

Excellence in building
materials supply

Builders Merchant Building Index



Executive Summary - November 2025

(Published 03 February 2026)

Highlights - Like-for-like value sales

(adjusted to remove the effect of trading days)

BMBI: November 2025

Like-for-like value sales

(adjusted to remove the effect of trading days)

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0.0%

Latest month
Nov 2025
v
Latest 3 months
Sep - Nov 2025

v
Last year
Sep - Nov 2024

Like-for-like value
sales flat (0.0%)

+1.4%

Year-to-date
Jan - Nov 2025
v
Last year
Jan - Nov 2024

Like-for-like value
sales up +1.4%

+1.1%

Latest 12 months
Dec 2024 - Nov 2025
v
Last year
Dec 2023 - Nov 2024

Like-for-like value
sales up +1.1%

Latest month
Nov 2025
v
Last year
Nov 2024

Like-for-like value
sales down -0.4%

-0.4%

Total Builders Merchants **like-for-like value** sales were -0.4% lower
in November 2025 compared with the same month last year.

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Highlights - Total (unadjusted) value sales

BMBI: November 2025

Total (unadjusted) value sales

Builders Merchant
Building Index 

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0.0%

Latest 3 months
Sep - Nov 2025
v
Last year
Sep - Nov 2024

Total value
sales flat (0.0%)

+0.6%

Year-to-date
Jan - Nov 2025
v
Last year
Jan - Nov 2024

Total value
sales up +0.6%

+0.7%

Latest 12 months
Dec 2024 - Nov 2025
v
Last year
Dec 2023 - Nov 2024

Total value
sales up +0.7%

-5.1%

Latest month
Nov 2025
v
Last year
Nov 2024

Total value
sales down -5.1%

With one less trading day in the latest month, **unadjusted value** sales were -5.1% lower in November 2025 than in November 2024. **Volume** sales were down -8.5% but **prices** up +3.7%.

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Introduction:

Builders Merchant Building Index



This **Builders Merchant Building Index (BMBI)** report contains data from NiQ GfK's ground-breaking Builders Merchants Panel, which analyses data from over 88% of generalist builders' merchants' sales throughout Great Britain. NiQ GfK's Builders Merchant Point of Sale Tracking Data sets a gold standard in reliable market trends. Unlike data from sources based on relatively small samples or estimates, or sales from suppliers to the supply chain, this up-to-date data is based on actual sales from merchants to builders and other trades. It's therefore a very good proxy for housing RMI.

The monthly series tracks what is happening in the market month by month and includes an in-depth review every quarter. BMBI Index data is calculated on the 12-month base period January 2019 to December 2019.

Executive Summary

Short of time and just want to read the headlines? Download an Executive Summary that provides a snapshot of value sales and trends from Britain's Builders' Merchants for November [here](#).

BMBI Experts

MRA Research produces the Builders Merchant Building Index, a brand of the BMF, to communicate to the wider market as the voice of the industry as well as the voice of individual Expert Brands. **Meet the Experts on pages 5 and 6 of this report or read their previous comments [here](#).**

BMBI - the best proxy there is for RMI

One of the aims of BMBI is to reach across and beyond construction. It's syndicated monthly to a growing number of trade magazines in different sectors. Outside the industry, economists, banks, consultancies, investment bodies, advisors and accountants refer to it. BMBI is featured alongside the BoE and Office for National Statistics (ONS) data in the Government **Department for Business & Trade's Monthly Construction Update**. **Download the latest update [here](#).**



More data available

This BMBI report provides valuable top-level indices but there's considerably more data available. NiQ GfK insights go much deeper and include sales value data. NiQ GfK can quantify market values and drill down into contributing categories, tracing product group performance, to focus on aspects that are critical to you.

NiQ GfK can also produce robust like-for-like market comparability tailored to the requirements of an individual business. As more merchants join to submit their monthly sales-out data the quality of this information can only become more extensive and rigorous. Merchants or suppliers who are interested in acquiring data or getting involved should contact **Emile van der Ryst** at emile.vanderryst@nielseniq.com.

The Experts

Speaking for their markets - 1

The Builders Merchant Building Index (BMBI) includes a panel of industry Experts. In each quarterly report they comment on the market, with a particular focus on the story behind the trends. Experts are leading brands, or brands aspiring to become leaders, who are the voice of their markets.

The Q3 2025 report, which includes commentary from our experts is available [here](#)

Meet the Builders Merchant Building Index Experts here and on the next page:

Expert for Drylining Systems:



Gordon Parnell
Sales Director British
Gypsum

[Read latest comment: Q3 2025 Report](#)

Expert for Natural Stone & Porcelain Paving:



Krystal Williams
Managing Director
Pavestone UK Ltd

[Read latest Comment: Q3 2025 Report](#)

Expert for Fasteners and Fixings:



Ian Doherty
Non-Executive Director
Hexstone and Owlett-Jaton

[Read latest Comment: Q3 2025 Report](#)

Expert for Roof Windows:



Jim Blanthorne
Managing Director
Keylite Roof Windows

[Read latest Comment: Q3 2025 Report](#)

Expert for Steel Lintels:



Derrick McFarland
Managing Director
Keystone Lintels

[Read latest Comment: Q3 2025 Report](#)

Expert for Mineral Wool Insulation:



Neil Hargreaves
Managing Director
Knauf Insulation

[Read latest Comment: Q3 2025 Report](#)

The Experts

Speaking for their markets - 2

Expert for Cement & Aggregates:



Andrew Simpson
Packed Products Director
Heidelberg Materials

[Read latest Comment: Q3 2025 Report](#)

Expert for Paint:



Jamie Barber
UK&I Sales Director Trade
Dulux Trade

[Read latest Comment: Q3 2025 Report](#)

Expert for Website & Product Data Management Solutions:



Chris Fisher
Vice President of the EMEA lumber,
building material and hardware (LBMH)
division - ECI Software Solutions

[Read latest Comment: Q3 2025 Report](#)

Expert for Plumbing & Drainage:



Chris Dawson
Sales Director
Brett Martin

[Read latest Comment: Q3 2025 Report](#)

Expert for Plastic Plumbing for Hot and Cold Water Systems:



Matt Williams
Managing Director
Polypipe Building Products

[Read latest Comment: Q3 2025 Report](#)

Expert for Softwoods and Engineered Wood:



James Davenport
Managing Director
Metsä Wood UK

[Read latest Comment: Q3 2025 Report](#)

Expert for Plumbing & Drainage:



Paul Haynes
Product, Solutions & Marketing Director
Baxi

[Find out more](#)



88% coverage of the market

As part of its ongoing drive to ensure the most accurate and relevant understanding of market coverage GfK conducts universe studies every few years.

These studies aim to understand the number of retailers / merchants and the branches they have in a defined universe - in this case the mainland Great Britain Builders Merchants channel.

The previous iteration of the BMBI used a universe study conducted in 2019, with coverage then estimated at 82% was revised up to 92% in the October 2023 report with the introduction of CMO, Huws Gray and JT Dove.

GfK has since completed its latest universe study for the channel and now estimates coverage to sit at 88%.

For any queries around this, please reach out to Emile van der Ryst at emile.vanderryst@nielseniq.com.

Based on its latest universe study for the builders' merchant channel, NiQ GfK estimates coverage is 88%.

Overview - 1

November 2025 like-for-like value sales were -0.4% lower compared with November 2024

Like-for-like sales (adjusted to remove the effect of trading days)

- Total Builders Merchants **like-for-like value sales** were -0.4% lower in November 2025 compared with November 2024.

Total (unadjusted) sales

- With one less trading day in the latest month, **Total (unadjusted) value sales** were -5.1% lower in November 2025 than in November 2024. **Volume** sales were down -8.5% but **prices** up +3.7%. By **value**, five of the twelve categories sold more, led by: Renewables & Water Saving (+5.1%) and Workwear & Safetywear (+4.0%). Timber & Joinery Products (-2.4%) sold less but performed better than Total Builders Merchants. Heavy Building Materials, the largest category, was the weakest category (-8.4%).

November 2025 v October 2025

Like-for-like sales (adjusted to remove the effect of trading days)

- Total Builders Merchants **like-for-like value sales** were -2.0% lower in November 2025 than in October 2025.

Total (unadjusted) sales

- With three less trading days this month, **unadjusted value sales** were -14.8% lower in November 2025 than in October. **Volume** sales were down -19.3% but **prices** up +5.7%. By **value**, all twelve categories sold less. Workwear & Safetywear (-0.2%) and Kitchens & Bathrooms (-3.8%) fell by less than other categories. Timber & Joinery Products (-13.5%) fell by less than Total Builders Merchants, while Heavy Building Materials (-16.8%) fell by more. Seasonal category Landscaping (-25.5) was weakest.

November Index:

Like-for-like index (adjusted to remove the effect of trading days)

- November's **like-for-like value sales** Index was 108.8.

Total (unadjusted) index

- With one less trading day this November 2025 versus the Index base period, the **unadjusted value sales** Index was 105.3. Eleven of the twelve categories exceeded 100, with Workwear & Safetywear (155.7) indexing the most. Landscaping (88.9) indexed the least.

Total Builders Merchants **like-for-like value sales** were -2.0% lower in November than in October.

With three less trading days this month, **unadjusted value sales** were -14.8% lower in November than in October.

Volume sales were down -19.3% but **prices** up +5.7%.

Overview continues on the next page...

Overview - 2

... continued from the previous page:

Latest three months v last year: September - November 2025 v September - November 2024

Like-for-like sales (adjusted to remove the effect of trading days)

- Total Builders Merchants like-for-like value sales in the three months September to November 2025 were flat (0.0%) versus the same period last year.

Total (unadjusted) sales

- With no difference in trading days this period, unadjusted value sales were also flat (0.0%) in September to November 2025. Volume sales were down -0.5% but prices up +0.5%. By value, eight of the twelve categories sold more, led by Miscellaneous (+8.6%). Timber & Joinery Products (+2.0%) was ahead of Total Builders Merchants. Heavy Building Materials (-2.2%) was the weakest category.

Latest three months v previous three months: September - November 2025 v June - August 2025

Like-for-like sales (adjusted to remove the effect of trading days)

- Total Builders Merchants like-for-like value sales in the three months September to November 2025 were -4.2% lower than the previous three months, June to August 2025.

Total (unadjusted) sales

- With one more trading day in the latest period, unadjusted value sales were -2.7% lower in the latest three months compared to the previous three months. Volume sales were down -4.6% but prices up +2.1%. By value, seven of the twelve categories sold more, led by: Workwear & Safetywear (+17.0%) and Plumbing, Heating & Electrical (+15.9%). Timber & Joinery Products (-0.8%) fell by less than Total Builders Merchants, while Heavy Building Materials (-3.5%) fell by more. Landscaping (-20.5%) was the weakest category.

Total Builders Merchants **like-for-like value** sales in the three months September to November were flat (0.0%) versus the same period last year.

With no difference in trading days, **unadjusted value** sales were also flat (0.0%).

Volume sales were down -0.5% but **prices** up +0.5%.

Overview - 3

... continued from the previous page:

Year-to-date: January to November 2025 v January to November 2024

Like-for-like sales (adjusted to remove the effect of trading days)

- Total Builders Merchants like-for-like value sales in the eleven months January to November 2025 were +1.4% higher than in January to November 2024.

Total (unadjusted) sales

- With two less trading days this year, unadjusted value sales in the eleven months were +0.6% higher than the same period last year. Volume sales were up +1.6% but prices down -1.1%. By value, eight of the twelve categories sold more, led by: Renewables & Water Saving (+5.5%) and Miscellaneous (+4.0%). Timber & Joinery Products (+1.2%) performed better than Total Builders Merchants, while Heavy Building Materials (-0.1%) lagged marginally behind. Decorating (-2.9%) was the weakest category.

Latest 12 months v last year: December 2024 - November 2025 v December 2023 - November 2024

Like-for-like sales (adjusted to remove the effect of trading days)

- Total Builders Merchants like-for-like value sales in the latest 12 months, December 2024 to November 2025 were +1.1% higher compared to the same period a year earlier, December 2023 to November 2024.

Total (unadjusted) sales

- With one less trading day in the latest period, unadjusted value sales were +0.7% higher in the latest 12 months versus the same period a year earlier. Volume sales were up +1.9% but prices down -1.2%. By value, nine of the twelve categories sold more, led by: Renewables & Water Saving (+4.3%). Timber & Joinery Products (+1.1%) were ahead of Total Builders Merchants, while Heavy Building Materials (+0.1%) lagged behind. Decorating (-2.8%) was the weakest category.

Total Builders Merchants **like-for-like value** sales in the eleven months January to November 2025 were +1.4% higher than in January to November 2024.

With two less trading days this year, **unadjusted value** sales in the eleven months were +0.6% higher than the same period last year.

Volume sales were up +1.6% but **prices** down -1.1%.

Latest month v last year

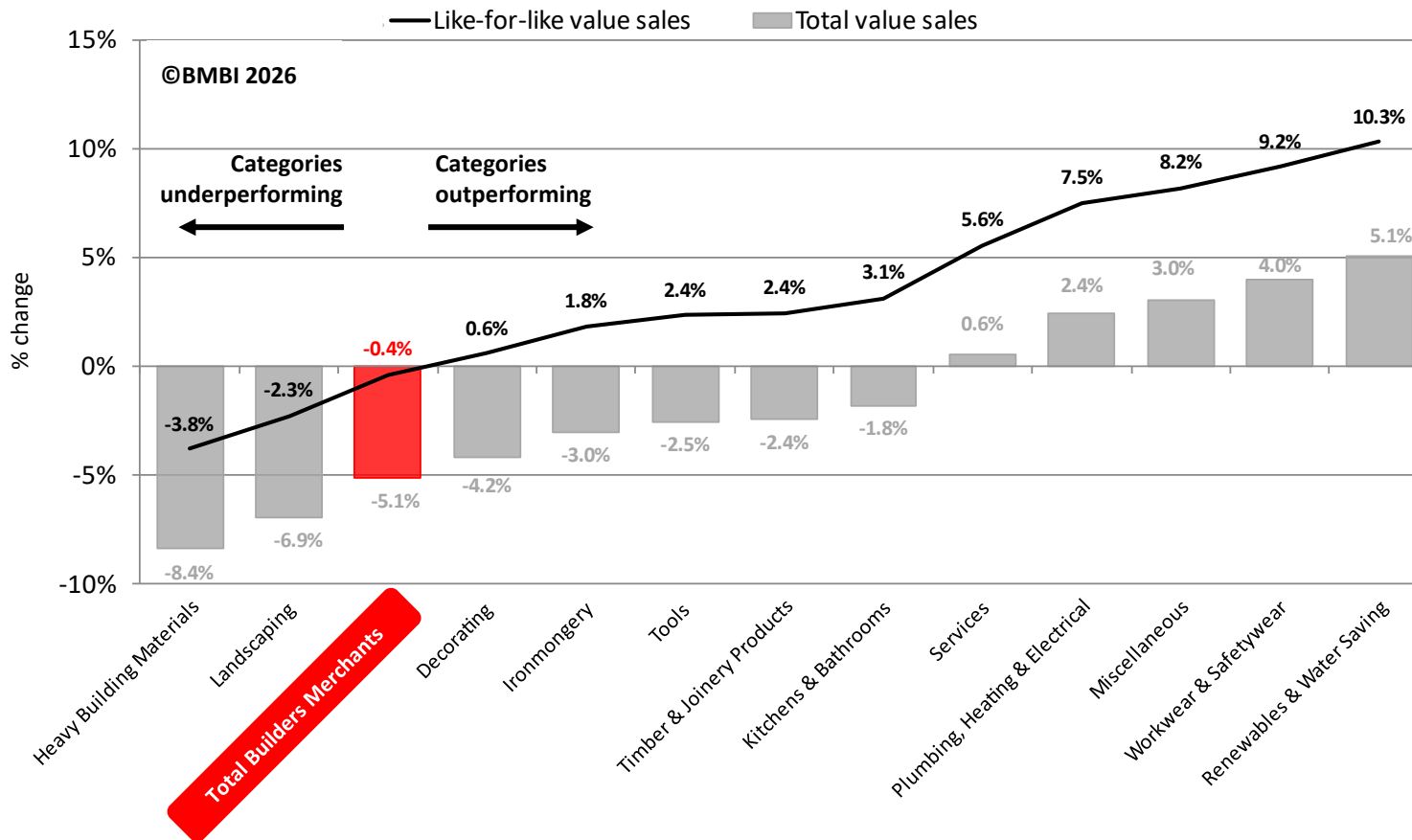
Like-for-like value sales and Total value sales % change

20 trading days this month v 21 trading days last year.

Like-for-like sales are adjusted to remove the effect of trading day differences.



November 2025 v November 2024



NIQ **GfK**

Source: GfK's Builders Merchants
Total Category Report: January
2019 to November 2025

Total Builders Merchants **like-for-like value sales** down -0.4% in November compared with the same month last year.



Latest month v previous month

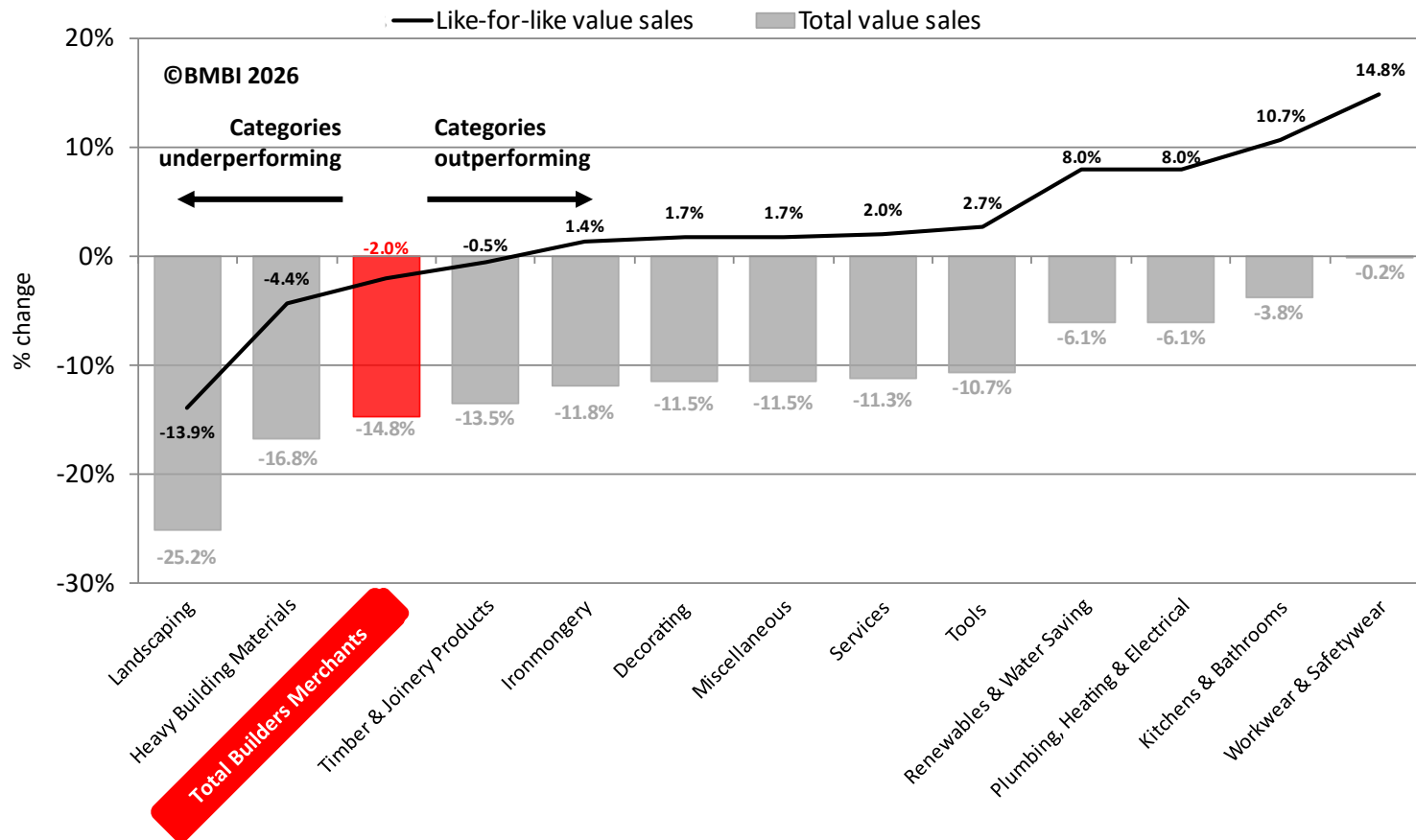
Like-for-like value sales and Total value sales % change

20 trading days this month v 23 trading days last month.

Like-for-like sales are adjusted to remove the effect of trading day differences.



November 2025 v October 2025



NIQ GfK

Source: GfK's Builders Merchants
Total Category Report: January
2019 to November 2025

Total Builders Merchants **like-for-like value sales** -2.0% lower in November than in October.

Latest 3 months v last year

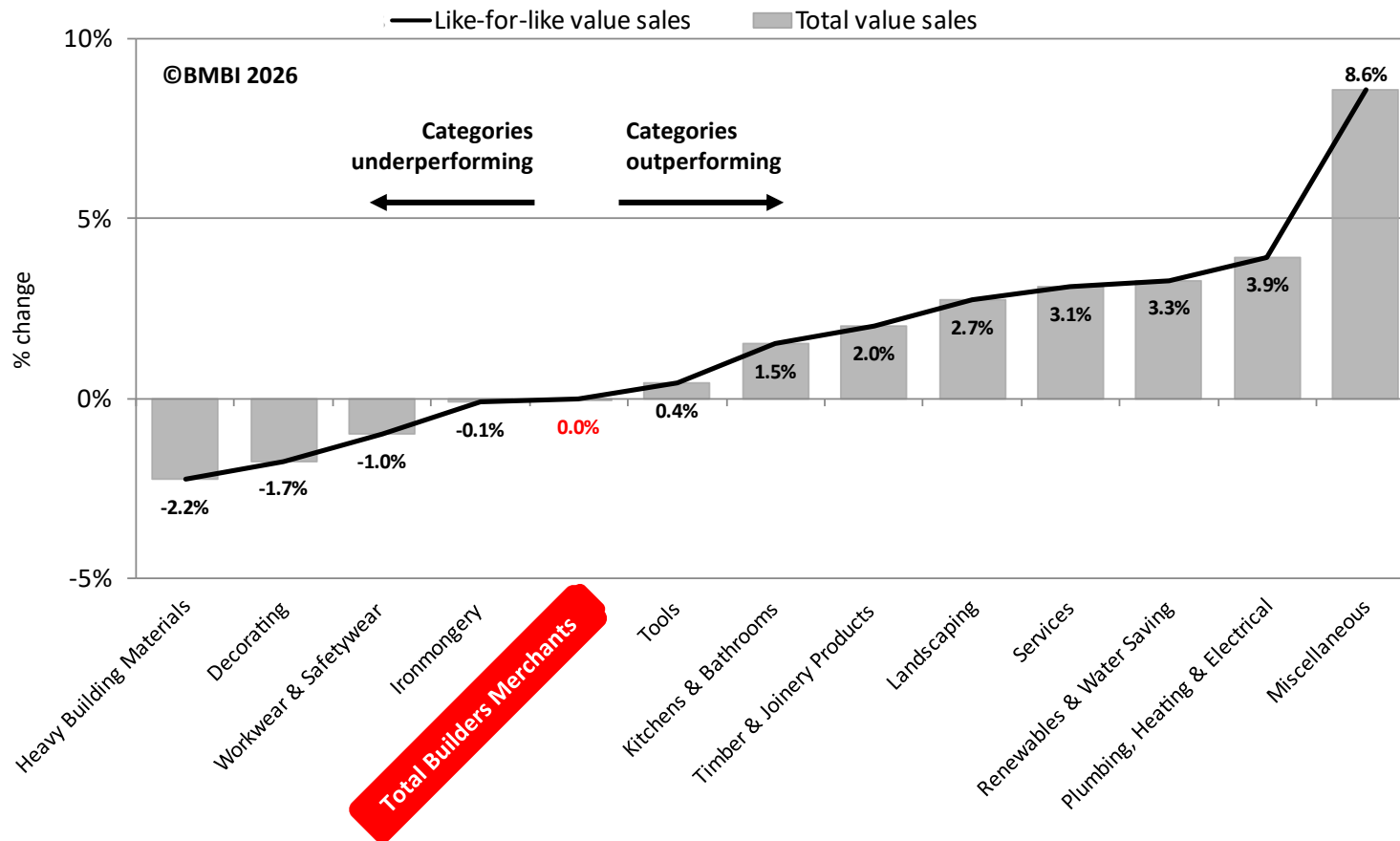
Like-for-like value sales and Total value sales % change

There was no difference in trading days (65).

Like-for-like sales are adjusted to remove the effect of trading day differences.



3 months Sep 25 to Nov 25 v 3 months Sep 24 to Nov 24



Source: GfK's Builders Merchants
Total Category Report: January
2019 to November 2025

Total Builders Merchants **like-for-like** value sales in the 3 months September to November were flat (0.0%) v same period last year.

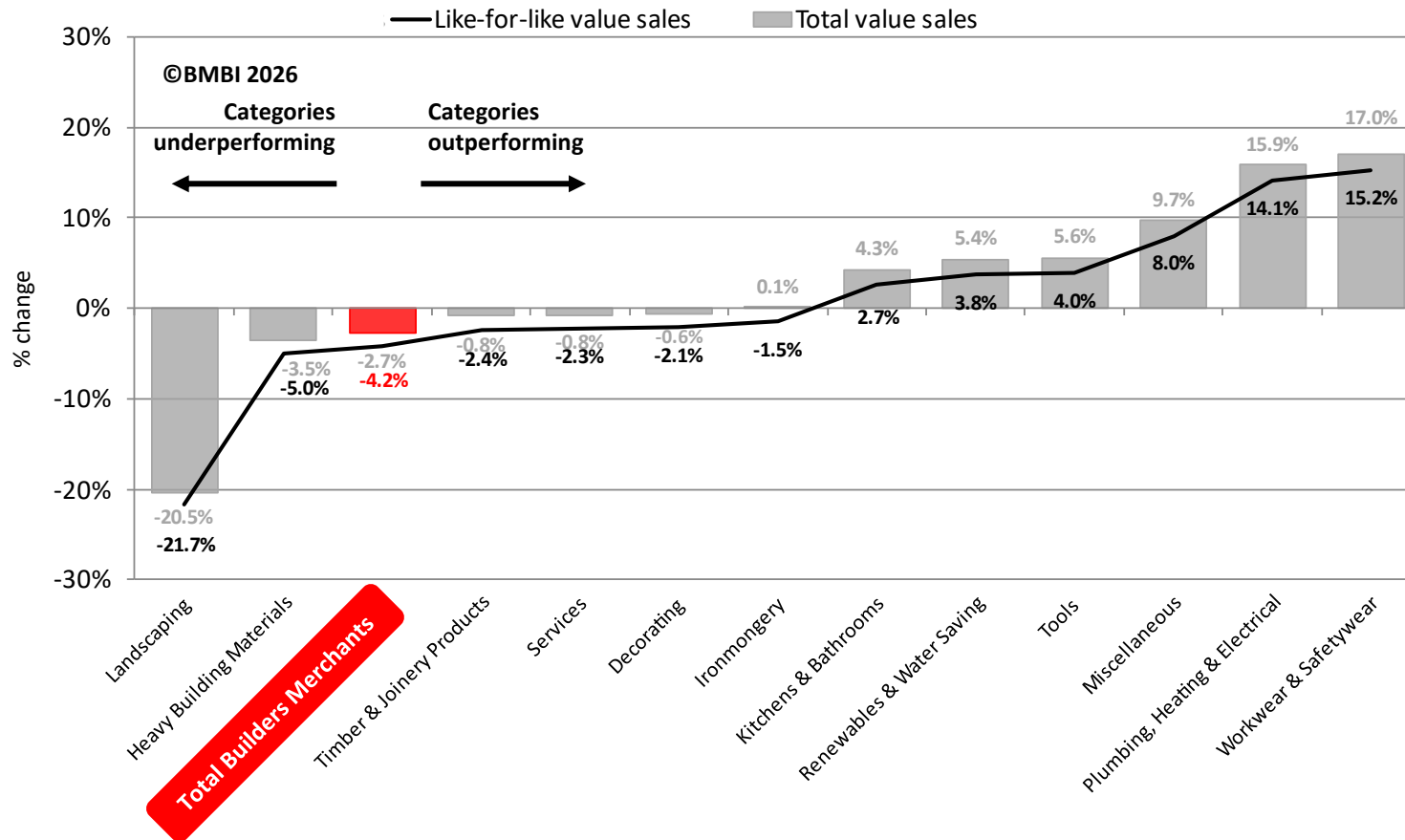
Latest 3 months v previous 3 months

Like-for-like value sales and Total value sales % change

65 trading days this recent period v 64 trading days in the previous period.
Like-for-like sales are adjusted to remove the effect of trading day differences.



3 months Sep 25 to Nov 25 v 3 months Jun 25 to Aug 25



Source: GfK's Builders Merchants
Total Category Report: January
2019 to November 2025

Total Builders Merchants **like-for-like value** sales in the 3 months September to November were -4.2% lower than the previous 3 months, June to August.

Year-to-date v last year

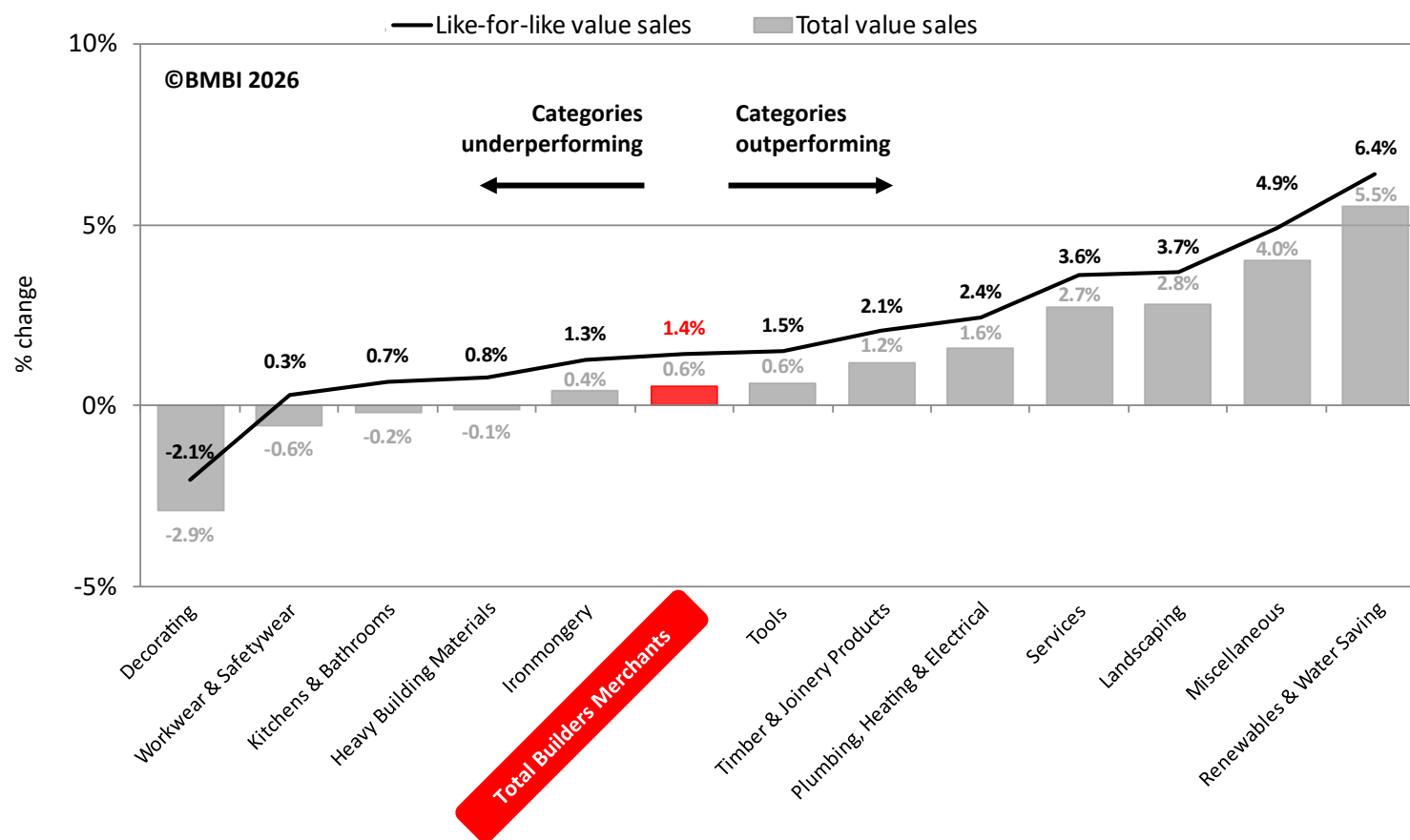
Like-for-like value sales and Total value sales % change

232 trading days this year v 234 trading days last year.

Like-for-like sales are adjusted to remove the effect of trading day differences.



Year to date: Jan 25 to Nov 25 v Jan 24 to Nov 24



Source: GfK's Builders Merchants
Total Category Report: January
2019 to November 2025

Total Builders Merchants **like-for-like value** sales in the 11 months January to November were +1.4% higher than in January to November 2024.

Latest 12 months v last year

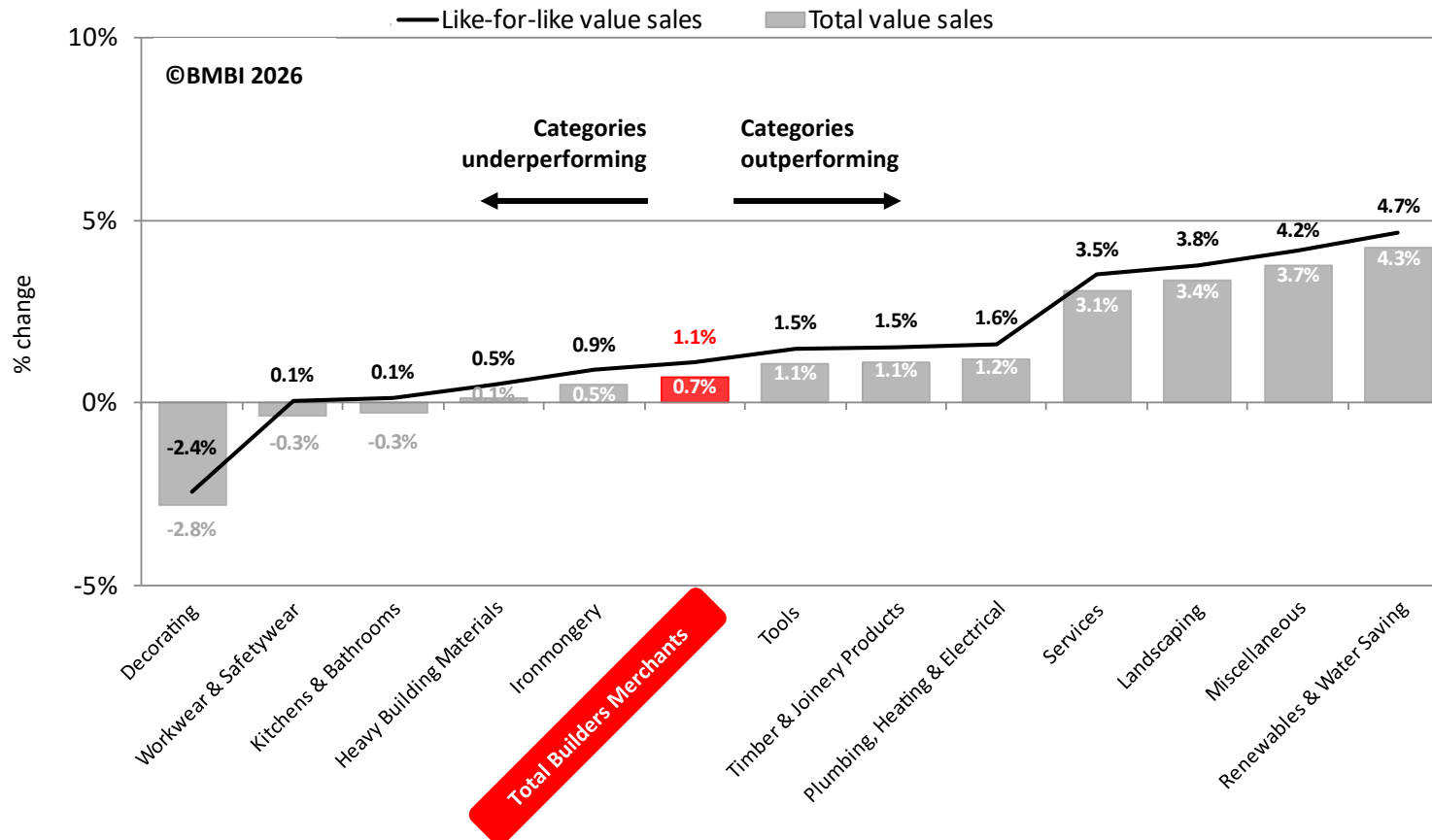
Like-for-like value sales and Total value sales % change

249 trading days in the latest period v 250 trading days last year.

Like-for-like sales are adjusted to remove the effect of trading day differences.



12 months Dec 24 to Nov 25 v 12 months Dec 23 to Nov 24



Source: GfK's Builders Merchants
Total Category Report: January
2019 to November 2025

Total Builders Merchants **like-for-like value sales** in the latest 12 months, December 2024 to November 2025 were +1.1% higher compared to the same period a year earlier, December 2023 to November 2024.

Appendix

Trading Days

Monthly

Index: 20.7

2023											
Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
21	20	23	18	20	22	21	22	21	22	22	16
2024											
Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
22	21	20	21	21	20	23	21	21	23	21	17
2025											
Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
22	20	21	20	20	21	23	20	22	23	20	

Quarterly

Index: 62

2023				2023		2023
Q1	Q2	Q3	Q4	H1	H2	
64	60	64	60	124	124	248
2024				2024		2024
Q1	Q2	Q3	Q4	H1	H2	
63	62	65	61	125	126	251
2025				2025		2025
Q1	Q2	Q3	Q4	H1	H2	
63	61	65		124		

NiQ GfK's Definition of Builders Merchant Panel



Generalist Builders Merchants definition:

- Builder Merchants handle an extended range of building materials and components (e.g. doors, windows, interior furnishing materials, insulation materials, tiles, cement, mortar, adhesives, sealants, nails, hardware products, pipes, ironware, paint) and generate their turnover with professional end users. Only multiple merchants are considered; they are defined as having more than 3 outlets or a turnover of greater than £3m p.a.
- This excludes branches that generate all their sales from specialized areas such as Civils, Tiles and Tools. Estimated coverage of this channel sits at 88%.

Examples include:



INDEPENDENT BUILDERS MERCHANT GROUP



NiQ GfK's Product Categories

Reports cover category headline values & in-depth, brand-level insights

NIQ



Headline values available

Timber & Joinery Products

Timber
Sheet Materials
Cladding
Flooring & Flooring Accessories
Mouldings
Stairs & Stairparts
Window & Frames
Doors/Door Frames

Heavy Building Materials

Bricks Blocks & Damp Proofing
Drainage/Civils/Guttering
Lintels
Cement/Aggregate/Cement Accs
Concrete Mix/Products
Plasters Plasterboards and Accessories
Roofing Products
Insulation
Cement Mixers/Mixing Buckets Products
Builders Metalwork
Other Heavy Building Equipment/Material

Decorating

Paint/Woodcare
Paint Brushes Rollers & Pads
Adhesives/Sealants/Fillers
Tiles And Tiling Accessories
Decoration Preparation & Decorating Sundries
Wall Coverings

Tools

Hand Tools
Power Tools
Power Tool Accessories
Ladders & Access Equipment

Workwear And Safetywear

Clothing
Safety Equipment

Ironmongery

Fixings And Fastenings
Security
Other Ironmongery

Landscaping

Garden Walling/Paving
Driveways/Block Paving/Kerbs
Decorative Aggregates
Fencing And Gates
Decking
Other Gardening Equipment

Plumbing Heating & Electrical

Plumbing Equipment
Boilers Tanks & Accessories
Heating Equipment/Water Heaters/Temperature Control/Air Treatment
Radiators And Accessories
Electrical Equipment
Lighting And Light Bulbs

Renewables And Water Management

Water Saving
Renewables & Ventilation

Kitchens & Bathrooms

Bathroom (Including Showering)
Fitted Kitchens
Major Appliances

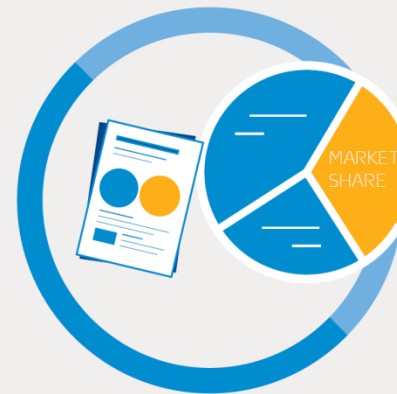
Miscellaneous

Cleaning/Domestic/Personal
Automotive
Glass
Other Furniture & Shelving
Other Misc

Services

Toolhire / Hire Services
Other Services

TOTAL CATEGORY REPORT (TCR)



TRACKED PRODUCT GROUP REPORTING



In-depth product group reporting

Monthly sales values, volumes, pricing analysis & distribution facts available by brand and key product features.

For insights on your product group please contact Emile van der Ryst at NiQ GfK

emile.vanderryst@nielseniq.com

Available categories:

Heavyside

Bricks
Insulation

Lightside

Emulsion Paints (incl. Masonry & Base)
Trim Paints
Primers/Undercoats
Woodcare
Adhesives
Sealants
Fillers/PU Foam
Tile Fixing (Adhesives/Grout)

Building the Industry & Building Brands from Knowledge



Excellence in building materials supply



BMF (Builders Merchant Federation) Forecast Report

BMF Forecast Report

Winter 2025 Edition

Builders Merchants Industry Forecast Report

The latest forecast report of the BMF's Builders Merchants Industry Forecast, covering Winter 2025 onwards, is available.

While Builders Merchants Building Index (BMBI) data, which is provided by GfK and is based on actual sales category performance, has enabled users to see which products and regions are currently growing, the forecast report takes this one stage further to meet the industry's need for accurate forecasting.

The BMF forecast model incorporates several lead indicators to signal future events that will impact our markets.

Using BMBI data coupled with advanced modelling techniques the BMF has developed a channel-specific forecasting model to show what is likely to happen in the next 12 months, making it possible for merchants and suppliers to forecast their customers' requirements more accurately.

The forecast report and its previous editions can be downloaded by BMF members free of charge – once logged in – [here](#).

Non-members can purchase the report by contacting Andrei Imbru on 024 7685 4994 or email: Andrei.Imbru@bmf.org.uk



Contact us

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