

Excellence in building
materials supply

Plumbing & Heating Merchant Index



Monthly report for July 2026

(Published 28 September 2026)

A Builders Merchant Building Index Publication

Highlights: Like-for-like value sales

(Adjusted to remove the effect of trading days)

PHMI: July 2026

Like-for-like value sales

(adjusted to remove the effect of trading days)

Plumbing & Heating
Merchant Index



www.phmi.co.uk



+0.9%

Latest month
July 2026
v
Last year
July 2025

+0.5%

Latest 12 months
August 2025 - July 2026
v
Previous 12 months
August 2024 - July 2025

+0.0%

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

-0.1%

Total Plumbing & Heating Merchants **like-for-like value** sales were +0.9% higher in July 2026 than in July 2025. **Like-for-like volume** sales were down -8.9% but **prices increased** by +10.7%.

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Highlights: Total (unadjusted) value sales

PHMI: July 2026 Total (unadjusted) value sales

Plumbing & Heating
Merchant Index 
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+0.9%

Latest month
July 2026
v
Last year
July 2025

Latest 3 months
May 2026 - July 2026
v
Last year
May 2025 - July 2025

+0.5%

Latest 12 months
August 2025 - July 2026
v
Previous 12 months
August 2024 - July 2025

+0.0%

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

-0.1%

With no difference in trading days, **unadjusted value** sales increased by +0.9%. **Unadjusted volume** sales decreased by -8.9% and **prices** increased 10.7%.

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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. You can view previous reports [here](#), and subscribe to future reports [here](#).

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

July 2026 like-for-like value sales up +0.9% compared to July 2025

July 2026 v July 2025

- Total Plumbing & Heating Merchants like-for-like value sales were +0.9% higher in July 2026 than in July 2025. Like-for-like volume sales were down -8.9% but prices increased by +10.7%.
- With no difference in trading days, unadjusted value sales decreased by -0.9%. Unadjusted volume sales decreased by -8.9% but prices increased by +10.7%.

Latest 3 months v last year

May 2026 - July 2026 v May 2025 - July 2025

- Total Plumbing & Heating Merchants like-for-like value sales in the three months May 2026 to July 2026 were -0.1% down compared to the same period last year. Like-for-like volume sales decreased by -9.4% but prices increased by +10.3%.
- With no difference in trading days in the latest 3 months compared to last year, unadjusted value sales were also -0.1% down. Unadjusted volume sales were -9.4% down but prices were up +10.3%.

July 2026 v July 2025

Total **like-for-like value** sales were up +0.9% in July 2026 v July 2025.

Like-for-like volumes were down -8.9% and **prices** up +10.7%.

Overview continues on the next page...

Overview and Insights - 2

... continued from the previous page:

MAT: Latest 12 months v previous 12 months

August 2025 - July 2026 v August 2024 - July 2025

- Total Plumbing & Heating Merchants like-for-like value sales were +0.5% higher in August 2025 to July 2026 compared to the same period last year. Like-for-like volume sales were down -5.0% while prices were +5.8% higher.
- With no difference in trading days this period, unadjusted value sales were also up +0.5%. Unadjusted volume sales were down -5.0% while prices were up +5.8%.

Year-to-date v last year

January - July 2026 v January - July 2025

- Total Plumbing & Heating Merchants like-for-like value sales were flat (+0.0%) in January 2026 to July 2026 compared to the same period last year. Like-for-like volume sales were down -6.4% but prices were +6.8% higher.
- With no difference in trading days this period, unadjusted value sales were also flat (+0.0%). Unadjusted volume sales were down -6.4% with prices up +6.8%.

Year-to-date v last year

Total like-for-like value sales were flat (+0.0%) January to July 2026 versus the same period last year.

Like-for-like volumes were down -6.4% but **prices** rose +6.8%.

Monthly and 3-monthly Like-for-like value sales % change Year-on-year: August 2025 to July 2026



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

Aug 25	Sep 25	Oct 25	Three months
+2.3%	+1.7%	+0.8%	+1.7%
Nov 25	Dec 25	Jan 26	Three months
+2.7%	-1.4%	+3.0%	+1.5%
Feb 26	Mar 26	Apr 26	Three months
-0.4%	-2.8%	+0.5%	-1.0%
May 26	Jun 26	Jul 26	Three months
+1.3%	-2.0%	+0.9%	-0.1%

**Latest 3 months
v last year**

**Like-for-like value
sales in 3 months May
to July 2026 were
-0.1% down compared
to the same period last
year.**

**Like-for-like volumes
were down -9.4% with
prices up +10.3%.**

Monthly and 3-monthly

Total value sales % change

Year-on-year: August 2025 to July 2026



Aug 25	Sep 25	Oct 25	Three months
-2.6%	+6.5%	+0.8%	+1.7%
Nov 25	Dec 25	Jan 26	Three months
-2.2%	+4.4%	-1.7%	-0.2%
Feb 26	Mar 26	Apr 26	Three months
-0.4%	+1.8%	+0.5%	+0.7%
May 26	Jun 26	Jul 26	Three months
-3.8%	+2.6%	+0.9%	-0.1%



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

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 -0.1% down.

Unadjusted volume sales were down -9.4%. **Prices** were up +10.3%.

Latest month v previous year (2020-2026)

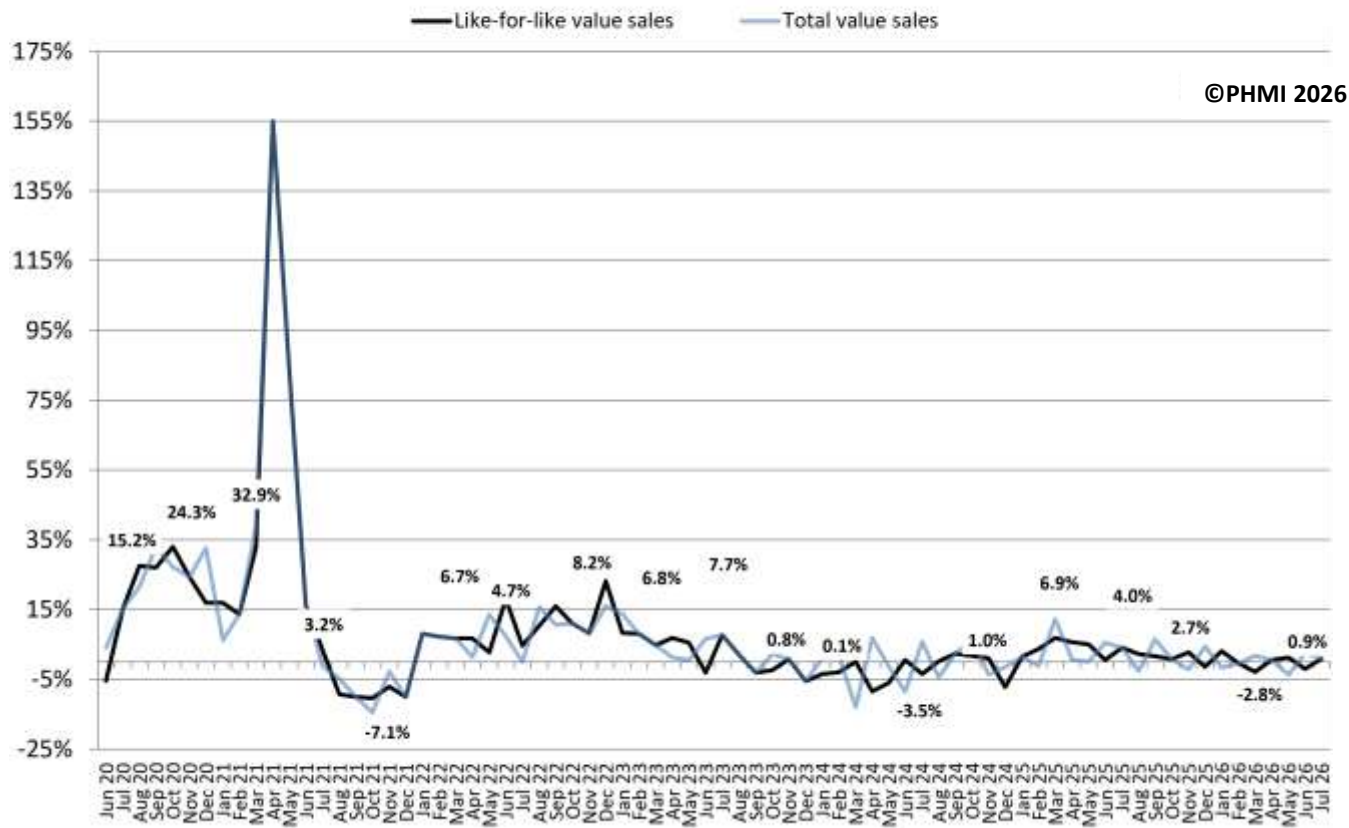
Like-for-like value sales and Total value sales % change



23 trading days this month v 23 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 July 2026

Like-for-like value
sales were up +0.9% in
July than in July 2025.

Like-for-like volume
sales were down -8.9%
with prices up +10.7%.

With no difference in
trading days,
unadjusted value sales
were up
+0.9%. Unadjusted
volumes were down
-8.9% but prices
increased +10.7%.

*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

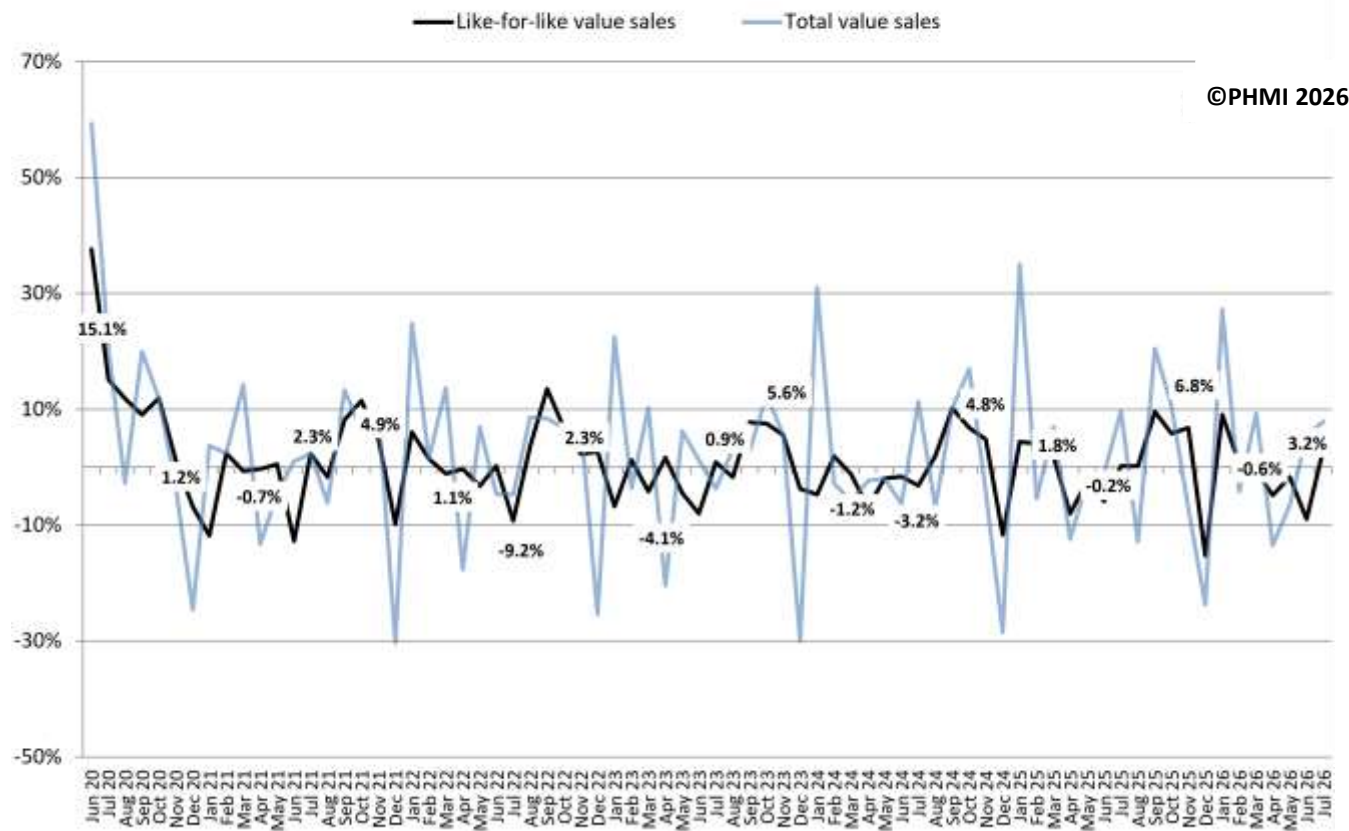
Plumbing & Heating Merchant Index



23 trading days this month v 22 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 July 2026

Like-for-like value sales were up +3.2% July v June 2026. **Like-for-like volume** sales were up +2.7%, and prices up +0.5%.

With one more trading day this month, unadjusted value sales were up +7.9%. Unadjusted volume sales were up +7.4% and prices increased +0.5%.

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

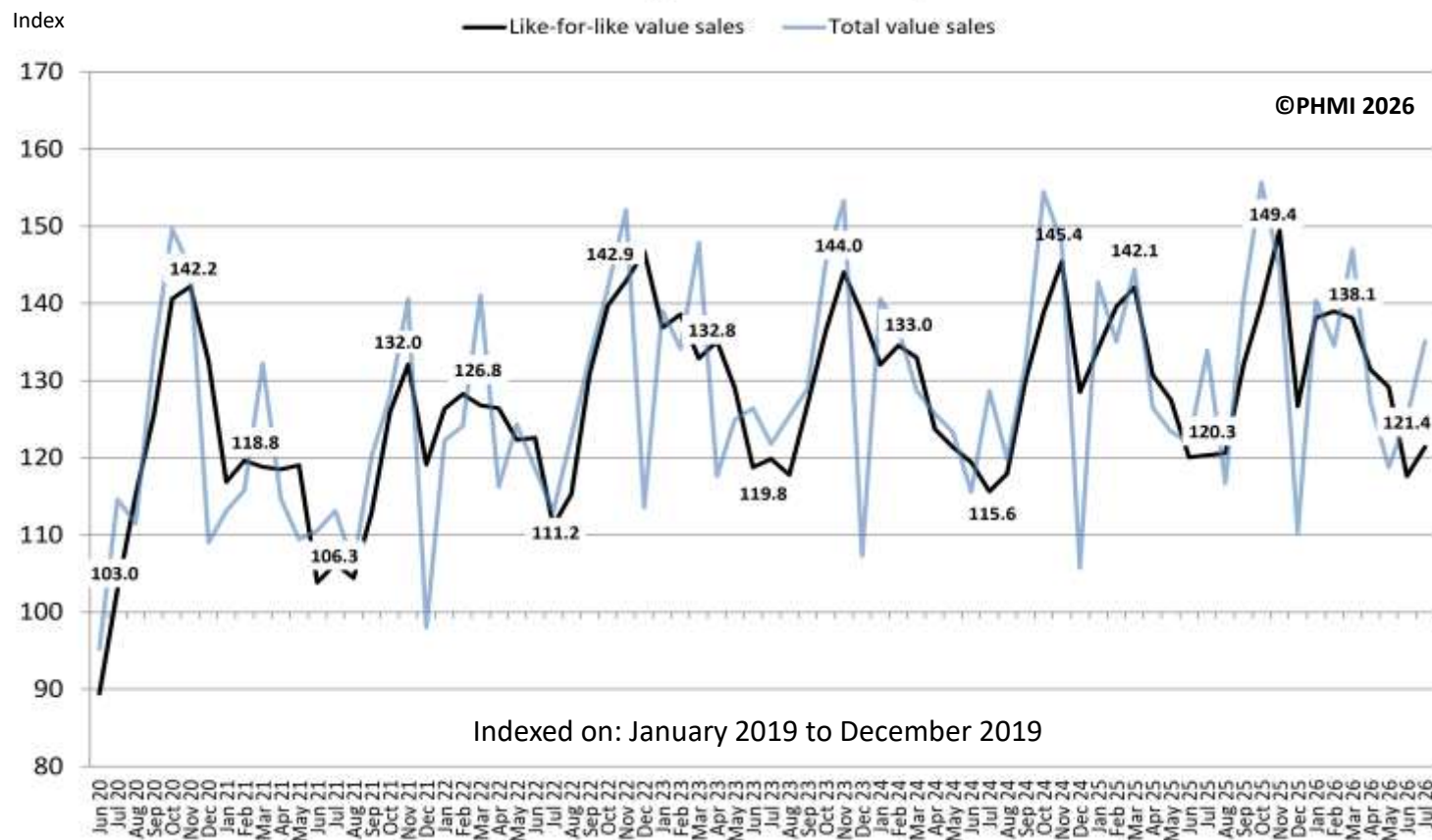
Monthly: Index (2020-2026)

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

23 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 July 2026



NIQ GfK

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

Jul's PHMI like-for-like
value sales Index was
121.4.

With two more
trading days this
month versus the
Index base period, the
Unadjusted value
Index was 135.1.

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

Latest 3 months v previous year

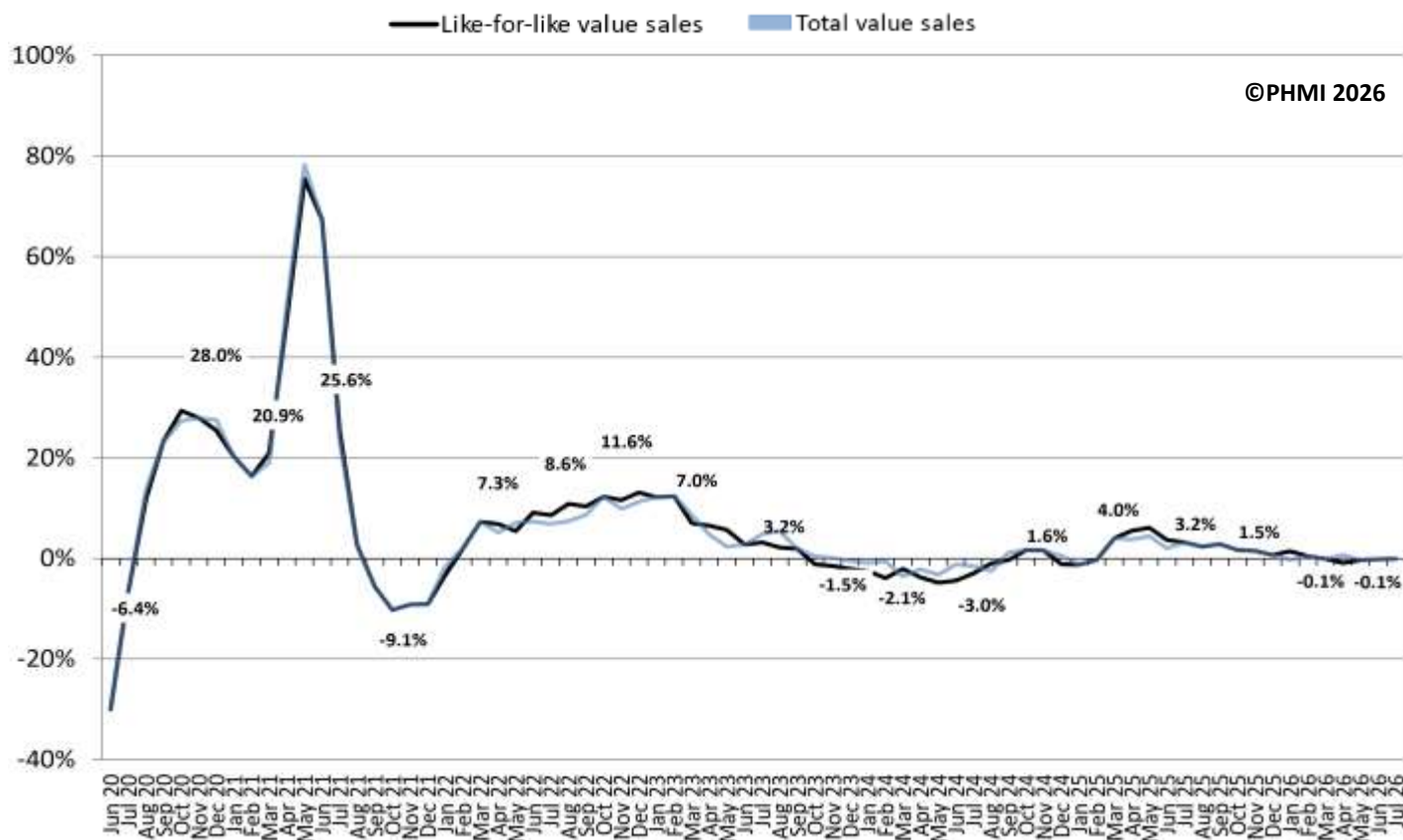
Like-for-like value sales and Total value sales % change

64 trading days this period compared v 64 this period last year

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



Latest 3 months v last year



NIQ GfK

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

Like-for-like value sales in the 3 months May to July 2026 were down -0.1% compared to the same period last year. **Like-for-like volume** sales were down -9.4%. Prices rose +10.3%.

With no difference in trading days, **unadjusted value** sales were also down -0.1%. **Unadjusted volumes** were down -9.4%.

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

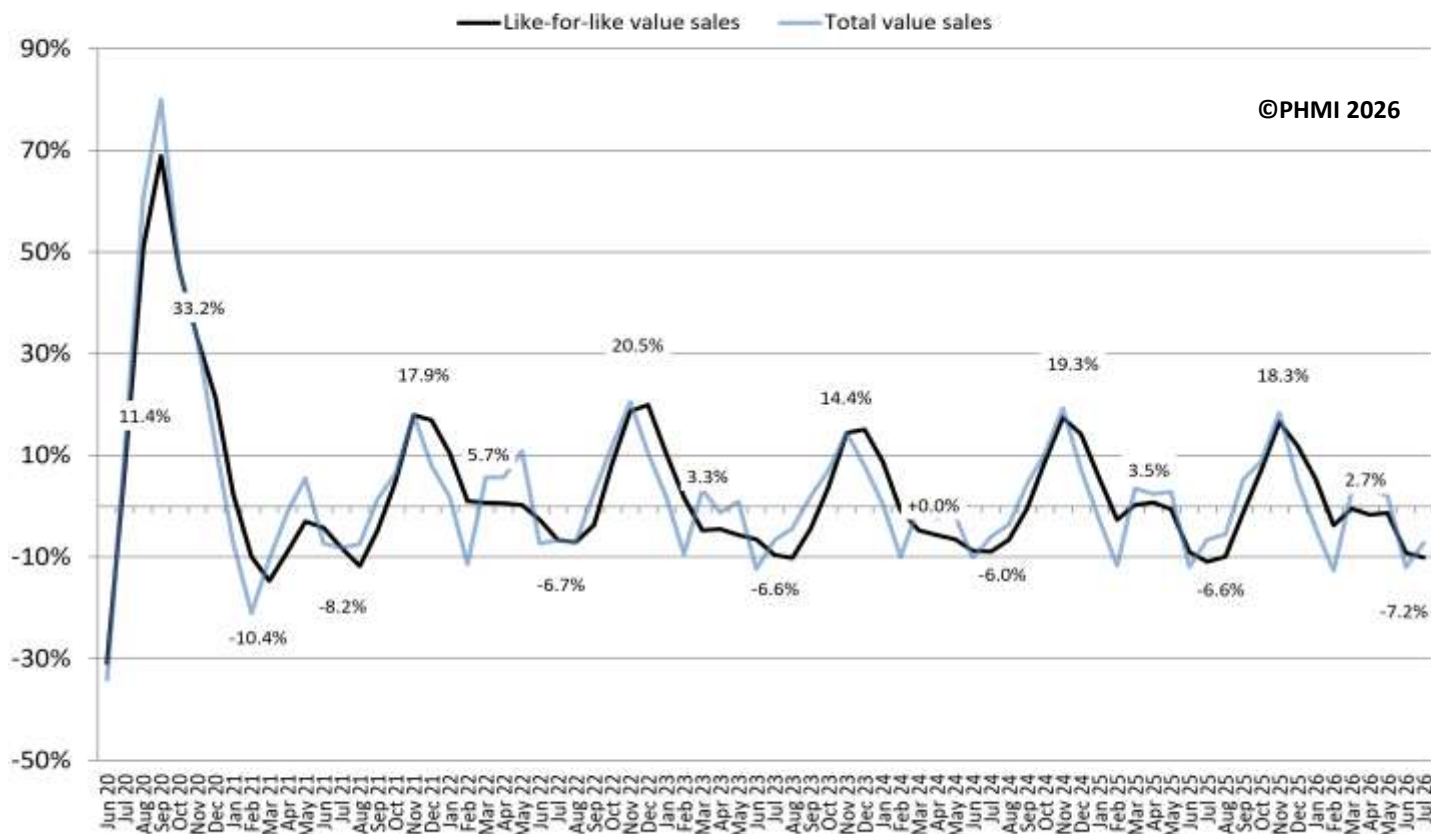
Latest 3 months v previous 3 months

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

64 trading days this recent period v 62 trading days in the previous 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 July 2026

Like-for-like value sales down -10.1% in 3 months May 2026 to July 2026 compared to the previous 3 months. **Like-for-like volume** sales were down -10.6%. **Prices** were up +0.5%.

With two more trading days in the most recent period, unadjusted value sales were down -7.2%. Unadjusted volume sales were down -7.7% but prices up +0.5%.

*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

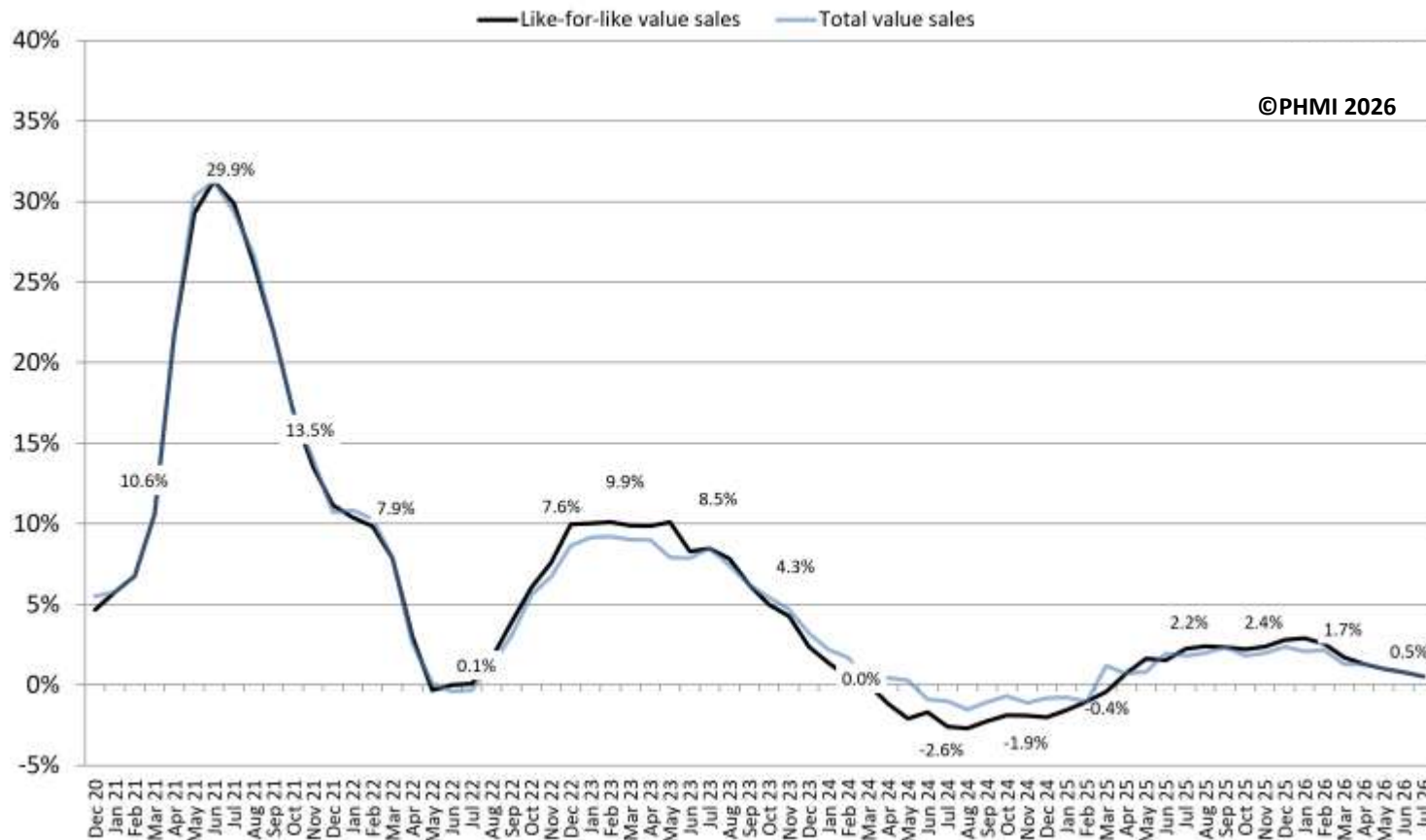
Like-for-like value sales and Total value sales % change

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.



Latest 12 months v previous 12 months



NIQ GfK

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

Like-for-like value sales were up +0.5% August 2025 to July 2026 compared to the same period 12 months before. **Like-for-like volume** sales were down -5.0%. **prices** +5.8% higher.

With no difference in trading days this period, **unadjusted value sales**, **unadjusted volume sales** and **prices** were the same as above

Year-to-date v last year

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

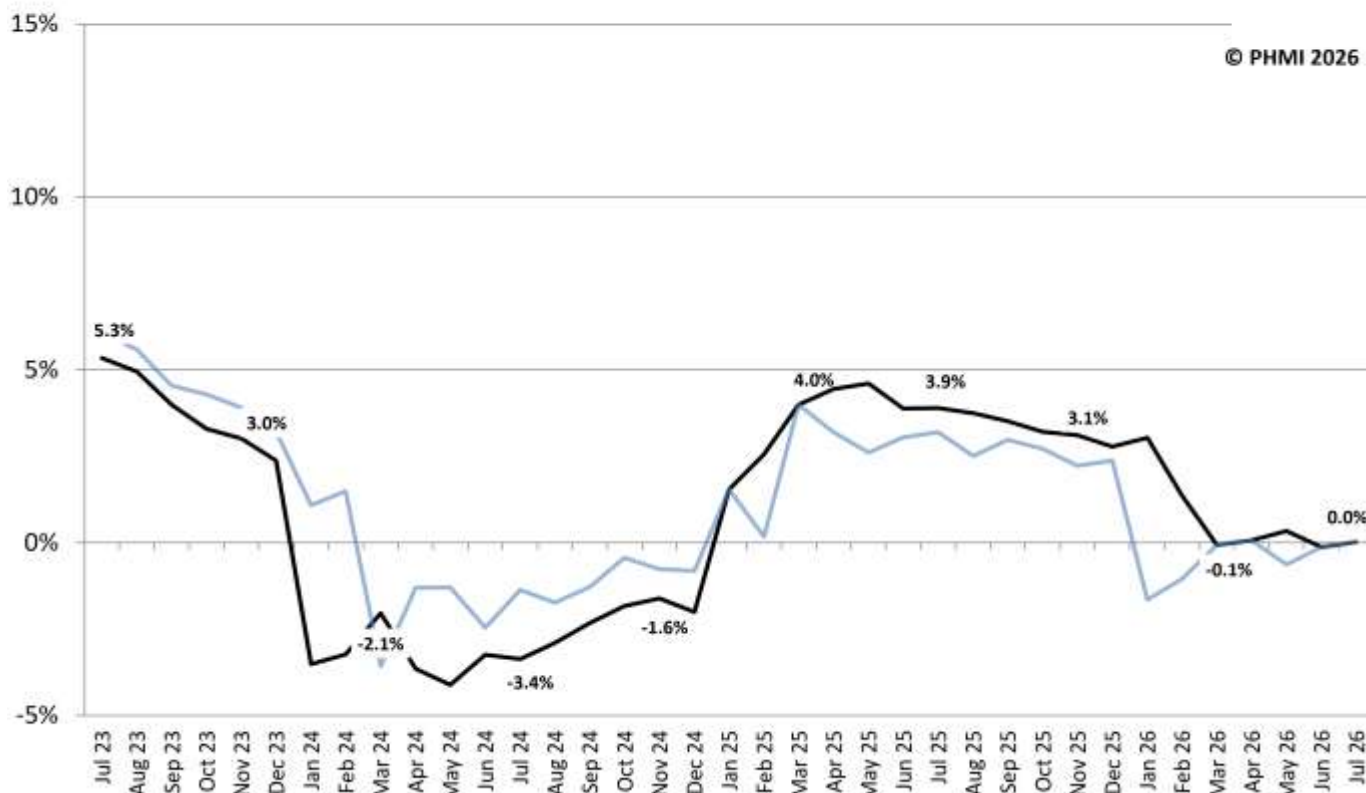
147 trading days this year v 147 trading days last year.

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



Year to date: Jan 26 to Jul 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 July 2026

Like-for-like value sales were flat (0.0%) in January to July 2026 compared to the same period last year. **Like-for-like volume** sales were down -6.4%. **Prices** were up +6.8%.

With no difference in trading days this period, **unadjusted value** sales were also flat (0.0%) and **unadjusted volume** sales were down -6.4%

PHMI Trading Days



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

Monthly

Index: 20.7

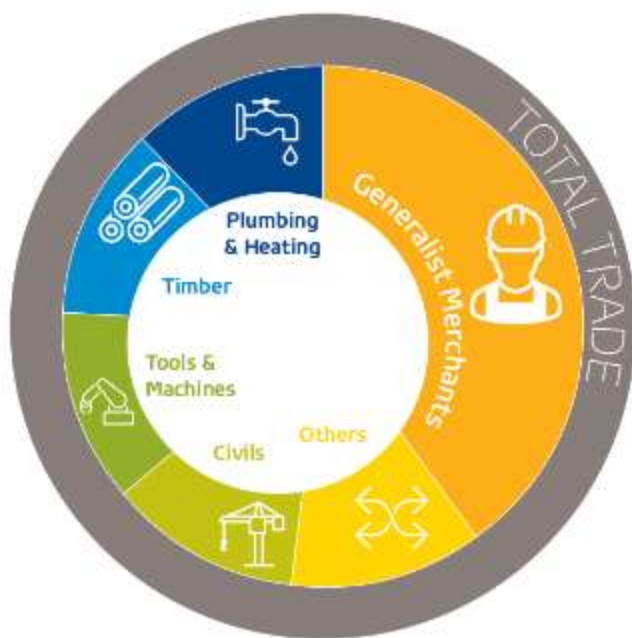
2024											
Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
22	21	20	21	21	20	23	21	21	23	21	17
2025											
Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
22	20	21	20	20	21	23	20	22	23	20	18
2026											
Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
21	20	22	20	19	22	23					

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).

NIQ



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 to speak for their markets and build 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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