

Excellence in building
materials supply

Builders Merchant Building Index



Monthly report for April 2026

(Published 30 June 2026)

Highlights - Total (unadjusted) value sales

BMBI: April 2026 Total (unadjusted) value sales

Latest month
Apr 2026
v
Last year
Apr 2025

-0.6%

Latest 3 months
Feb 2026 - Apr 2026
v
Last year
Feb 2025 - Apr 2025

-1.2%

Latest 12 months
May 2025 - Apr 2026
v
Previous 12 months
May 2024 - Apr 2025

-0.7%

Year-to-date
Jan - Apr 2026
v
Last year
Jan - Apr 2025

-2.5%

With no difference in trading days in the latest month, **unadjusted value** sales were also -0.6% lower in April 2026 than in April 2025. **Volume** sales were down -3.5% but **prices increased** +3.0%.

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.

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. You can view previous reports [here](#).



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 Q1 2026 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: Q1 2026 Report](#)

Expert for Natural Stone & Porcelain Paving:



Krystal Williams
Managing Director
Pavestone UK Ltd

[Read latest Comment: Q1 2026 Report](#)

Expert for Roof Windows:



Roof Windows

Jim Blanthorne
Managing Director
Keylite Roof Windows

[Read latest Comment: Q1 2026 Report](#)

Expert for Steel Lintels:



Derrick McFarland
Managing Director
Keystone Lintels

[Read latest Comment: Q1 2026 Report](#)

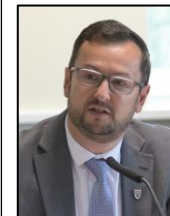
Expert for Mineral Wool Insulation:



Neil Hargreaves
Managing Director
Knauf Insulation

[Read latest Comment: Q1 2026 Report](#)

Expert for Cement & Aggregates:



Andrew Simpson
Packed Products Director
Heidelberg Materials

[Read latest Comment: Q1 2026 Report](#)

The Experts

Speaking for their markets - 2

Expert for Paint:



Jamie Barber
UK&I Sales Director Trade
Dulux Trade

[Read latest Comment: Q1 2026 Report](#)

Expert for Website & Product Data Management Solutions:



Chris Aitken
Spruce Sales Consultant
ECi Software Solutions

[Read latest Comment: Q1 2026 Report](#)

Expert for Plumbing & Drainage:



Chris Dawson
Sales Director
Brett Martin

[Read latest Comment: Q1 2026 Report](#)

Expert for Plastic Plumbing for Hot and Cold Water Systems:



Matt Williams
Managing Director
Polypipe Building Products

[Read latest Comment: Q1 2026 Report](#)

Expert for Softwoods and Engineered Wood:



James Davenport
Managing Director
Metsä Wood UK

[Read latest Comment: Q1 2026 Report](#)

Expert for Heating and Hot Water Solutions:



Paul Haynes
Product, Solutions & Marketing Director
Baxi

[Read latest Comment: Q1 2026 Report](#)

Coverage and data audits

NIQ



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 - Like-for-like

April 2026 like-for-like value sales were -0.6% lower compared with April 2025

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

- Total Builders Merchants **like-for-like value** sales were -0.6% lower in April 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 down -3.5% but prices were up +3.0%.

Latest 3 months v previous year: February 2026 - April 2026 v February 2025 - April 2025

- Total Builders Merchants **like-for-like value** sales were -2.8% lower in the latest 3 months compared to the previous year.
- Total Builders Merchants **like-for-like volume** sales were down -7.1% but prices were up +4.7%.

Latest 12 months v previous 12 months: May 2025 - April 2026 v May 2024 - April 2025

- Total Builders Merchants **like-for-like value** sales in the latest 12 months, May 2025 to April 2026 were -0.7% lower compared to the same period a year earlier, May 2024 to April 2025.
- Total Builders Merchants **like-for-like volume** sales were down -2.0% and prices were up +1.3%.

Year-to-date: January - April 2026 v January - April 2025

- Total Builders Merchants **like-for-like value** sales in the four months, January to April 2026 were -2.5% lower compared to the same period a year earlier, January to April 2025.
- Total Builders Merchants **like-for-like volume** sales were down -6.9% but prices were up +4.7%.

Year-to-date

Total Builders Merchants **like-for-like value** sales in the four months, January to April 2026 were -2.5% lower compared to the same period a year earlier, January to April 2025.

Overview continues on the next page...

Overview - 2 - Total (unadjusted)

... continued from the previous page:

April 2026 v April 2025

- With no difference in trading days, **unadjusted value** sales were -0.6% lower in April 2026 than in April 2025. By **value**, three of the twelve categories sold more: Services (+7.0%), Timber & Joinery Products (+1.6%) and Miscellaneous (+0.2%). Renewables & Water Saving (-6.6%), Workwear & Safetywear (-4.6%) and Heavy Building Materials (-1.9%) saw the largest decreases
- With no difference in trading days, **unadjusted volume** sales were -3.5% lower in April 2026 than in April 2025 but **prices** were up +3.0%. By **volume**, six of the twelve categories sold more. Miscellaneous (+16.4%) Workwear & Safetywear (+9.2%) and Kitchens & Bathrooms (+7.9) were the top performing categories. Timber & Joinery Products (+0.2%) outperformed Total Builders Merchants, while Heavy Building Materials was down -4.8%.

Latest three months v last year: February 2026 - April 2026 v February 2025 - April 2025

- With one more trading day in the latest period, **unadjusted value** sales were -1.2% lower in the latest 3 months compared to last year. By **value**, eight of the twelve categories sold more, led by Renewables & Water Saving up +8.9%. Timber & Joinery Products (+2.1%) performed better than Total Builders Merchants, while Heavy Building Materials (-3.8%) underperformed the category as a whole, and was the weakest category.
- With one more trading day, **unadjusted volume** sales were -5.6% lower in the latest 3 months compared to last year. Prices increased +4.7%. By **volume**, five of the twelve categories sold more: Miscellaneous (+21.2%) and Workwear & Safetywear (+21.2%) performed the best. Timber & Joinery Products (-0.1%) declined less than Total Builders Merchants, while Heavy Building Materials fell -8.2%.

April 2026 v April 2025

With no difference in trading days, **unadjusted value** sales were -0.6% lower in April 2026 than in April 2025.

Overview continues on the next page...

Overview - 3 - Total (unadjusted)

... continued from the previous page:

Latest 12 months v previous 12 months: May 2025 - April 2026 v May 2024 - April 2025

- With no difference in trading days in the latest period **unadjusted value** sales were -0.7% lower in the latest 12 months versus the same period a year earlier. By **value**, eight of the twelve categories sold more, led by: Renewables & Water Saving (+7.8%). Timber & Joinery Products grew sales by +2.2%, while Heavy Building Materials declined -2.9%, and was the weakest category.
- With no difference in trading days, **unadjusted volume** sales were -2.0% lower in the latest 12 months versus the same period a year earlier. **Prices** were up +1.3%. By **volume**, six of the twelve categories sold more, led by: Miscellaneous (+11.5%) and Workwear & Safetywear (+8.6%). Timber & Joinery Products rose +1.5%, while Heavy Building Materials fell -3.7%.

Year-to-date: January - April 2026 v January - April 2025

- With no difference in trading days in the latest period **unadjusted value** sales were -2.5% lower in the four months, January to April 2026 versus the same period a year earlier. By **value**, seven of the twelve categories sold more, led by: Renewables & Water Saving (+8.8%). Timber & Joinery Products (+1.1%) outperformed Total Builders Merchants. Heavy Building Materials declined -5.4%, and it was the weakest category.
- With no difference in trading days, **unadjusted volume** sales were -6.9% lower in the four months, January to April 2026 than the same period a year earlier. **Prices** were up +4.7%. By **volume**, five of the twelve categories sold more: Miscellaneous (+18.1%) and Workwear & Safetywear (+16.0%) performed best. Timber & Joinery Products (-0.6%) fell less than Total Builders Merchants. Heavy Building Materials (-9.9%) was the second weakest category after Renewables & Water Saving (-15.5%) .

Year-to-date

With no difference in trading days in the latest period **unadjusted value** sales were -2.5% lower in the four months, January to April 2026 versus the same period a year earlier.

Overview continues on the next page...

Latest month v last year

Total value sales, total volume sales & price % change



April 2026 v April 2025



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

With no difference in trading days in the latest month, **unadjusted value sales** were -0.6% lower in April 2026 than in April 2025.

Unadjusted volume sales were -3.5% lower in April 2026 than in April 2025 but **prices** were up +3.0%.

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	Total value sales (GBP % change)	Total volume sales (Units % change)	Price (Unit price % change)
Services	+7.0%	+4.5%	+2.3%
Timber & Joinery Products	+1.6%	+0.2%	+1.5%
Miscellaneous	+0.2%	+16.4%	-14.0%
Total Builders Merchants	-0.6%	-3.5%	+3.0%
Decorating	-0.7%	-1.3%	+0.6%
Kitchens & Bathrooms	-0.9%	+7.9%	-8.2%
Landscaping	-1.1%	-3.7%	+2.7%
Tools	-1.2%	-7.3%	+6.5%
Ironmongery	-1.2%	+2.0%	-3.1%
Plumbing, Heating & Electrical	-1.6%	-4.1%	+2.6%
Heavy Building Materials	-1.9%	-4.8%	+3.1%
Workwear & Safetywear	-4.6%	+9.2%	-12.7%
Renewables & Water Saving	-6.6%	-20.5%	+17.5%

Latest 12 months v previous 12 months

Total value sales, total volume sales & price % change



May 2025 – April 2026 v May 2024 – April 2025



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

With no difference in trading days in the latest period **unadjusted value** sales were -0.7% lower in the latest 12 months versus the same period a year earlier

Unadjusted volume sales were -2.0% lower in the latest 12 months versus the same period a year earlier. **Prices** were up +1.3%.

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	Total value sales (GBP % change)	Total volume sales (Units % change)	Price (Unit price % change)
Renewables & Water Saving	+7.8%	-5.6%	+14.2%
Services	+3.1%	+0.7%	+2.4%
Miscellaneous	+2.9%	+11.5%	-7.7%
Timber & Joinery Products	+2.2%	+1.5%	+0.6%
Plumbing, Heating & Electrical	+2.0%	-0.4%	+2.4%
Kitchens & Bathrooms	+1.5%	+1.5%	+0.1%
Workwear & Safetywear	+1.4%	+8.6%	-6.7%
Tools	+0.3%	-2.1%	+2.5%
Ironmongery	-0.3%	+2.5%	-2.7%
Total Builders Merchants	-0.7%	-2.0%	+1.3%
Landscaping	-1.1%	-0.2%	-0.9%
Decorating	-1.8%	-2.2%	+0.4%
Heavy Building Materials	-2.9%	-3.7%	+0.8%

Year to date

Total value sales, total volume sales & price % change



January 2026 – April 2026 v January 2025 – April 2025



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

©BMBI 2026

	Total value sales (GBP % change)		Total volume sales (Units % change)		Price (Unit price % change)
Renewables & Water Saving	+8.8%	-15.5%			+28.8%
Workwear & Safetywear	+4.2%		+16.0%		-10.4%
Services	+4.0%		+0.6%		+3.5%
Kitchens & Bathrooms	+1.1%		+1.4%		-0.3%
Timber & Joinery Products	+1.1%		-0.6%		+1.7%
Tools	+0.8%		-3.1%		+3.9%
Plumbing, Heating & Electrical	+0.1%		-4.5%		+4.5%
Miscellaneous	-0.3%		+18.1%	-15.3%	
Decorating	-0.5%		-1.0%		+0.5%
Ironmongery	-1.6%		+1.7%		-3.2%
Total Builders Merchants	-2.5%	-6.9%			+4.7%
Heavy Building Materials	-5.0%		-9.9%		+5.0%
Landscaping	-5.4%		-5.2%		+0.2%

Total Builders Merchants **unadjusted value** sales were -2.5% lower in Jan 2026 - Apr 2026 v Jan 2025 - Apr 2025

Unadjusted volume sales were down -6.9% but prices were up +4.7%.

Latest month v last year

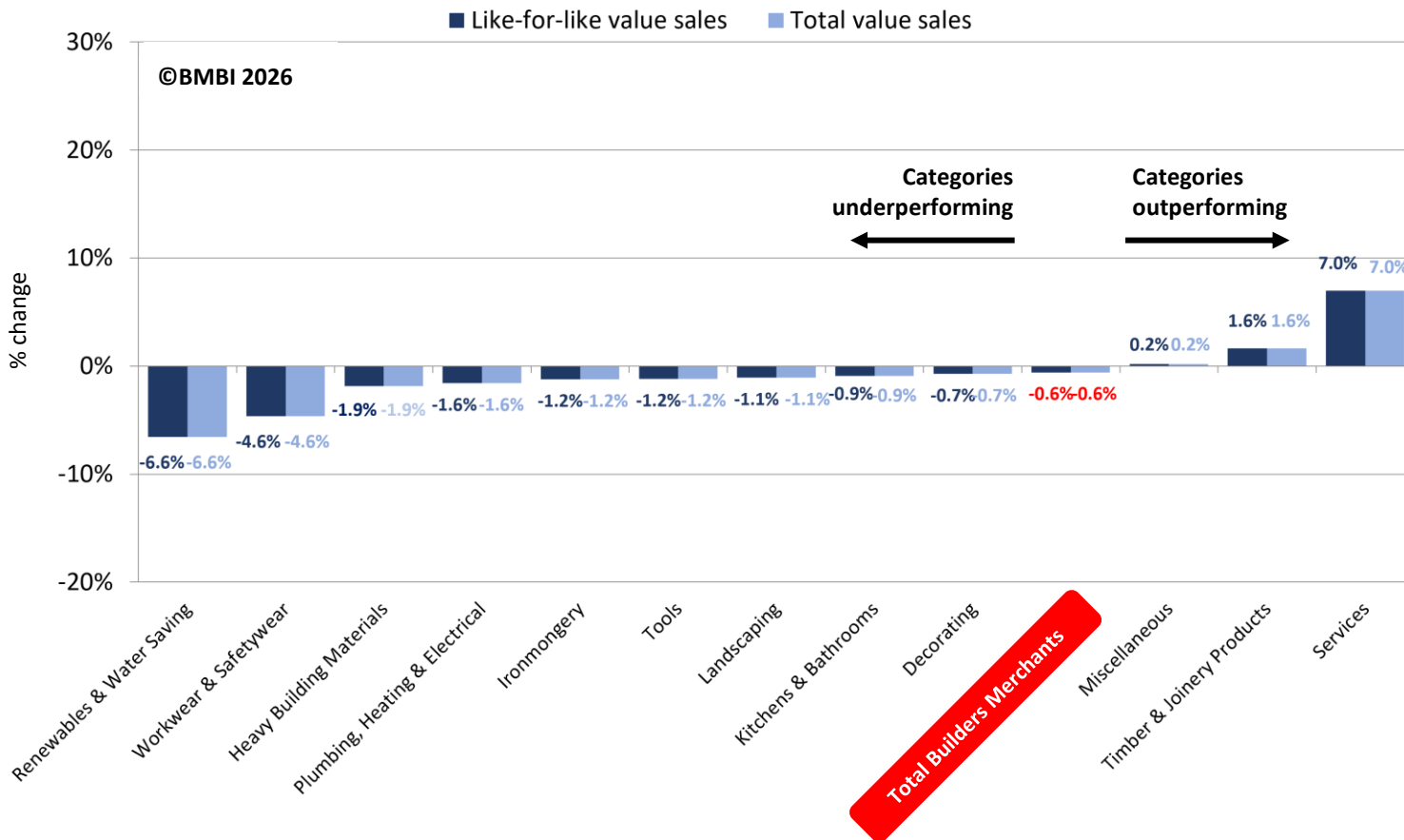
Like-for-like value sales and Total value sales % change

There were no differences in trading days (20).

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



April 2026 v April 2025



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

Like-for-like value sales were -0.6% lower in April 2026 v same month last year.

Like-for-like volumes -3.5%.
Prices +3.0%.

Latest month v last year

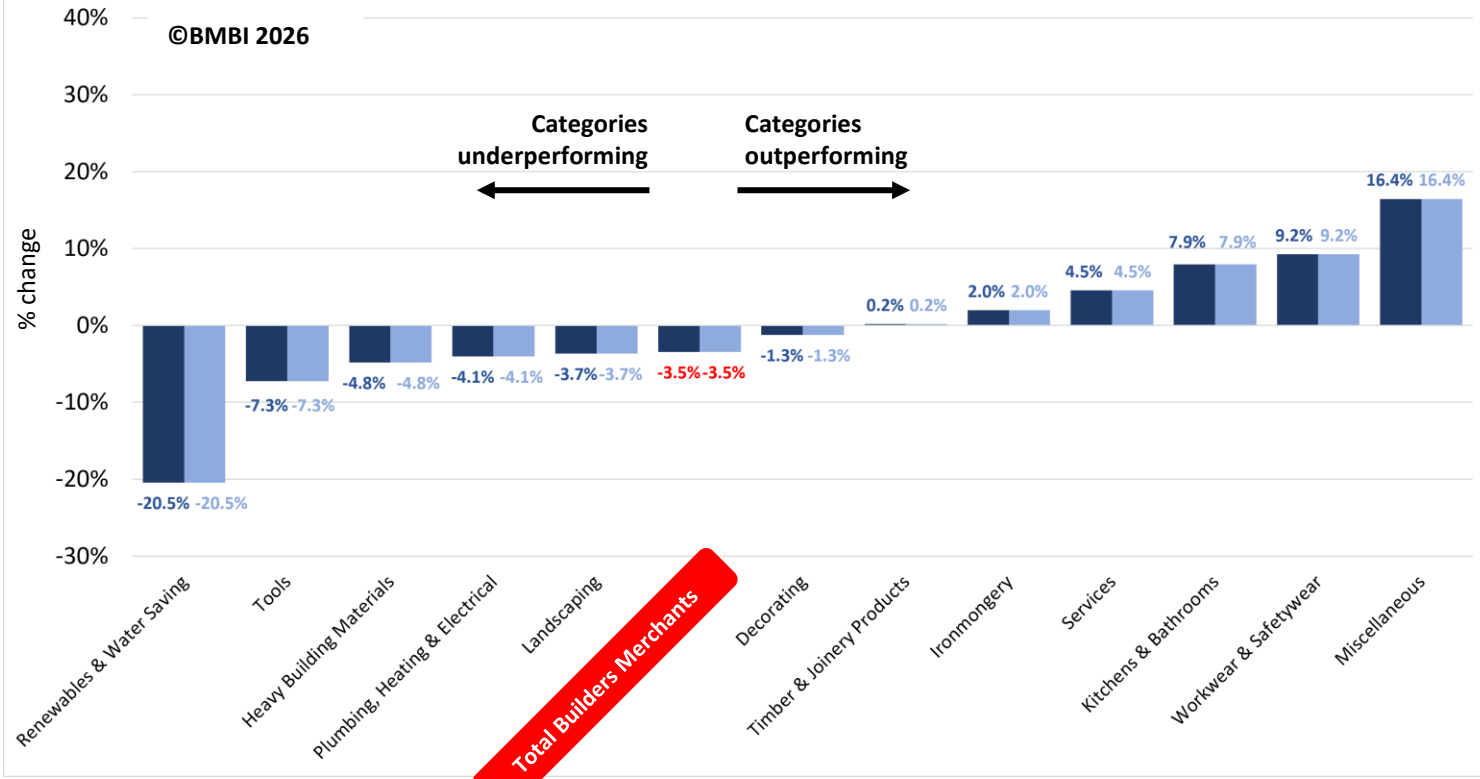
Like-for-like volume sales and Total volume sales % change

20 trading days this month v 20 trading days last year.
Like-for-like sales are adjusted to remove the effect of trading day differences.



April 2026 v April 2025

■ Like-for-like volume sales ■ Total volume sales



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

Miscellaneous was the standout category.

Latest month v previous month

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

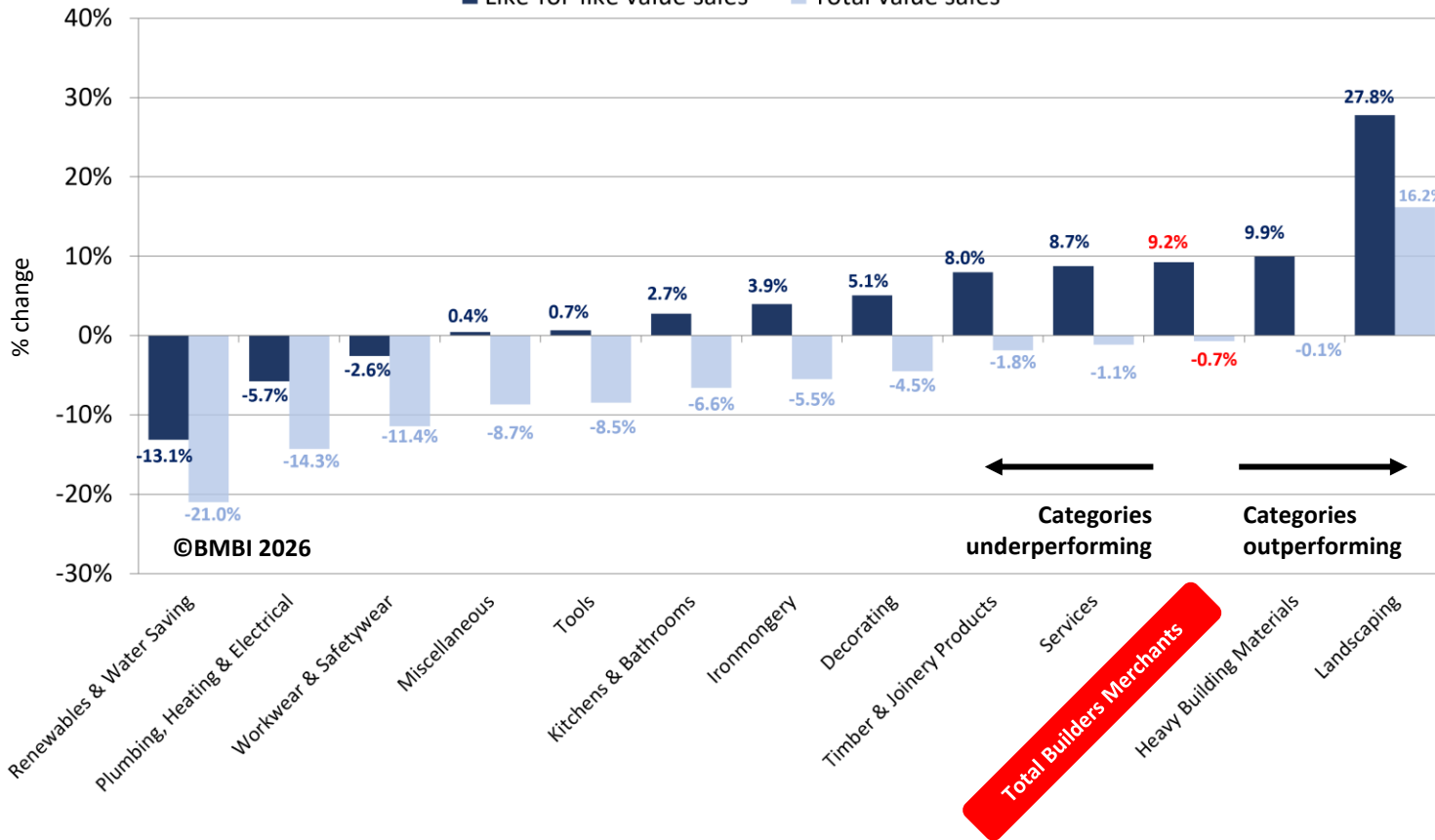
20 trading days this month v 22 trading days last month.

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



April 2026 v March 2026

■ Like-for-like value sales ■ Total value sales



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

Like-for-like value sales +9.2% in April 2026 v March 2026.

Like-for-like volumes +9.9%
Prices down -0.6%

Latest 3 months v last year

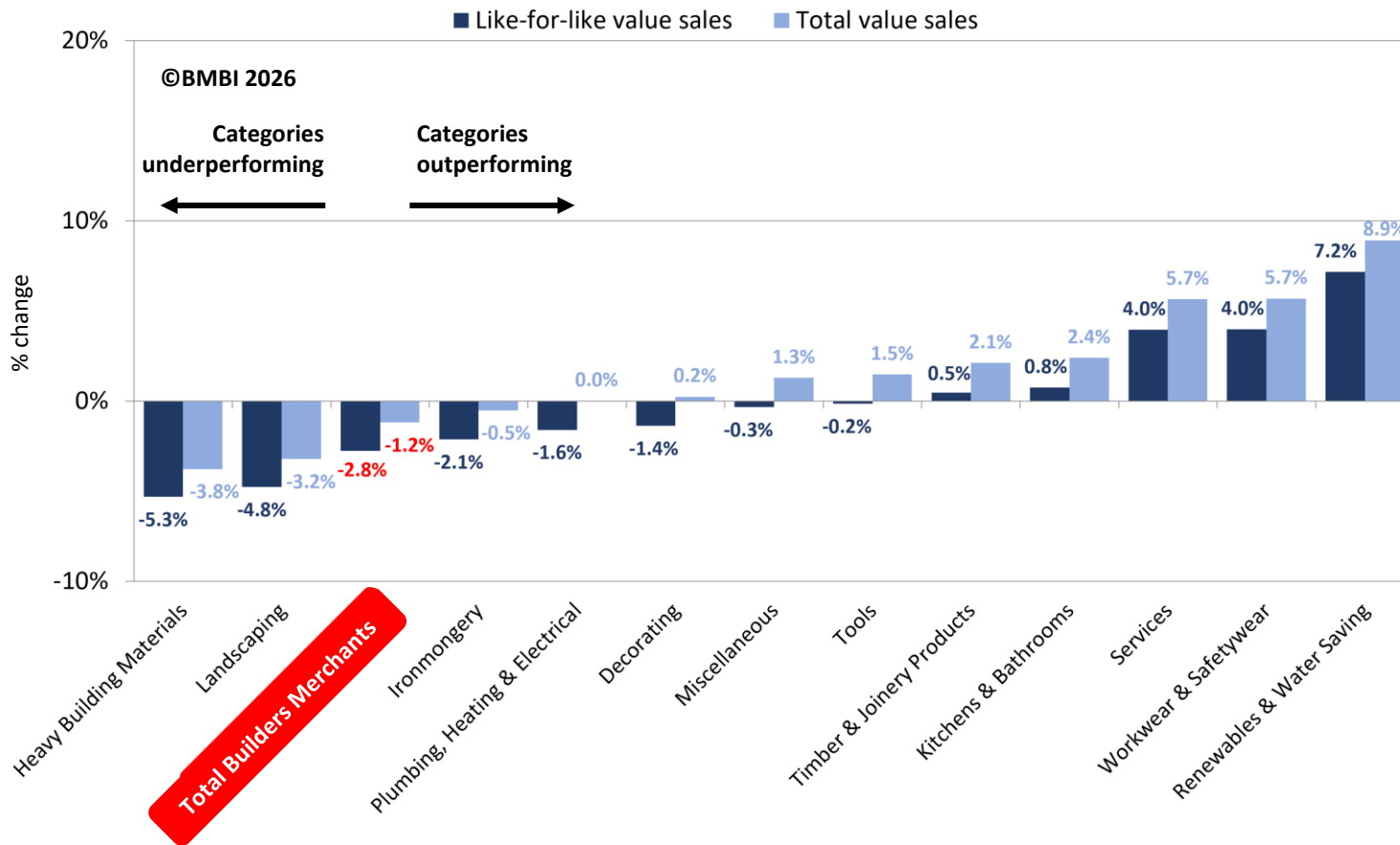
Like-for-like value sales and **Total value sales** % change



There were no differences in trading days (63).

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

3 months Feb 26 to Apr 26 v 3 months Feb 25 to Apr 25



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

Like-for-like value sales -2.8% in latest 3 months v previous year.

Like-for-like volumes -7.1%
Prices up +4.7%

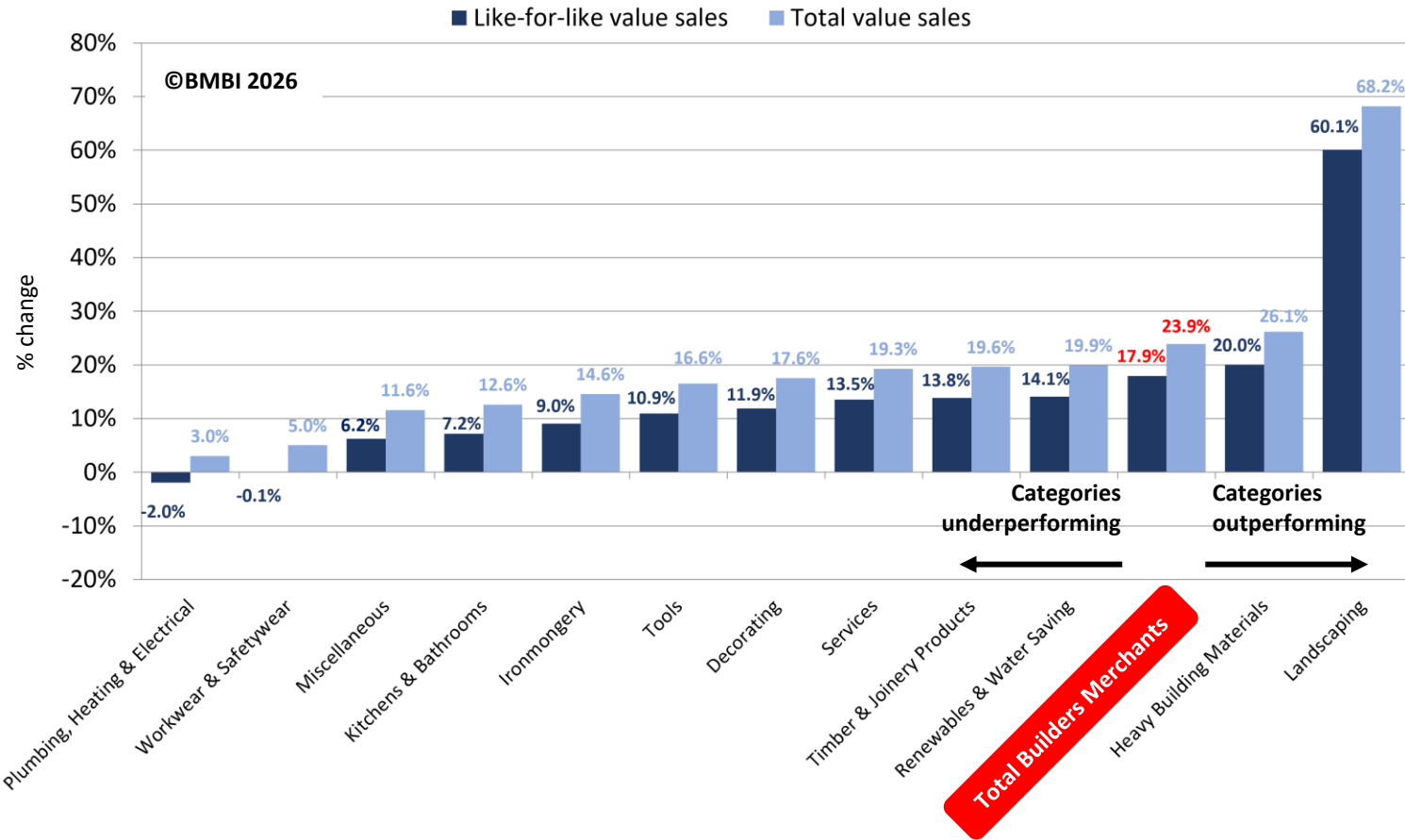
Latest 3 months v previous 3 months

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

63 trading days this recent period v 61 trading days in the previous period.
Like-for-like sales are adjusted to remove the effect of trading day differences.



3 months Feb 26 to Apr 26 v 3 months Nov 25 to Jan 26



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

Like-for-like value sales were +17.9% in last 3 months v previous 3 months.

Like-for-like volumes +21.4%.
Prices down -2.8%.

Latest 12 months v previous 12 months

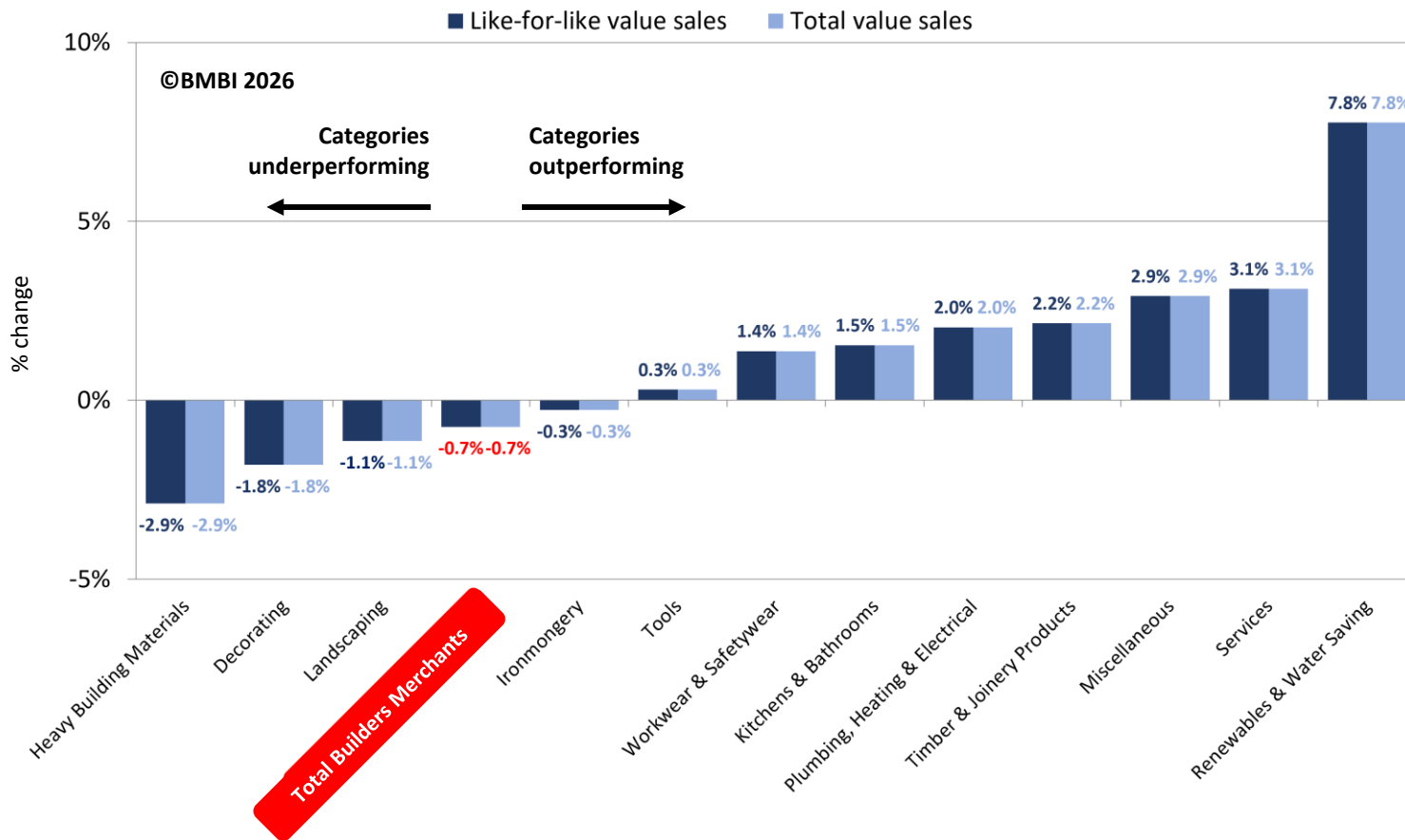
Like-for-like value sales and Total value sales % change



250 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 May 25 to Apr 26 v 12 months May 24 to Apr 25



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

Like-for-like value sales in the latest 12 months, May 2025 to April 2026 were down -0.7% compared to the same period a year earlier.

Like-for-like volume sales -2.0%
Prices up +1.3%.

Latest 12 months v previous 12 months

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

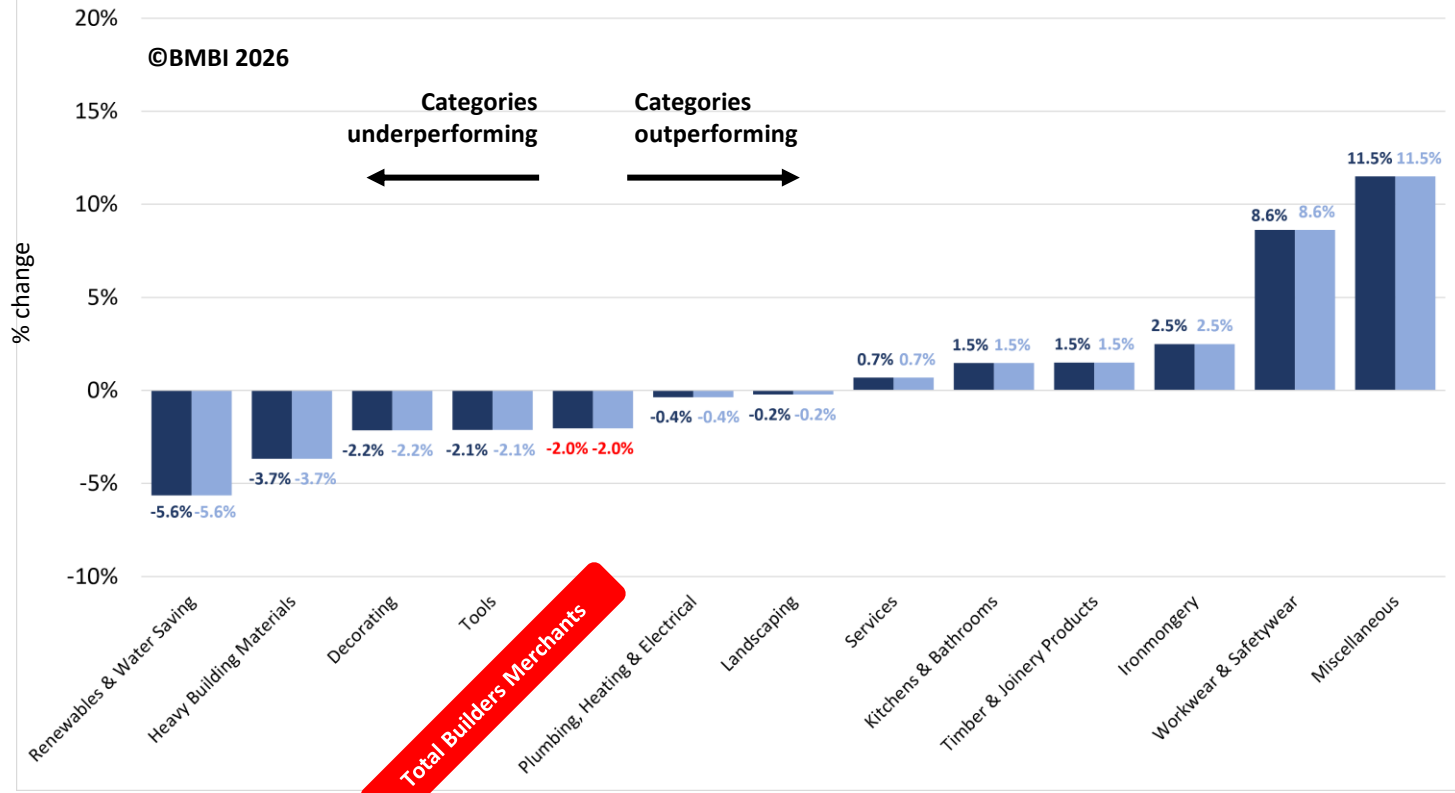


250 trading days this year v 250 trading days last year.

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

May 2025 - April 2026 v May 2024 - April 2025

■ Like-for-like volume sales ■ Total volume sales



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

Total Builders Merchants **like-for-like** volume sales in the latest 12 months, May 2025 to April 2026 were -2.0% lower compared to the same period a year earlier, May 2024 to April 2025

Prices rose +1.3% in the same period

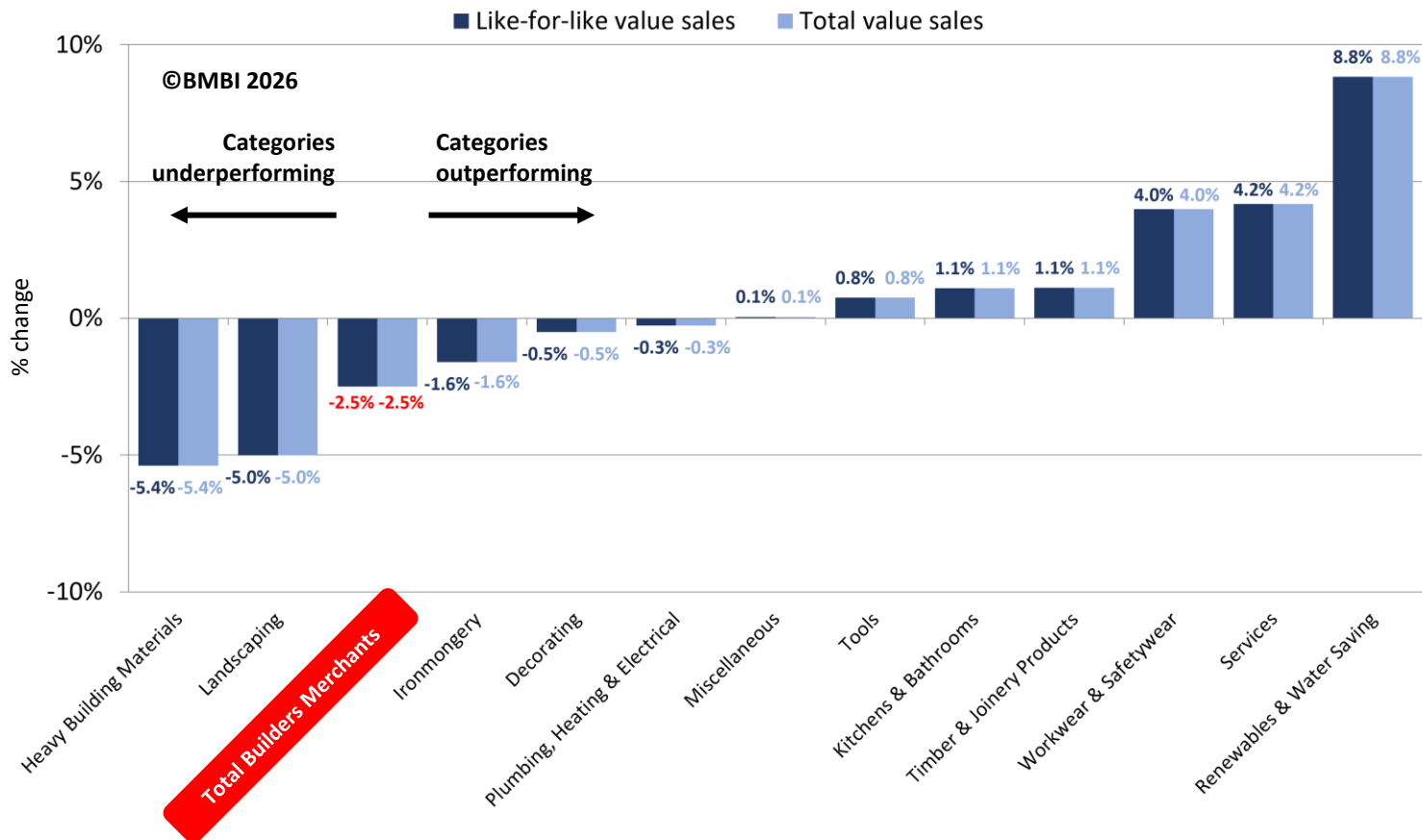
Year-to-date v last year

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

83 trading days in the latest period v 83 trading days last year.
Like-for-like sales are adjusted to remove the effect of trading day differences.



Year to date: Jan 26 to Apr 26 v Jan 25 to Apr 25



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

Like-for-like value sales in the four months, January to April 2026 were -2.5% lower compared to the same period a year earlier.

Like-for-like volume sales -6.9%.
Prices up +4.7%.

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	20	22	20								

Quarterly

Index: 62

2024			
Q1	Q2	Q3	Q4
63	62	65	61
2025			
Q1	Q2	Q3	Q4
63	61	65	61
2026			
Q1	Q2	Q3	Q4
63			

Half Year

2024	
H1	H2
125	126
2025	
H1	H2
124	126
2026	
H1	H2

Full Year

2024
251
2025
250
2026

NiQ GfK's Definition of Builders Merchant Panel



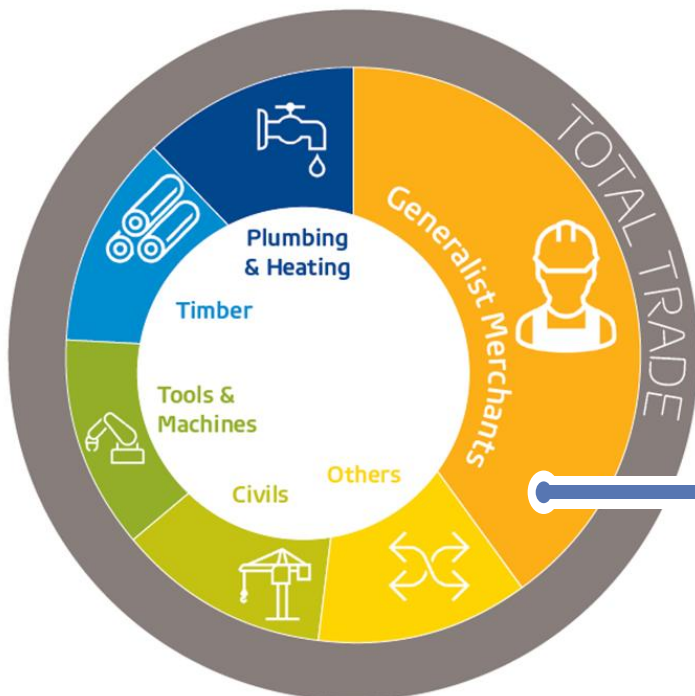
Generalist Builders Merchants definition:

- 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

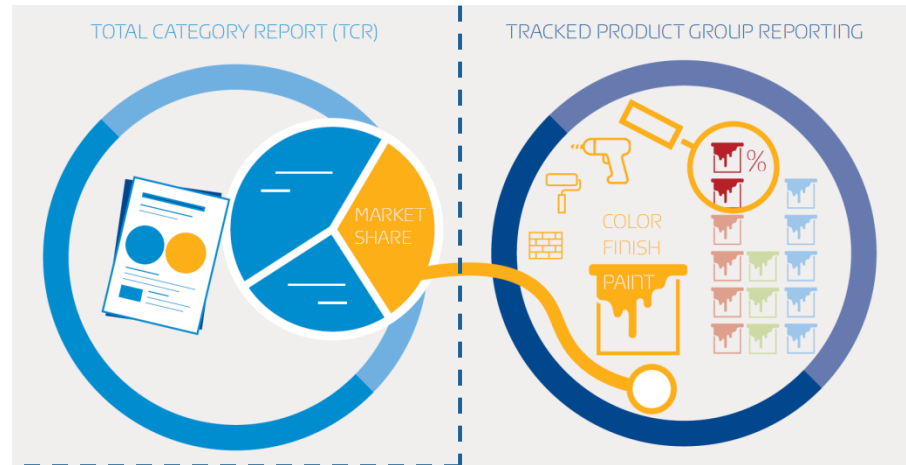
Bathroom (Including Showering)
Fitted Kitchens
Major Appliances

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

Available categories:

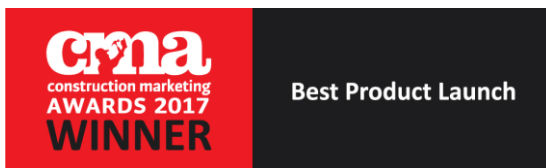
Heavyside

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



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

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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.

Excellence in building materials supply



BMF (Builders Merchant Federation) Forecast Report & BMF Sales Indicators

BMF Forecast Report

Summer 2026 Edition

Builders Merchants Industry Forecast Report

The latest forecast report of the BMF's Builders Merchants Industry Forecast, covering Summer 2026 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

For further information

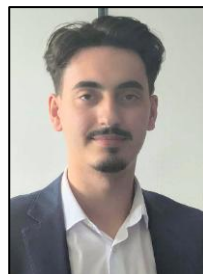


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