

Excellence in building  
materials supply

# Builders Merchant Building Index



**Executive Summary - January 2026**

(Published 01 April 2026)

# Highlights - Like-for-like value sales

(adjusted to remove the effect of trading days)

## BMBI: January 2026

### Like-for-like value sales

(adjusted to remove the effect of trading days)

Builders Merchant  
Building Index 

[www.bmbi.co.uk](http://www.bmbi.co.uk)



“Total Builders Merchants **like-for-like value** sales were -2.6% lower in January 2026 compared with the same month last year. **Like-for-like volume** sales were down -7.2% but **prices** were up +5.0%.”

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# Highlights - Total (unadjusted) value sales

## BMBI: January 2026 Total (unadjusted) value sales

Builders Merchant  
Building Index 

[www.bmbi.co.uk](http://www.bmbi.co.uk)



+0.2%

Latest month  
Jan 2026  
v  
Last year  
Jan 2025

-7.0%

Latest 3 months  
Nov 2025 - Jan 2026  
v  
Last year  
Nov 2024 - Jan 2025

-3.7%

Latest 3 months  
Nov 2025 - Jan 2026  
v  
Previous 3 months  
Aug - Oct 2025

-22.2%

Latest 12 months  
Feb 2025 - Jan 2026  
v  
Previous 12 months  
Feb 2024 - Jan 2025

With one less trading day in the latest month, **unadjusted value** sales were -7.0% lower in January 2026 than in January 2025. **Volume** sales were down -11.4% but **prices** up +5.0%.

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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 January [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 latest 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](mailto: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 Q4 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: Q4 2025 Report](#)

### Expert for Natural Stone & Porcelain Paving:



**Krystal Williams**  
Managing Director  
Pavestone UK Ltd

[Read latest Comment: Q4 2025 Report](#)

### Expert for Roof Windows:



Roof Windows

**Jim Blanthorne**  
Managing Director  
Keylite Roof Windows

[Read latest Comment: Q4 2025 Report](#)

### Expert for Steel Lintels:



**Derrick McFarland**  
Managing Director  
Keystone Lintels

[Read latest Comment: Q4 2025 Report](#)

### Expert for Mineral Wool Insulation:



**Neil Hargreaves**  
Managing Director  
Knauf Insulation

[Read latest Comment: Q4 2025 Report](#)

### Expert for Cement & Aggregates:



**Andrew Simpson**  
Packed Products Director  
Heidelberg Materials

[Read latest Comment: Q4 2025 Report](#)

# The Experts

Speaking for their markets - 2

## Expert for Paint:



**Jamie Barber**  
UK&I Sales Director Trade  
Dulux Trade

[Read latest Comment: Q4 2025 Report](#)

## Expert for Website & Product Data Management Solutions:



ECI Software Solutions

[Read latest Comment: Q4 2025 Report](#)

## Expert for Plumbing & Drainage:



**Chris Dawson**  
Sales Director  
Brett Martin

[Read latest Comment: Q4 2025 Report](#)

## Expert for Plastic Plumbing for Hot and Cold Water Systems:



**Matt Williams**  
Managing Director  
Polypipe Building Products

[Read latest Comment: Q4 2025 Report](#)

## Expert for Softwoods and Engineered Wood:



**James Davenport**  
Managing Director  
Metsä Wood UK

[Read latest Comment: Q4 2025 Report](#)

## Expert for Heating and Hot Water Solutions:

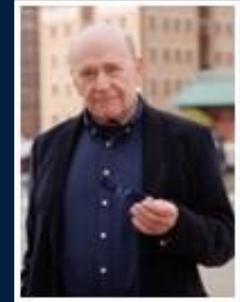


**Paul Haynes**  
Product, Solutions & Marketing Director  
Baxi

[Read latest Comment: Q4 2025 Report](#)

# What's new in the report? - 1

Mike Rigby, Managing Director - MRA Research



## Why are we making the changes?

BMBI, and PHMI, readers will notice a few changes in the way we present builders' merchant sales data in the reports. One of the aims is to give more prominence to like-for-like sales metrics which, adjusted for trading day differences, give a better and more consistent measure of activity than unadjusted total value sales.

Most merchants use both unadjusted sales values and like-for-like measures, adjusted for trading days, to give them an accurate steer on the market. But this change in emphasis was triggered by requests from national merchants and larger regionals to make more of like-for-like, which is their primary measure of sales trends. Smaller merchants and suppliers tend to use unadjusted metrics as their primary metric.

Following other useful feedback, we've made other improvements and will be making more small improvements to the presentation of BMBI, and PHMI, reports in the next few months. If you have any suggestions on these measures, or thoughts on how we can improve our reporting of the data, please get in touch via <https://bmbi.co.uk/contact-us/> or, for PHMI, <https://phmi.co.uk/contact/>.

## What is different?

### Value sales

Total (unadjusted) value sales – these are value (£) sales that have not been adjusted to remove the effect of trading days. Any % changes between periods will therefore be a combination of movements in £ sales as well as the differences in trading days (if there are any).

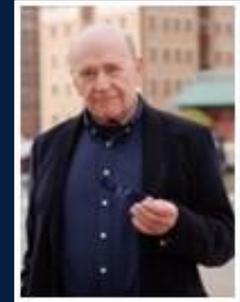
The BMBI and PHMI summaries and reports have always included this measure of value sales and will continue to do so.

Like-for-like value sales – these are value (£) sales that have been adjusted to remove the effect of trading day differences between periods. You can be confident, therefore, that any % changes between periods are due to movements in £ sales rather than differences in the number of trading days.

Although the BMBI and PHMI reports have always included like-for-like value sales, a recent change is that we are bringing this measure more to the forefront of our summaries and reports and we now consider it to be the lead measure.

# What's new in the report? - 2

Mike Rigby, Managing Director - MRA Research



## Volume sales

Total (unadjusted) volume sales – these are volume (unit) sales that have not been adjusted to remove the effect of trading days. Any % changes between periods will therefore be a combination of movements in unit sales as well as the differences in trading days (if there are any).

The BMBI and PHMI summaries have always included this measure of volume sales and will continue to do so.

Like-for-like volume sales – these are volume (unit) sales that have been adjusted to remove the effect of trading day differences between periods. You can be confident, therefore, that any % changes between periods are due to movements in unit sales rather than differences in the number of trading days.

This will be a new measure in the BMBI and PHMI summaries from the Q4 2025 reports.

## Price

Price is a Unit Sales Price, calculated from the Value (£) sales and Volume (units) sales. The appropriate unit varies by category. For example, units can be containers, pallets, packs, bags, cans of paint, rolls of insulation, lengths, boards or sheets of drylining.

Total (unadjusted) price – this is the unit sales price calculated from the Total (unadjusted) value sales and Total (unadjusted) volume sales.

The BMBI and PHMI summaries have always included this measure of price and will continue to do so.

Like-for-like price will always equate to total unadjusted price.

This will be a new measure in the BMBI and PHMI summaries from the Q4 2025 reports.

# Coverage and data audits

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](mailto:emile.vanderryst@nielseniq.com).

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

# Overview - 1 - Like-for-like

## January 2026 like-for-like value sales were -2.6% lower compared with January 2025

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

- Total Builders Merchants **like-for-like value** sales were -2.6% lower in January 2026 compared with the same month last year.

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

- Total Builders Merchants **like-for-like volume** sales were -7.2% lower in January 2026 compared with the same month last year but **prices** were up +5.0%.

### Latest three months v last year: November 2025 - January 2026 v November 2024 - January 2025

- Total Builders Merchants **like-for-like value** sales were -2.0% lower in the latest 3 months compared to the previous year.
- Total Builders Merchants **like-for-like volume** sales were -5.9% lower in the latest 3 months compared to last year but prices were up + 4.0%.

### Latest 12 months v previous 12 months: February 2025 - January 2026 v February 2024 - January 2025

- Total Builders Merchants **like-for-like value** sales in the latest 12 months, February 2025 to January 2026 were +1.0% higher compared to the same period a year earlier, February 2024 to January 2025.
- Total Builders Merchants **like-for-like volume** sales were +1.4% higher in the period compared with the same period last year. **Prices** were up +0.4%.

## Latest 12 months v previous 12 months

Total **like-for-like value** sales in the latest 12 months, February 2025 to January 2026 were +1.0% v same period a year earlier.

Overview continues on the next page...

# Overview - 2 - Total (unadjusted)

... continued from the previous page:

## January 2026 v January 2025

- With one less trading day in the latest month, **unadjusted value** sales were -7.0% lower in January 2026 than in January 2025. By **value**, one of the twelve categories sold more: Renewables & Water Saving (+8.5%). Timber & Joinery Products (-2.2%) was less affected than Total Builders Merchants, but Heavy Building Materials fell -11.0%. Landscaping (-13.4%) was the weakest performing category.
- With one less trading day in the latest month, **unadjusted volume** sales were -11.4% lower in January 2026 than in January 2025 but **prices** were up +5.0%. By **volume**, ten of the twelve categories sold less. Miscellaneous (+9.5%) and Workwear & Safetywear (+2.1%) were the only categories to sell more. Timber & Joinery Products (-2.0%) fell less than Total Builders Merchants. Heavy Building Materials (-16.1%) was the weakest performing category.

## Latest three months v last year: November 2025 - January 2026 v November 2024 - January 2025

### Total (unadjusted) value sales

- With one less trading day in the latest period, **unadjusted value** sales were -3.7% lower in the latest 3 months compared to last year. By **value**, seven of the twelve categories sold more, with Renewables & Water Saving up +9.5%. Timber & Joinery Products (+0.4%) performed better than Total Builders Merchants, while Heavy Building Materials (-7.4%) underperformed the category as a whole. Landscaping (-8.7%) was the weakest category.
- With one less trading day, **unadjusted volume** sales were -7.4% lower in the latest 3 months compared to last year. **Prices** increased +4.0%. By **volume**, three of the twelve categories sold more: Miscellaneous (+11.3%), Workwear & Safetywear (+4.7%) and Timber & Joinery Products (+0.2%). Heavy Building Materials (-11.0%) was the weakest category.

## January 2026 v January 2025

With one less trading day in the latest month, **unadjusted value** sales were -7.0% in January 2026 v January 2025.

Overview continues on the next page...

# Overview - 3 - Total (unadjusted)

... continued from the previous page:

## Latest 12 months v previous 12 months: February 2025 - January 2026 v February 2024 - January 2025

- With two less trading days in the latest period **unadjusted value** sales were +0.2% higher in the latest 12 months versus the same period a year earlier. By **value**, nine of the twelve categories sold more, led by Renewables & Water Saving (+6.4%). Timber & Joinery Products was +1.8% ahead of Total Builders Merchants, and Heavy Building Materials was -1.2% behind. Decorating (-2.4%) was the weakest category.
- With two less trading days, **unadjusted volume** sales were +0.6% higher in the latest 12 months versus the same period a year earlier. **Prices** were down -0.4%. By **volume**, eight of the twelve categories sold more, led by: Miscellaneous (+7.7%), Workwear & Safetywear (+2.9%) and Timber & Joinery Products (+2.8%). Heavy Building Materials fell -0.2%.

## January 2026 v December 2025

- With three more trading days this month, **unadjusted value** sales were +20.2% higher in January 2026 than in December 2025. By **value**, all twelve categories sold more. Renewables & Water Saving (+27.0%) increased most with Tools (+26.5%), Workwear & Safetywear (+25.8%) and Ironmongery (+25.2%) close behind. Timber & Joinery Products (+23.6%) and Heavy Building Materials (+20.5%) grew more than Total Builders Merchants. Services (+3.7%) was the worst-performing category.
- With three more trading days in the latest month, **unadjusted volume** sales were +19.0% higher in January 2026 than in December 2025. **Prices** were up +0.9%. By **volume**, all twelve categories sold more led by: Renewables & Water Saving (+56.9%). Timber & Joinery Products (+30.9%) performed better than Total Builders Merchants. Heavy Building Materials increased +14.7%.

Latest 12 months v  
previous 12 months

With two less trading  
days in the latest  
period **unadjusted  
value** sales were  
+0.2% in the latest 12  
months v the same  
period a year earlier.

Overview continues on the next page...

# Latest month v last year

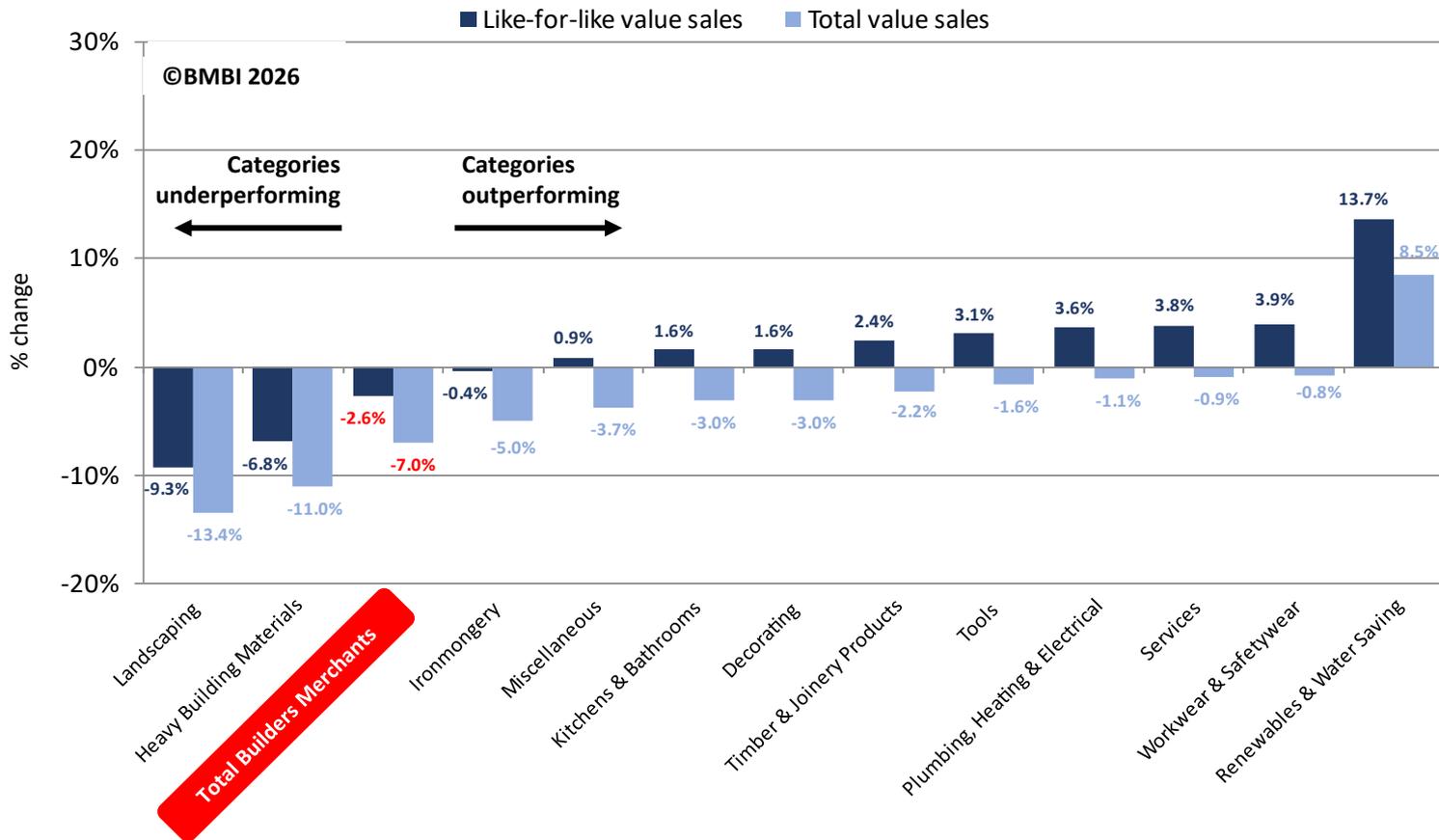
## Like-for-like value sales and Total value sales % change

21 trading days this month v 22 trading days last year.

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



### January 2026 v January 2025



Source: GfK's Builders Merchants Total Category Report: January 2019 to January 2026

**Like-for-like value sales**  
-2.6% in January 2026 v same month last year.

**Like-for-like volumes** -7.2%.  
**Prices** +5.0%.

# Latest month v previous month

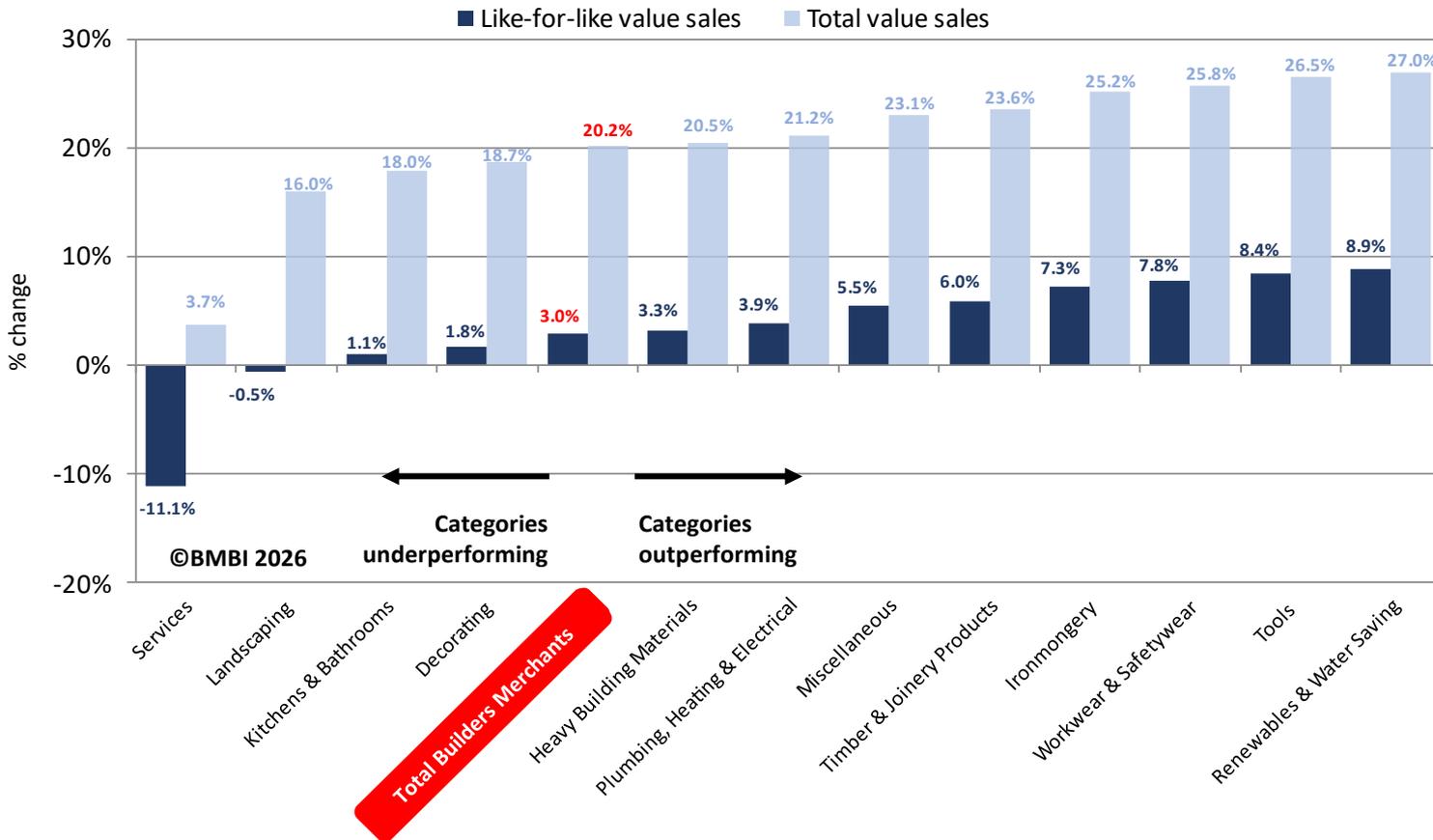
## Like-for-like value sales and Total value sales % change

21 trading days this month v 18 trading days last month.

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



### January 2026 v December 2025



Source: GfK's Builders Merchants Total Category Report: January 2019 to January 2026

**Like-for-like value sales +3.0%** in January 2026 v December 2025.

**Like-for-like volumes +2.0%**  
**Prices up +0.9%**

# Latest 3 months v last year

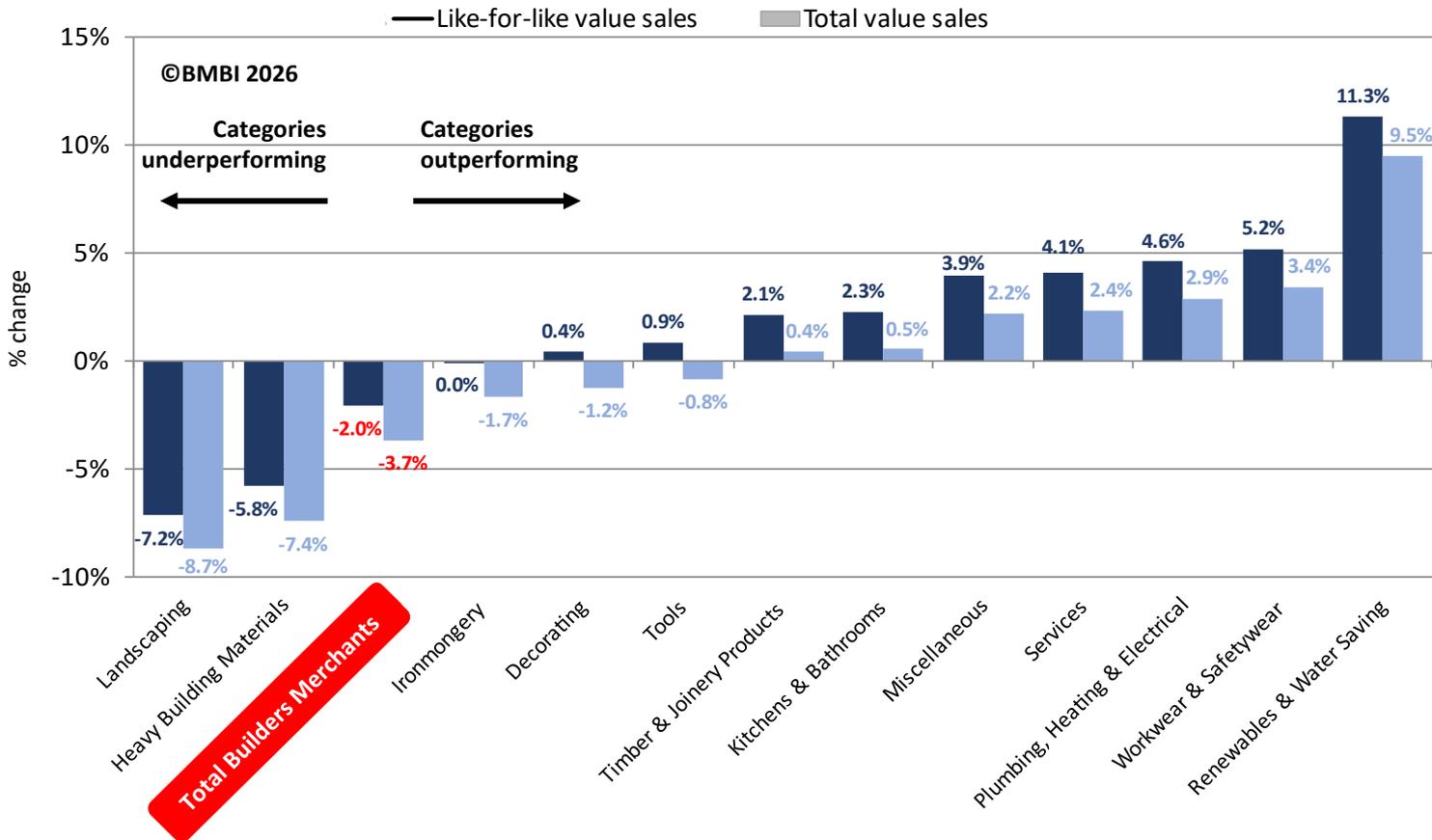
## Like-for-like value sales and Total value sales % change

59 trading days this recent period v 60 trading days last year.

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



### 3 months Nov 25 to Jan 26 v 3 months Nov 24 to Jan 25



Source: GfK's Builders Merchants Total Category Report: January 2019 to January 2026

**Like-for-like value sales -2.0%** in latest 3 months v previous year.

**Like-for-like volumes -5.9%**  
**Prices up +4.0%**

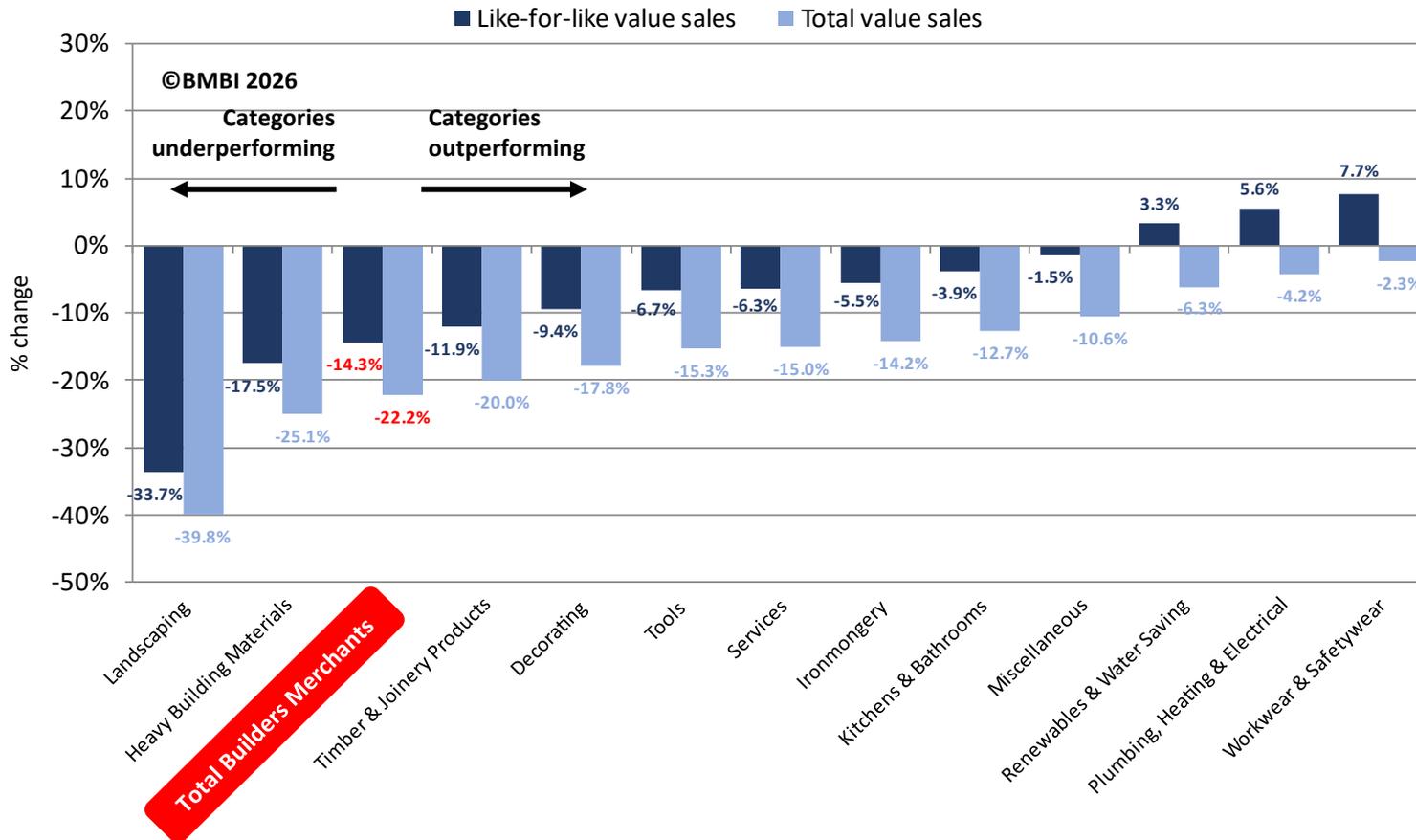
# Latest 3 months v previous 3 months

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

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



### 3 months Nov 25 to Jan 26 v 3 months Aug 25 to Oct 25



Source: GfK's Builders Merchants  
Total Category Report: January  
2019 to January 2026

**Like-for-like value sales** were -14.3% in last 3 months v previous 3 months.

**Like-for-like volumes** -20.9%.  
**Prices up** +8.4%.

# Latest 12 months v previous 12 months

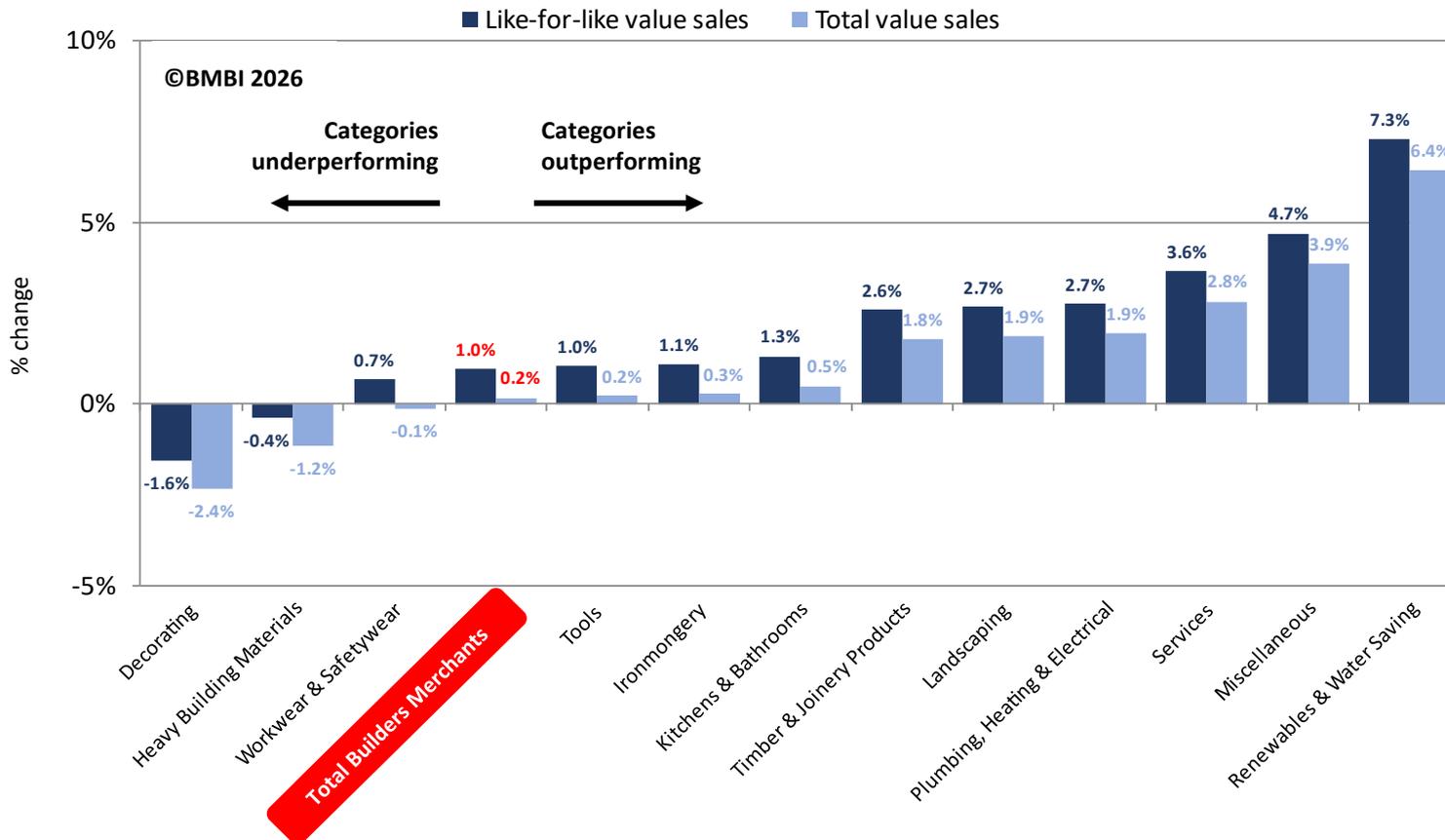
Like-for-like value sales and Total value sales % change



249 trading days in the latest period v 251 trading days last year.

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

## 12 months Feb 25 to Jan 26 v 12 months Feb 24 to Jan 25



Source: GfK's Builders Merchants Total Category Report: January 2019 to January 2026

**Like-for-like value sales** in the latest 12 months, February 2025 to January 2026 were +1.0% compared to the same period a year earlier.

**Like-for-like volume sales** +1.4%  
**Prices down** -0.4%.

# Appendix

# Trading Days

## Monthly

Index: 20.7

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	18
2026											
Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
21											

## Quarterly

Index: 62

2024				2024		2024
Q1	Q2	Q3	Q4	H1	H2	251
63	62	65	61	125	126	
2025				2025		2025
Q1	Q2	Q3	Q4	H1	H2	250
63	61	65	61	124	126	
2026				2026		2026
Q1	Q2	Q3	Q4	H1	H2	

# NiQ GfK's Definition of Builders Merchant Panel



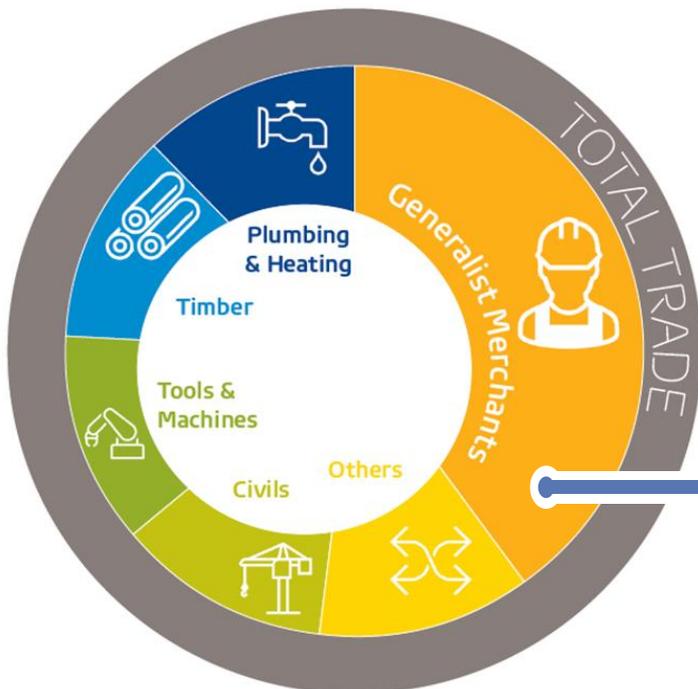
## Generalist Builders Merchants definition:

- 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

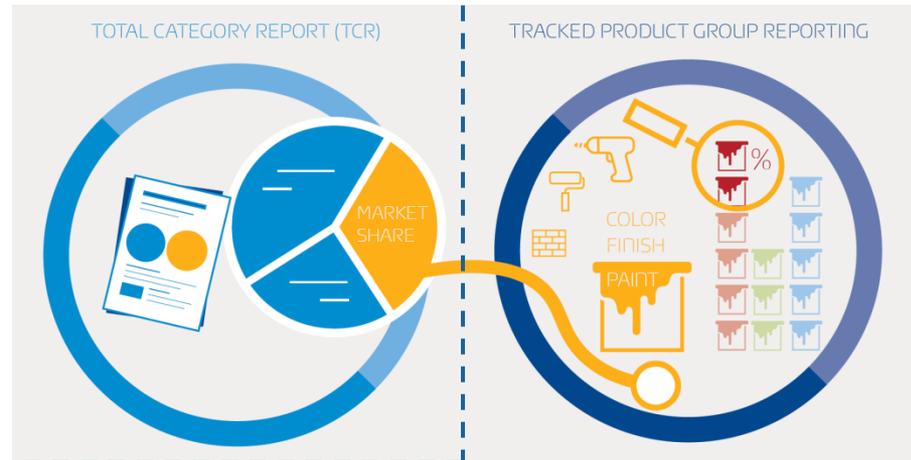
Bathroom (Including Showering)  
Fitted Kitchens  
Major Appliances

### Miscellaneous

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

### Services

Toolhire / Hire Services  
Other Services



## 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](mailto: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.

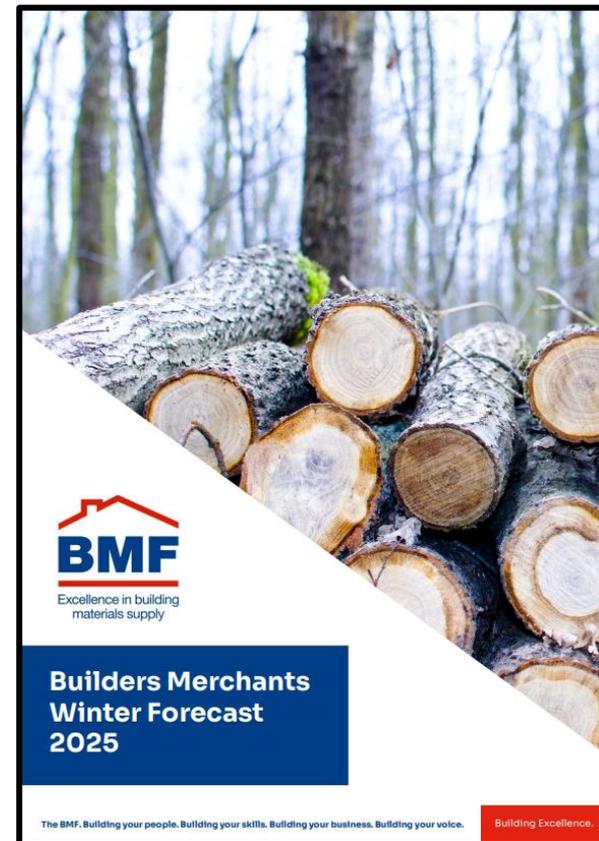
While Builders Merchants Building Index (BMBI) data, which is provided by GfK and is based on actual sales category performance, has enabled users to see which products and regions are currently growing, the forecast report takes this one stage further to meet the industry's need for accurate forecasting.

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](mailto:Andrei.Imbru@bmf.org.uk)



# Contact us

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