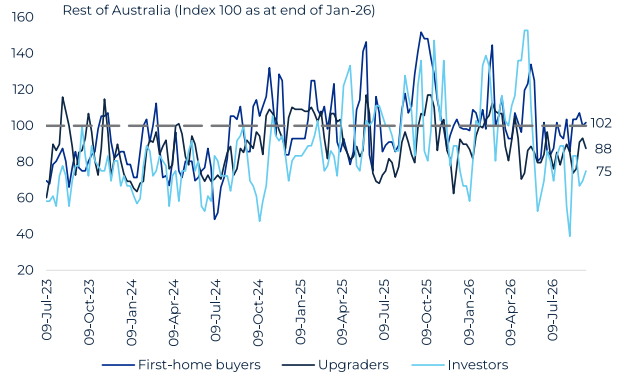
Source: Loan Market Group

Figure 39 - Loan Market Group Lodgements Rest of Australia, Category, Rolling 2wk Avg, (A$m) (Index 100 as at end of Jan-26)



Source: Loan Market Group

Figure 40 - Loan Market Group Lodgements Rest of Australia, Category, Rolling 2wk Avg, (#) (Index 100 as at end of Jan-26)



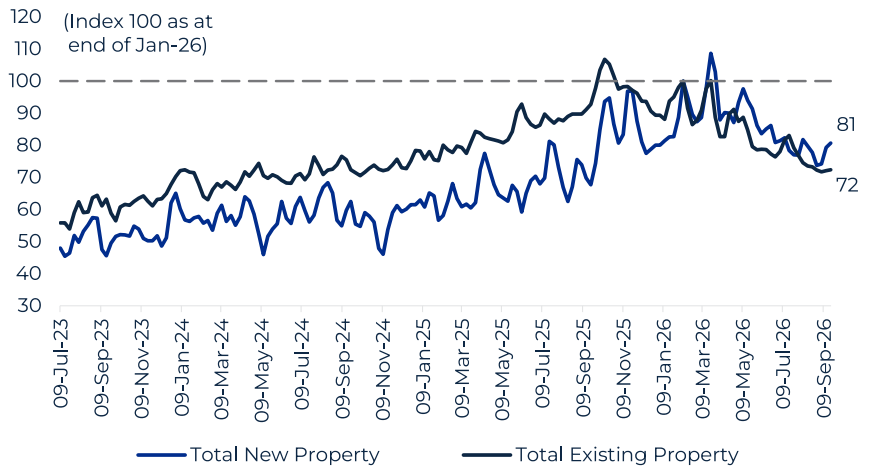
Source: Loan Market Group

New vs Existing Properties

Total lodgements in Australia for new properties have declined -19% since prior to the rate hiking cycle (end of Jan-26) and existing have declined -28%. This has been steadily falling for both since May.

New property has increased 19% vs pcp and existing has declined - 28% pcp.

Figure 41 - Loan Market Group Lodgements Total AU New vs Existing Property ($) (Index 100 as at end of Jan-26)

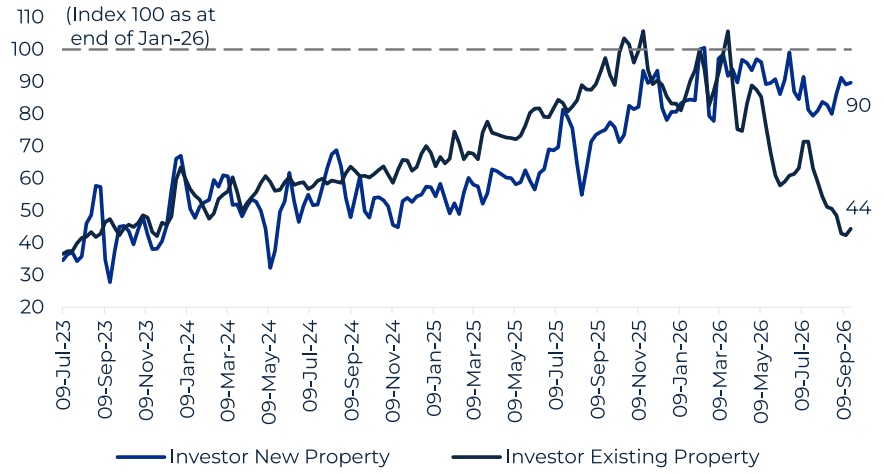


Source: Loan Market Group

For investors, lodgements for existing property have declined 56% since prior to the rate hiking cycle (end of Jan-26) and new properties have also declined -10%.

Existing property declined sharply from May, down -54% pcp. New property up overall 20% on pcp.

Figure 42 - Loan Market Group Lodgements Investor New vs Existing Property ($) (Index 100 as at end of Jan-26)

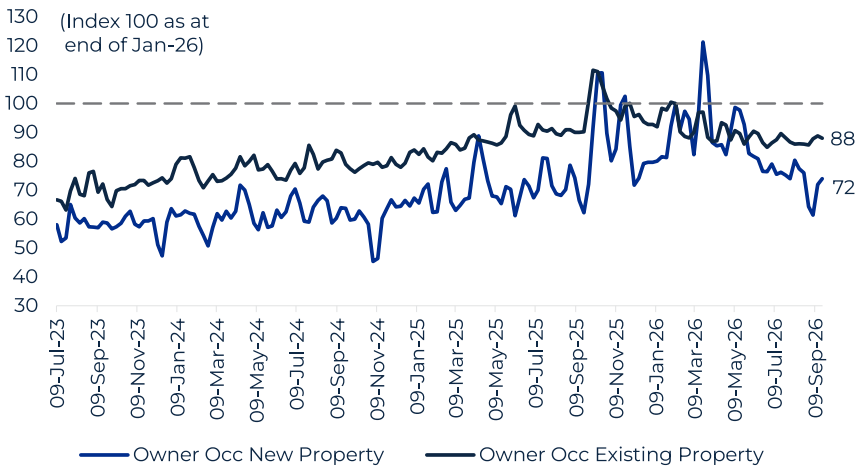


Source: Loan Market Group

Owner-occupier lodgements have seen more of a decline in new property post May, down -28%. Existing property is down more modestly -12%.

Overall new properties are up 19% pcp and existing broadly flat -2% pcp.

Figure 43 - Loan Market Group Lodgements Owner Occ New vs Existing Property ($) (Index 100 as at end of Jan-26)



Source: Loan Market Group

make it yours

This report is based on Loan Market Group mortgage lodgement data combined with commentary and analysis informed by external third party input and research which has not been independently verified by Loan Market Group. While Loan Market Group believes the information to be reliable at the time of preparation, no representation or warranty is given as to its accuracy, completeness, or currency, and Loan Market Group accepts no liability for any loss or damage arising from reliance on this report. This report is provided for general information purposes only and does not constitute financial, credit, investment, or legal advice. Recipients should make their own independent enquiries and obtain professional advice specific to their circumstances before acting on any information contained in this report. Historical data is not indicative of future performance or outcomes. Loan Market Pty Ltd | Australian Credit Licence 390222