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materials supply

Plumbing & Heating Merchant Index



Quarterly report for June 2026

(Published 28th August 2026)

A Builders Merchant Building Index Publication

Highlights: Like-for-like value sales

(Adjusted to remove the effect of trading days)

PHMI: Q2 2026

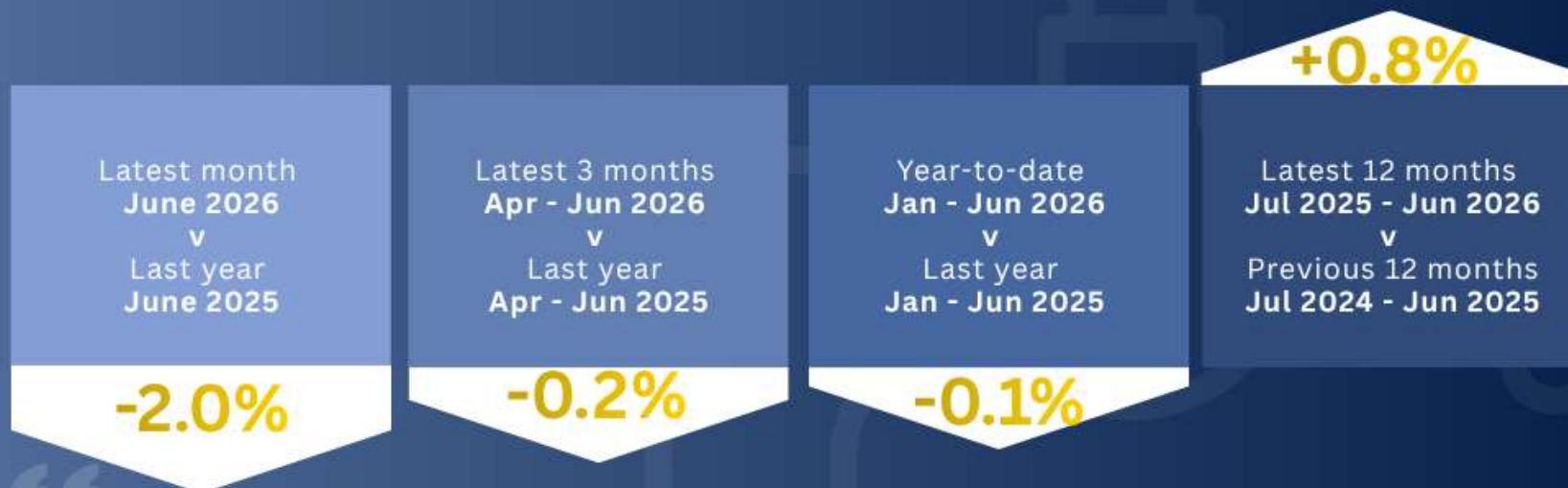
Like-for-like value sales

(adjusted to remove the effect of trading days)

Plumbing & Heating
Merchant Index



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Total Plumbing & Heating Merchants **like-for-like value** sales were -0.2% lower in Quarter 2 2026 than in Quarter 2 2025. **Like-for-like volume** sales were down -7.8% but **prices increased** by +8.2%.

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Highlights: Total (unadjusted) value sales

PHMI: Q2 2026 Total (unadjusted) value sales

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+2.6%

Latest month
June 2026
v
Last year
June 2025

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

-0.2%

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

-0.1%

+0.8%

Latest 12 months
Jul 2025 - Jun 2026
v
Previous 12 months
Jul 2024 - Jun 2025

With no difference in trading days, Quarter 2 2026 **unadjusted value** sales were -0.2% lower than Quarter 2 2025. **Unadjusted volume** sales decreased by -7.8% and **prices** increased by +8.2%.

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Contents:

Click links below to visit pages

Plumbing & Heating Merchant Index:	
Highlights - Like-for-like value sales	2
Highlights - Total value sales	3
Contents	4
Introduction	5
Overview and Insights	6-7
Month and 3-month table, year-on-year, like-for-like value sales	8
Month and 3-month table, year-on-year, total value sales	9
Latest month v last year	10
Latest month v previous month	11
Monthly PHMI Index	12
Latest 3 months v last year	13
Latest 3 months v previous 3 months	14
Latest 12 months v previous 12 months	15
Year-to-date	16
Trading days	17
Plumbing & Heating channel definition and merchants	18
Brands behind PHMI	19
Contacting PHMI	20 - 21

The 'Contents' link below brings you back to this page.

Introduction:

Plumbing & Heating Merchant Index



This Plumbing & Heating Merchant Index (PHMI) report contains data from GfK's ground-breaking Plumbing & Heating Merchants Panel, which analyses data from over 70% of Plumbing & Heating merchants' sales throughout Great Britain, accounting for about £3bn. There is no overlap or double counting between PHMI and Builders Merchant Building Index (BMBI).

NiQ GfK's Plumbing & Heating Point of Sale Tracking Data is 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 specialist plumbing & heating merchants. It is, in effect, the market.

Currently, data is available by total monthly value sales and the series tracks what is happening in the plumbing and heating market month by month. PHMI Index data is calculated against the base period January 2019 to December 2019. This trend series gives the industry access to far more accurate insights than has been available.

MRA Research produces the Plumbing & Heating Merchant Index, a brand of the BMF (Builders Merchants Federation), to provide reliable data, and a platform and voice for this important industry and for leading plumbing and heating brands to communicate to the wider market.

PHMI Experts

Plumbing & Heating brands who are interested in becoming PHMI Experts, speaking for their markets and building their brands, should contact Callum Budd: callum@mra-research.co.uk

More data available

This PHMI report provides valuable top-level indices but there's considerably more data available. NiQ GfK insights go much deeper and 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 produce like-for-like market comparability tailored to the requirements of an individual business. Merchants or suppliers who are interested in acquiring data or getting involved should contact Emile van der Ryst at emile.vanderryst@nielseniq.com.

Overview and Insights - 1

Q2 P&H Merchant sales down -0.2% year-on-year. Volumes down -7.8%

Quarter 2 2026 v Quarter 2 2025

April – June 2026 v April – June 2025

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

- Total Plumbing & Heating Merchants like-for-like value sales in the three months April – June 2026 were -0.2% down compared to the same period last year. Like-for-like volume sales decreased by -7.8%.

Total (unadjusted) sales

- With no difference in trading days, unadjusted value sales were also down - 0.2%. Unadjusted volume sales were -7.8% down but prices were up +8.2%.

Quarter 2 2026 v Quarter 1 2026

April - June 2026 v January - March 2026

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

- Total Plumbing & Heating Merchants, like-for-like value sales decreased -9.2% in the three months April – June 2026 compared to the previous three months, January to March 2026. Like-for-like volume sales were -6.7% lower.

Total (unadjusted) sales

- With two less trading days in the most recent period, unadjusted value sales were -12.0% lower. Unadjusted volume sales were -9.6% lower and prices were down -2.7%.

Quarter 2 2026 PHMI Index:

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

- Quarter 2's PHMI like-for-like value sales Index was 125.7.

Total (unadjusted) index

- With one less trading day this quarter versus the Index base period, the Unadjusted value Index was 123.7.

Q2 26 v Q2 25

Total like-for-like value sales **Q2 26 v Q2 25** were -0.2% down compared to the same period last year.

Like-for-like volume sales decreased by -7.8% but **prices** were up +8.2%.

Overview continues on the next page...

Overview and Insights - 2

... continued from the previous page:

June 2026 v June 2025

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

- Total Plumbing & Heating Merchants like-for-like value sales were -2.0% lower in June 2026 than in June 2025. Like-for-like volume sales were down -10.9% but prices were up by +9.9%.

Total (unadjusted) sales

- With one more trading day this month, unadjusted value sales were up +2.6%. Unadjusted volume sales decreased by -6.7% and prices increased by +9.9%.

June 2026 v May 2026

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

- Total Plumbing & Heating Merchants like-for-like value sales were -8.9% lower in June 2026 than in May. Like-for-like volume sales were -8.2% lower.

Total (unadjusted) sales

- With three more trading days this month, unadjusted value sales were up +5.4%. Unadjusted volume sales increased by +6.3% but prices fell by -0.8%.

June 2026 Index

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

- June's PHMI like-for-like value sales Index was 117.6.

Total (unadjusted) index

- With one more trading day this month versus the Index base period, the **Unadjusted value** Index was 125.2.

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

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

- Total Plumbing & Heating Merchants like-for-like value sales were -0.1% lower in January 2026 to June 2026 compared to the same period last year. Like-for-like volume sales were down -6.0% but prices were +6.2% higher.

Total (unadjusted) sales

- With no difference in trading days this period, unadjusted value sales were down -0.1%. Unadjusted volume sales were down -6.0% but prices were up +6.2%.

Year-to-date

Total like-for-like value sales were -0.1% lower in January 2026 to June 2026 compared to the same period last year.

With no difference in trading days this period, **unadjusted value** sales were down -0.1%. **Unadjusted volume** sales were down -6.0% but prices were up +6.2%.

Monthly and 3-monthly

Like-for-like value sales % change

Year-on-year: July 2025 to June 2026



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

Jul 25	Aug 25	Sep 25	Three months
+4.0%	+2.3%	+1.7%	+2.8%
Oct 25	Nov 25	Dec 25	Three months
+0.8%	+2.7%	-1.4%	+0.7%
Jan 26	Feb 26	Mar 26	Three months
+3.0%	-0.4%	-2.8%	-0.1%
Apr 26	May 26	June 26	Three months
+0.5%	+1.3%	-2.0%	-0.2%

**Latest 3 months
v last year**

**Like-for-like value
sales in the three
months April to June
2026 were
-0.2% down compared
to the same period
last year.**

**Like-for-like volume
sales decreased by
-7.8% but prices
increased by +8.2%.**

Monthly and 3-monthly

Total value sales % change

Year-on-year: July 2025 to June 2026

Plumbing & Heating Merchant Index



NIQ **GfK**

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

Jul 25	Aug 25	Sep 25	Three months
+4.0%	-2.6%	+6.5%	+2.8%
Oct 25	Nov 25	Dec 25	Three months
+0.8%	-2.2%	+4.4%	+0.7%
Jan 26	Feb 26	Mar 26	Three months
-1.7%	-0.4%	+1.8%	-0.1%
Apr 26	May 26	June 26	Three months
+0.5%	-3.8%	+2.6%	-0.2%

Latest 3 months v last year

With no difference in trading days in the latest 3 months compared to last year, **unadjusted value** sales were also -0.2% down.

Unadjusted volume sales were -7.8% down but **prices** were up +8.2%.

Latest month v previous year (2020-2026)

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

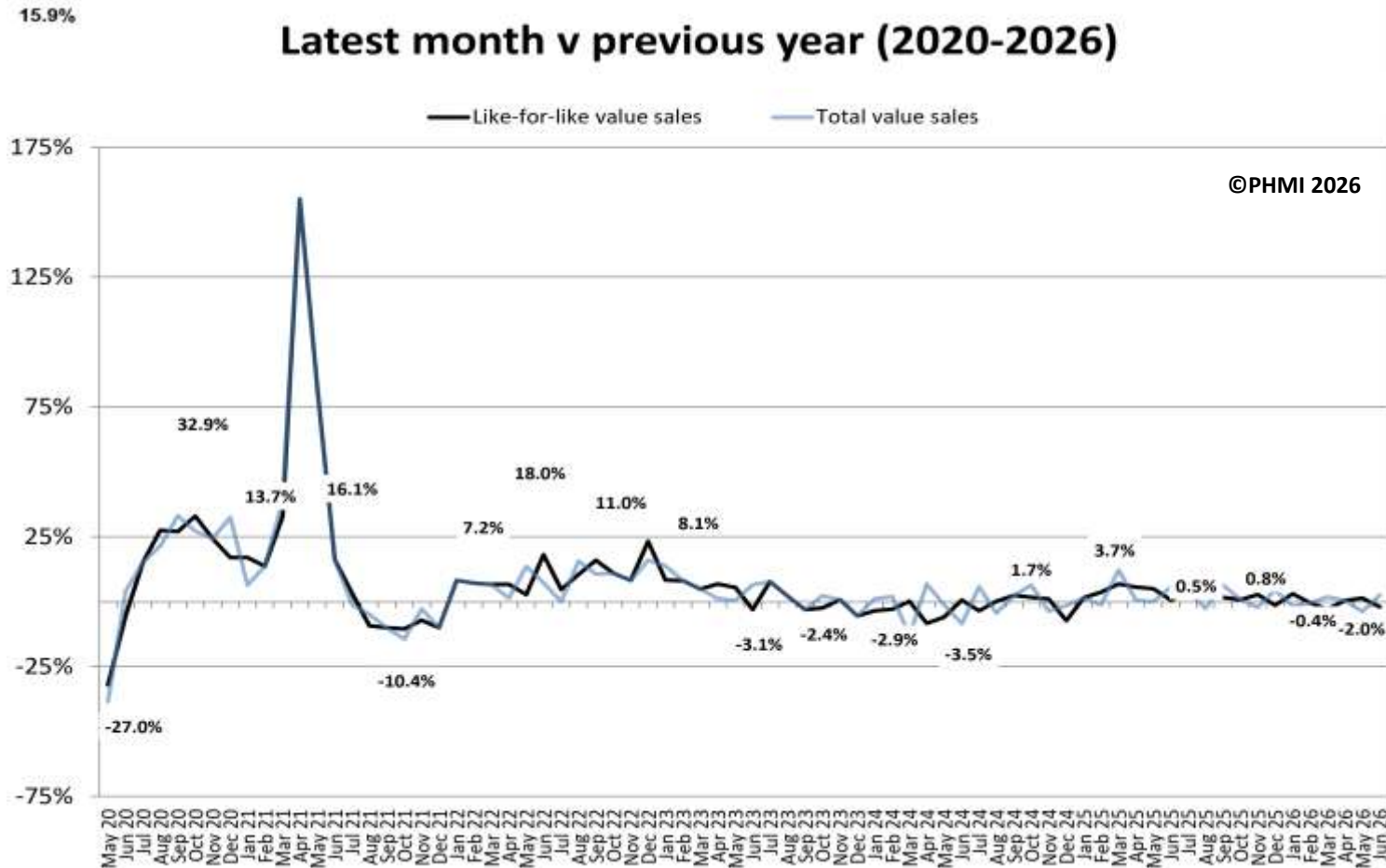
Plumbing & Heating
Merchant Index



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

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

Latest month v previous year (2020-2026)



NIQ GfK

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

Like-for-like value sales were -2.0% lower in June 2026 than in June 2025. **Like-for-like volume** sales were down -10.9% but **prices** up by +9.9%.

With one more trading day this month, unadjusted value sales were up +2.6%. Unadjusted volume sales decreased by -6.7% and prices increased by +9.9%.

*Some merchants temporarily closed branches between March and May 2020 which will have affected trading day comparisons.

Latest month v previous month (2020-2026)

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

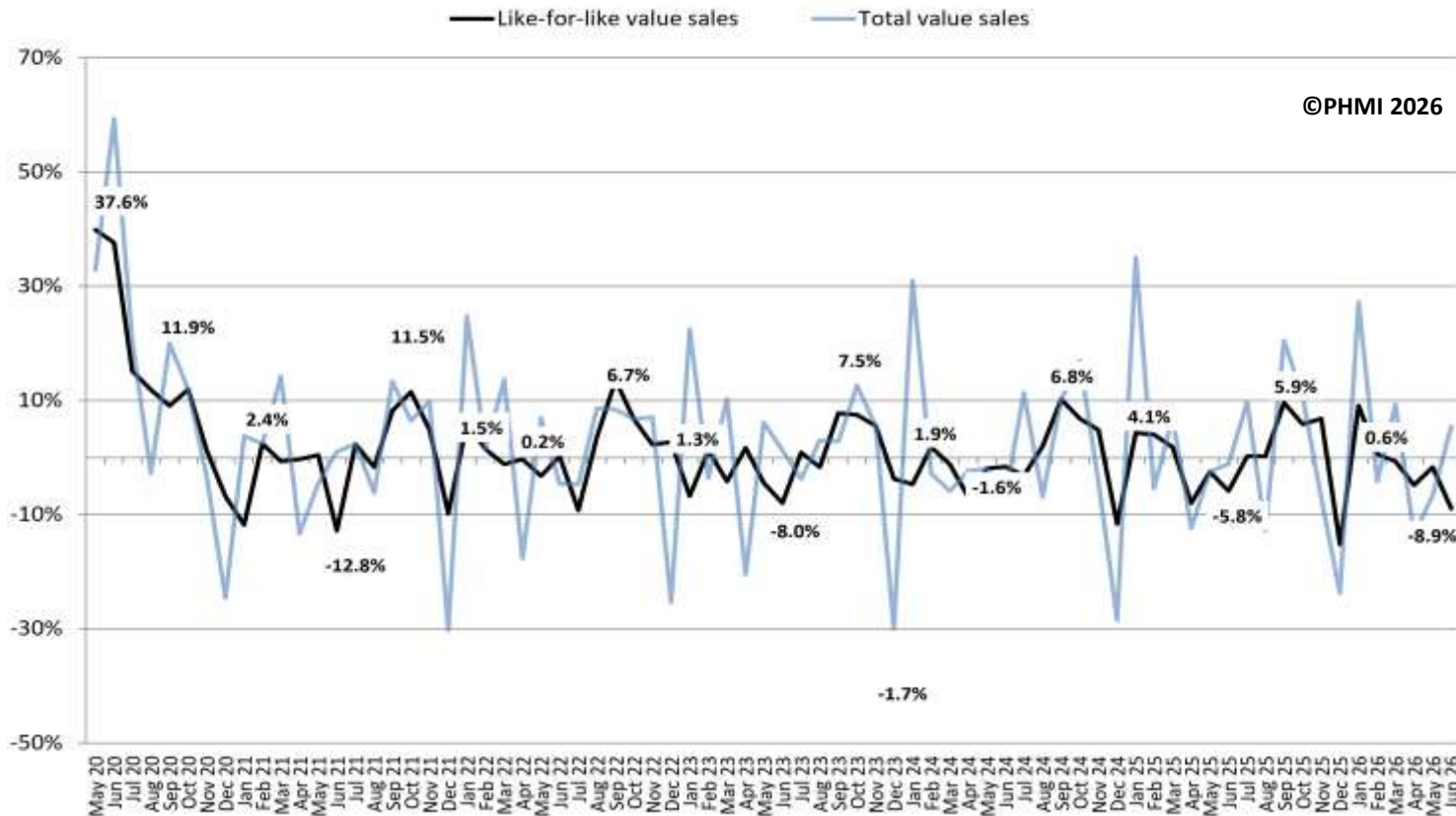
Plumbing & Heating
Merchant Index



22 trading days this month v 19 trading days last month.*

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

Month v previous month (2020 -2026)



NIQ GfK

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

Total Plumbing & Heating Merchants like-for-like value sales were -8.9% lower in June 2026 than in May. Like-for-like volume sales were -8.2% lower.

With three more trading days this month, **unadjusted value sales** were up +5.4%. **Unadjusted volume sales** increased by +6.3% but **prices** decreased by -0.8%.

*Some merchants temporarily closed branches between March and May 2020 which will have affected trading day comparisons.

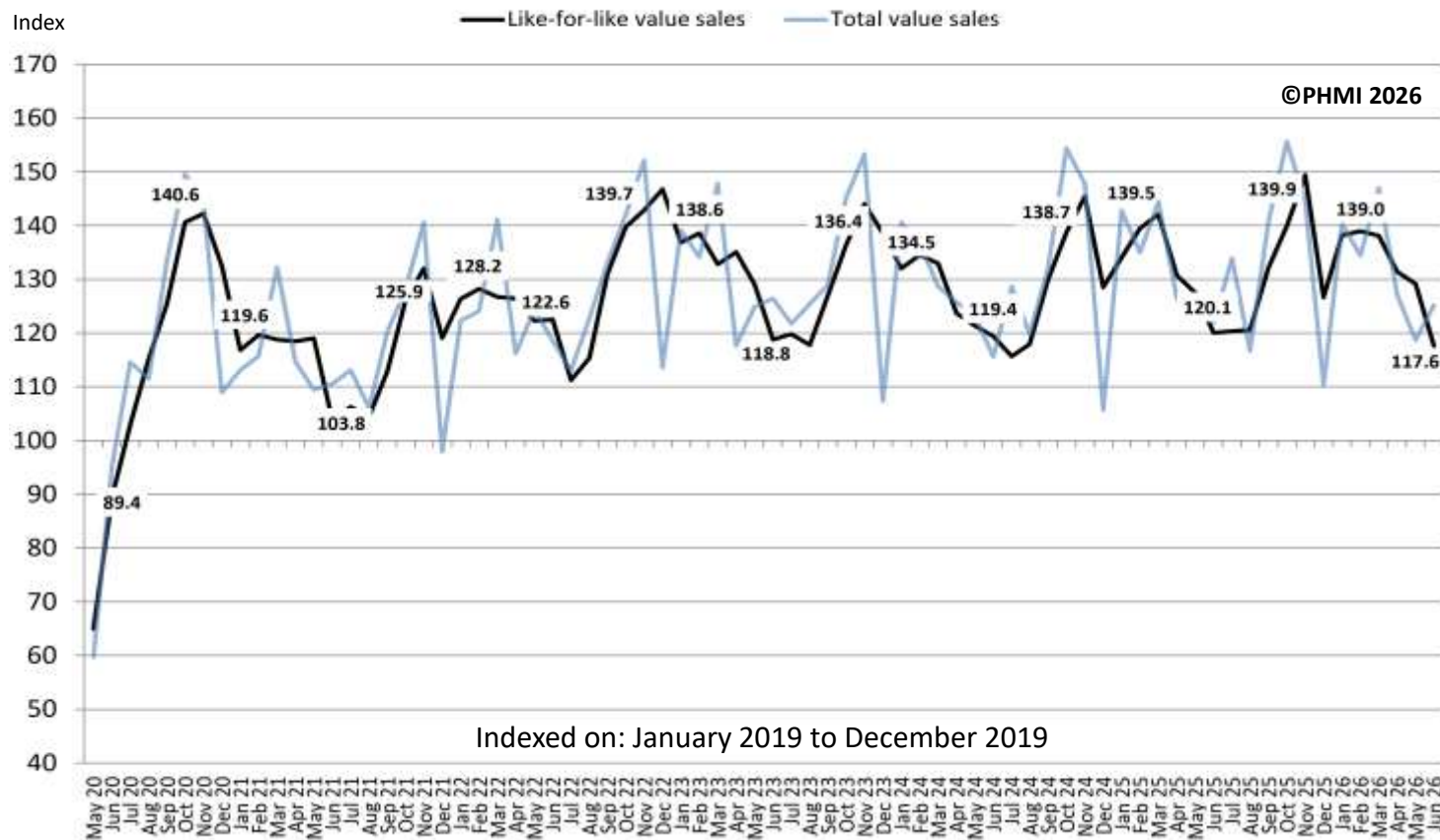
Monthly: Index (2020-2026)

Like-for-like value sales and Total value sales index

22 trading days this month v 21 trading days in the Index base period.*
Like-for-like sales are adjusted to remove the effect of trading day differences.



Indices: May 2020 to Jun 2026



NIQ GfK

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

June's PHMI like-for-like value sales Index was 117.6.

With one more trading day this month versus the Index base period, the **unadjusted value** Index was 125.2.

*Some merchants temporarily closed branches between March and May 2020 which will have affected trading day comparisons.

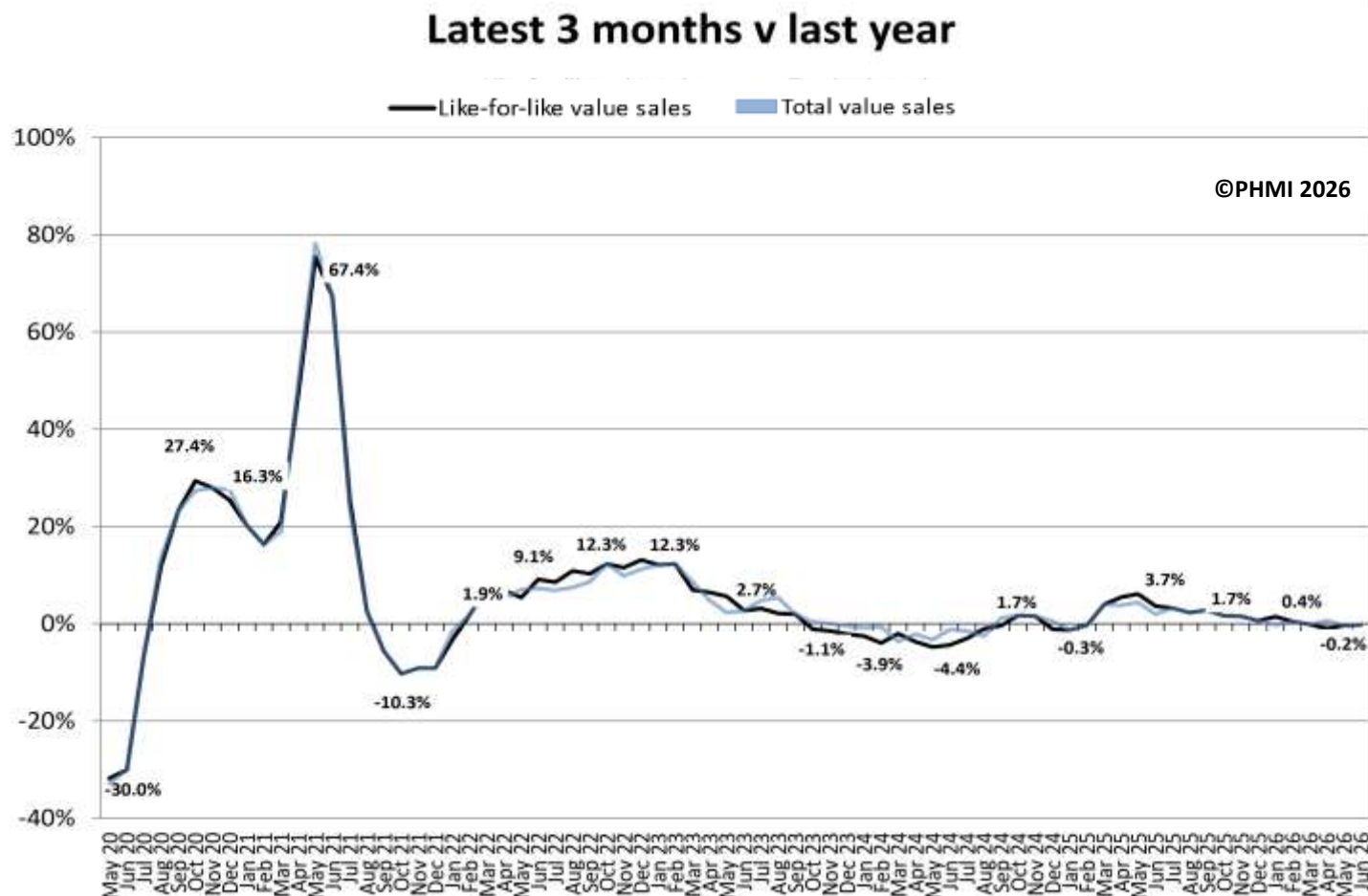
Latest 3 months v last year

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

There was no difference in trading days (61).*

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

Plumbing & Heating Merchant Index



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

Like-for-like value sales in the 3 months April to June 2026 were -0.2% down compared to the same period last year. **Like-for-like volume** sales decreased by -7.8% but **prices** increased by +8.2%.

With no difference in trading days, the trends for unadjusted value and unadjusted volume are the same as like-for-like.

*Some merchants temporarily closed branches between March and May 2020 and this will have affected trading day comparisons.

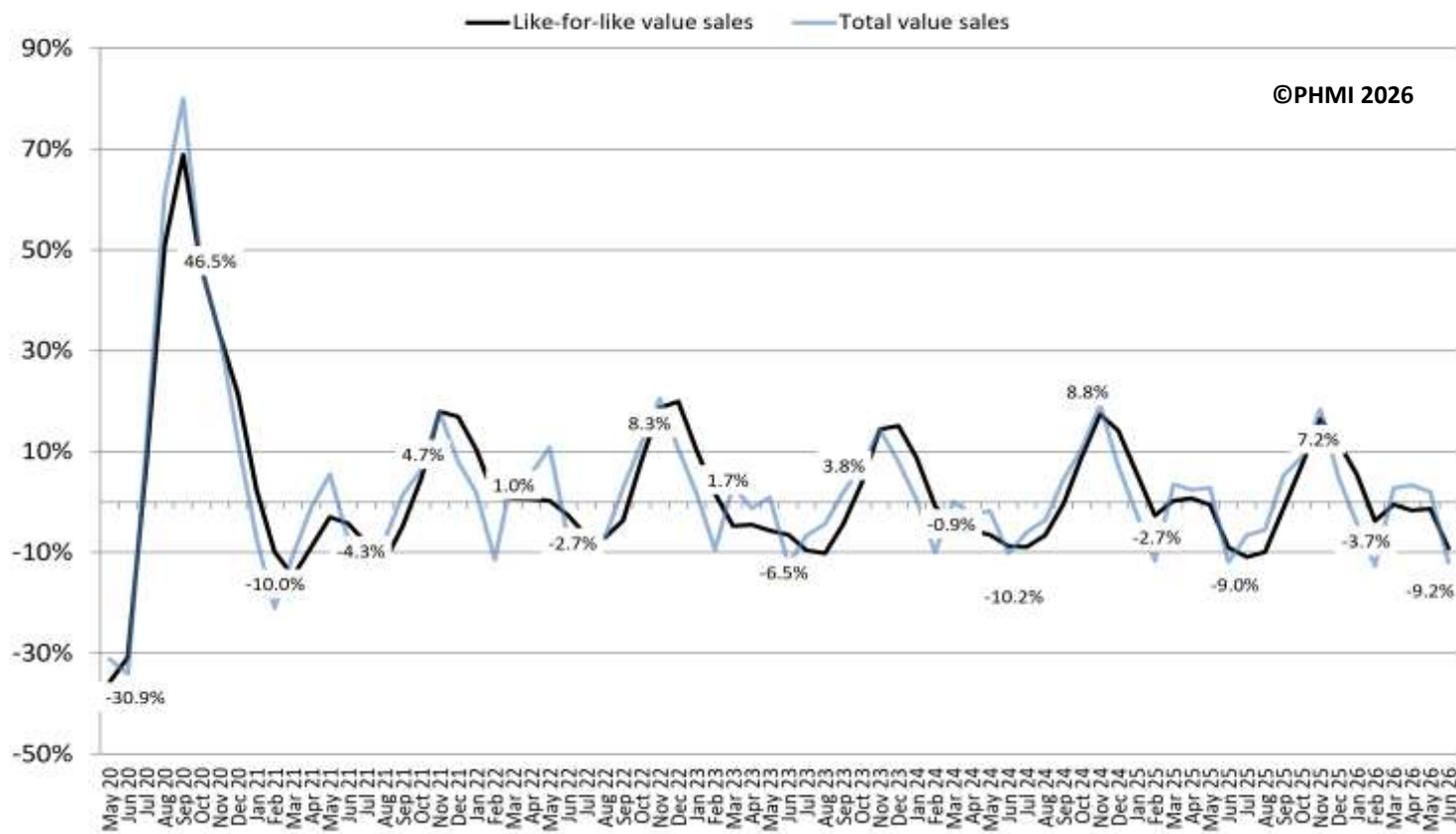
Latest 3 months v previous 3 months

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

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



Latest 3 months v previous 3 months



NIQ **GfK**

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

Like-for-like value sales decreased -9.2% in the 3 months April to June 2026 compared to the previous 3 months. **Like-for-like volume** sales were -6.7%. **Prices** were -2.7%.

With two fewer trading days in the most recent period, **unadjusted value** sales were -12.0% lower. **Unadjusted volume** sales were -9.6% lower and **prices** were down -2.7%.

*Some merchants temporarily closed branches between March and May 2020 and this will have affected trading day comparisons.

Latest 12 months v previous 12 months

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

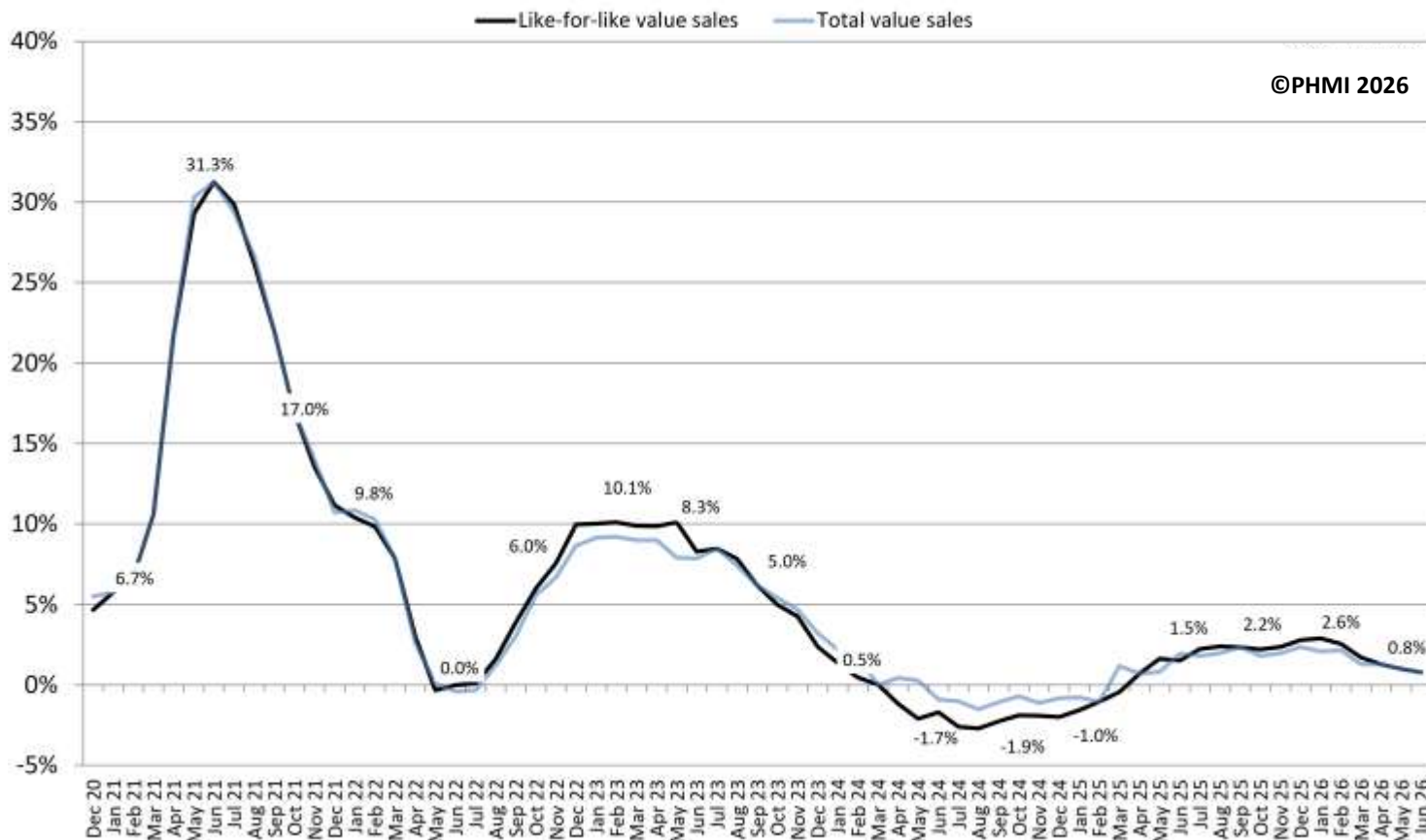
250 trading days this year v 250 trading days last year.

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

Plumbing & Heating Merchant Index



Latest 12 months v previous 12 months



NIQ GfK

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

Like-for-like value sales were +0.8% higher in July 2025 to June 2026 compared to the same period last year. **Like-for-like volume** sales were down -4.4% but **prices** were +5.4% higher. With no difference in trading days this period, **unadjusted value** sales were up +0.8%. **Unadjusted volume** sales were down -4.4% but **prices** were up +5.4%.

Year-to-date v last year

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

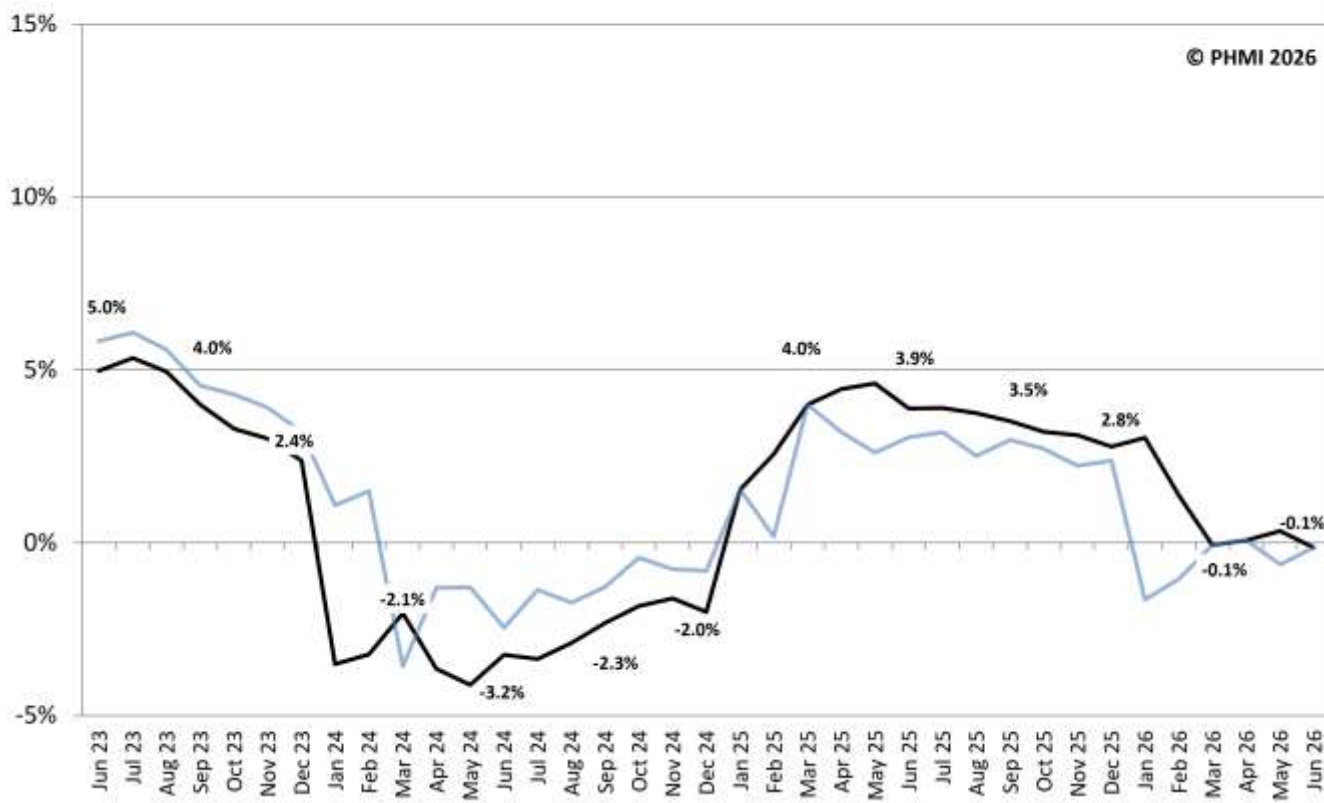
124 trading days this year v 124 trading days last year.

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



Year to date: Jan 26 to Jun 26 v last year

— Like-for-like value sales — Total value sales



NIQ GfK

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

Like-for-like value sales were -0.1% lower in January 2026 to June 2026 compared to the same period last year. **Like-for-like volume** sales were down -6.0%. **Prices** were up +6.2%.

With no difference in trading days this period, **unadjusted value** sales were also down -0.1% and **unadjusted volume** sales were down -6.0%.

PHMI Trading Days

Monthly

Index: 20.7

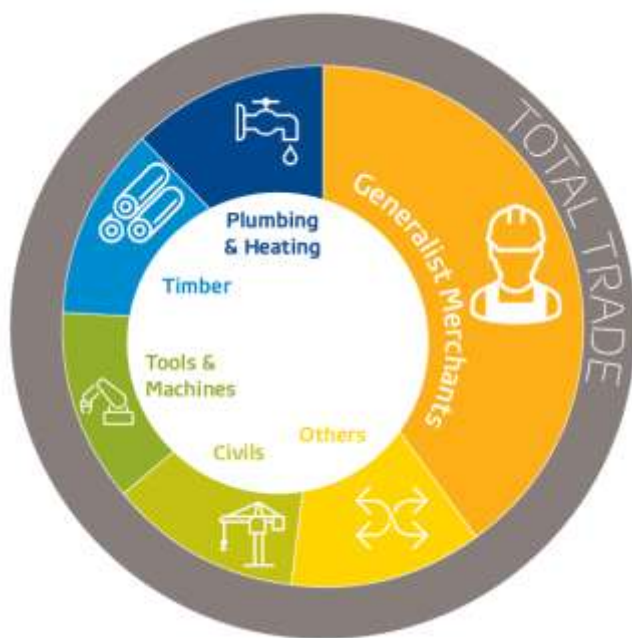
2024											
Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
22	21	20	21	21	20	23	21	21	23	21	17
2025											
Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
22	20	21	20	20	21	23	20	22	23	20	18
2026											
Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
21	20	22	20	19	22						

Quarterly

Index: 62.0

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	61	124	126	250
2026				2026		2026
Q1	Q2	Q3	Q4	H1	H2	
63	61			124		

Plumbing & Heating channel definition and merchants



Plumbing Specialists

Plumbing & Hardware Specialists are small outlets handling nails, hardware products, pipes, ironware, paint, faucets, sanitary products, bathroom accessories, ceramic tiles and heating equipment such as boilers, radiators & heating controls. Their main turnover is generated with product groups such as installation, paint & plumbing/hardware product groups (e.g. nails, saws, scissors, keys).

Plumbing Merchants

Large outlets handling nails, hardware products, pipes, ironware, paint, faucets, sanitary products, bathroom accessories & kitchen, bathroom furniture, bath tubs and heating equipment such as boilers, radiators & heating controls. Compared with Plumbing Specialists they are bigger & generate a higher turnover.

Their main turnover is generated with bath/kitchen faucets, sanitary & complementary products, bathroom accessories, tiles and bath tubs and bathroom furniture.

Turnover is generated with professional end users (B2B) as well as private end users (B2C).



Merchant partners include:



Plumbing Trade Supplies



Building the Industry & Building Brands from Knowledge

Plumbing & Heating
Merchant Index 



Contacting PHMI

PHMI Experts

Plumbing & Heating brands who are interested in becoming PHMI Experts and speaking for their markets and building their brands should contact Callum Budd:

As Research Director at MRA Research, Callum also focuses on the building materials, built environment, and building tech sectors, helping brands to better understand their customers, navigate market challenges and seize growth opportunities. He is passionate about delivering high-quality research, strong client relationships, and leading teams to achieve impactful results.



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More data available

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