Hardware Stores Retail Market Size & Share Analysis - Growth Trends and Forecast (2026 - 2031)

> **Industry:** Grocery, Supermarkets & General Retail (Retail)
> **Source:** https://www.mordorintelligence.com/industry-reports/hardware-stores-retail-market
> **Scraped Date:** 2026-09-17

Executive Market Summary

Market Metric	Details
Base Market Size	USD 2.01 trillion
Projected Forecast (2031)	USD 2.01 trillion
Growth Rate (CAGR)	4.54 %
Largest Market Region	N/A
Fastest-Growing Region	N/A

Market Visualizations & Infographics

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![Major players in Hardware Stores Retail industry](images/chart_2.png)

![Hardware Stores Retail Market (2026 - 2031)](images/chart_3.png)

![Hardware Stores Retail Market: Market Share by Product Category](images/chart_4.png)

![Hardware Stores Retail Market: Market Share by Store Format](images/chart_5.png)

![Hardware Stores Retail Market CAGR (%), Growth Rate by Region](images/chart_6.png)

![Hardware Stores Retail Market Concentration](images/chart_7.png)

![Icon](images/chart_8.png)

![footer background image](images/chart_10.png)

![Mordor Intelligence on Facebook](images/chart_12.svg)

![Mordor Intelligence on Pinterest](images/chart_14.svg)

![Mordor Intelligence on Instagram](images/chart_15.svg)

![ESOMAR](images/chart_17.png)

![GPTW](images/chart_19.png)
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Comprehensive Research Analysis

Overview Points List Flex 49 Share Feature End

Market OverviewStudy Period | 2022 - 2031 |
Market Size (2026) | USD 2.01 Trillion |
Market Size (2031) | USD 2.51 Trillion |
Growth Rate (2026 - 2031) | 4.54 % |
Fastest Growing Market | Asia-Pacific |
Largest Market | North America |
Market Concentration | Medium |

Major Players*Disclaimer: Major Players sorted in no particular order

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Market Overview

Hardware Stores Retail Market Analysis by Mordor IntelligenceThe Hardware Stores Retail Market size is projected to be USD 1.92 trillion in 2025, USD 2.01 trillion in 2026, and reach USD 2.51 trillion by 2031, growing at a CAGR of 4.54% from 2026 to 2031.

The hardware retail market is moving through a more demanding operating cycle because weak housing turnover in the U.S. and Europe is limiting move-related purchases, while renovation and retrofit work at existing homes is keeping demand active. The Home Improvement Research Institute reported that single-family permits fell to 909,600 in 2025, while nearly 80% of U.S. homeowners planned maintenance or improvement projects in Q1 2026, which shows that project spending is being redirected rather than removed. HIRI also found in Q4 2025 that 34% of homeowners planned to increase home improvement spending in 2026, and forecast disposable income growth of 3.2% supported retailer confidence in replenishment cycles. The hardware retail market is also gaining support from electrification upgrades, pro-contractor account growth, and tighter omnichannel integration, which are shifting retailer focus toward service depth, project-scale inventory, and faster fulfillment. Competition in the hardware retail market is becoming more intense as large chains use acquisitions, installed-service platforms, and supply-chain investments to widen their reach. At the same time, independent stores continue to protect local demand through convenience and service quality.[1]Home Improvement Research Institute, “Home Improvement Products Market Analysis,” HIRI Blog, hiri.org

Key Report Takeaways* By product category, Building Materials held 28.73% of total value in 2025, while Plumbing & Electrical is projected to expand at a 5.46% CAGR through 2031.
* By customer type, DIY Consumers acppounted 53.92% of total value in 2025, while Professional Contractors & Tradespeople are projected to record the highest CAGR at 5.11% through 2031.
* By store format, Big-Box Home Centers accounted for 44.81% of total value in 2025, while Online-Only Platforms are projected to grow fastest at a 5.83% CAGR through 2031.
* By geography, North America held 37.95% of global value in 2025, while Asia-Pacific is projected to expand at a 5.69% CAGR through 2031.

Key Market Trends

Market Trends and InsightsDrivers Impact Analysis of Hardware Stores Retail Market*

Drivers	(~) % Impact on CAGR Forecast	Geographic Relevance	Impact Timeline
Rising Renovation Over Relocation Trend	+1.2%	North America, with spillover to the U.K. and Australia	Medium term (2-4 years)
Social Media Driven DIY Learning Adoption	+0.6%	Global	Short term (≤ 2 years)
Growing Omnichannel Click-and-Collect Demand	+0.8%	Global, led by North America and Europe	Medium term (2-4 years)
Increasing Energy Efficiency Retrofit Upgrades	+0.9%	North America and Europe	Medium term (2-4 years)
Expansion of State Rebate Electrification Programs	+0.4%	North America, especially the U.S. at state level	Short term (≤ 2 years)
Rising Wildfire Hardening Retrofit Initiatives	+0.3%	Western U.S. and Australia	Short term (≤ 2 years)

Source: Mordor Intelligence |

Competitive Landscape

Competitive Landscape

The global hardware retail market remains moderately concentrated at the top, but it is still fragmented when viewed across regional and local operators. Large chains such as The Home Depot, Lowe’s, Ace Hardware, and Bunnings have strong positions in their core geographies. Yet, they do not eliminate the role of independents, specialty yards, and neighborhood stores in other regions. The competitive model is shifting toward service depth, pro-contractor relationships, and tighter digital-to-store integration rather than simple store-count expansion alone. In the hardware retail market, scale now matters because it supports distribution reach, installation services, procurement leverage, and technology investment. Smaller operators remain relevant where customers value local knowledge, quick access, and project guidance over broad national assortments.

Strategic moves from 2024 through 2026 show how leading players are expanding their operating scope in the hardware retail market. The Home Depot completed the acquisition of SRS Distribution in 2024, expanding its access to pro-focused distribution and increasing its reach in trade-oriented supply lines. The company then expanded that platform in May 2026 through the acquisition of Mingledorff’s, an HVAC distributor with 42 locations across 5 southeastern U.S. states, which deepened its specialty trade offering. Ace Hardware also reported Q1 2026 revenue growth, 30% growth in digital sales, and continued domestic store expansion, demonstrating that cooperative and local-service models can still scale effectively in the hardware retail market.

Competition is also widening beyond product breadth into workflow support, assortment precision, and response time. Retailers that can serve both DIY and professional buyers through a single system are better positioned to retain share as procurement patterns become more fragmented. Product certification and compliance are creating another competitive layer because first movers can become preferred supply points for code-sensitive work in electrification and wildfire-hardening categories. LP Building Solutions and Westlake Royal Building Products both launched code-aligned products in 2026, which gives retailers new tools to build contractor trust in regulated use cases. The hardware retail market is therefore competing on a broader set of capabilities, including trade access, technical readiness, fulfillment speed, and local problem-solving.

Hardware Stores Retail Industry Leaders* The Home Depot, Inc.

* Lowe's Companies, Inc.

* ADEO

* Kingfisher plc

* Wesfarmers Limited (Bunnings Group)

* *Disclaimer: Major Players sorted in no particular order
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Component Component 3 Scope Of The Report Bottom

Global Hardware Stores Retail Market Report ScopeBy Product CategoryTools & Hardware |
Building Materials |
Plumbing & Electrical |
Paint, Adhesives & Home Improvement Consumables |
Outdoor & Garden |
Kitchen, Bath & Storage |

Segmentation Accordion Item

By GeographyNorth America | United States |
| Canada |
| Mexico |
South America | Brazil |
| Peru |
| Chile |
| Argentina |
| Rest of South America |
Europe | United Kingdom |
| Germany |
| France |
| Spain |
| Italy |
| BENELUX (Belgium, Netherlands, and Luxembourg) |
| NORDICS (Denmark, Finland, Iceland, Norway, and Sweden) |
| Rest of Europe |
Asia-Pacific | India |
| China |
| Japan |
| Australia |
| South Korea |
| South East Asia (Singapore, Malaysia, Thailand, Indonesia, Vietnam, and Philippines) |
| Rest of Asia-Pacific |
Middle East And Africa | United Arab Emirates |
| Saudi Arabia |
| South Africa |
| Nigeria |
| Rest of Middle East And Africa |

Frequently Asked Questions

What is the projected value of hardware retail by 2031?

The hardware retail market is projected to reach USD 2.51 trillion by 2031, rising from USD 2.01 trillion in 2026 at a CAGR of 4.54%.

Which region leads global demand for hardware stores?

North America led with 37.95% of global value in 2025 because of its large renovation base, dense chain presence, and strong household repair culture.

Which product group is growing fastest through 2031?

Plumbing & Electrical is forecast to grow at a 5.46% CAGR through 2031, supported by electrification, heat pump upgrades, and higher-value component demand.

Why are renovation projects supporting sales even with weak housing turnover?

More households are staying in place and improving existing homes. HIRI showed single-family permits fell to 909,600 in 2025, while nearly 80% of U.S. homeowners still planned maintenance or improvement work in Q1 2026.

Are DIY buyers still the largest customer base?

Yes. DIY Consumers accounted for 53.92% of value in 2025, although Professional Contractors & Tradespeople are growing faster at a 5.11% CAGR through 2031.

Which store format is expanding fastest?

Online-Only Platforms are forecast to grow at a 5.83% CAGR through 2031, but big-box centers still held the largest share at 44.81% in 2025 because bulky goods and urgent purchases still favor physical networks.