United States 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/united-states-hardware-stores-retail-market
> **Scraped Date:** 2026-09-17

Executive Market Summary

Market Metric	Details
Base Market Size	USD 724.72 billion
Projected Forecast (2031)	USD 724.72 billion
Growth Rate (CAGR)	1.99 %
Largest Market Region	N/A
Fastest-Growing Region	N/A

Market Visualizations & Infographics

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

![United States Hardware Stores Retail Market (2025 - 2030)](images/chart_3.png)

![United States Hardware Stores Retail Market: Market Share by Product Type, 2025](images/chart_4.png)

![United States Hardware Stores Retail Market: Market Share by Distribution Channel, 2025](images/chart_5.png)

![United States Hardware Stores Retail Market Concentration](images/chart_6.png)

![Icon](images/chart_7.png)

![footer background image](images/chart_9.png)

![Mordor Intelligence on Facebook](images/chart_11.svg)

![Mordor Intelligence on Pinterest](images/chart_13.svg)

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

![ESOMAR](images/chart_16.png)

![GPTW](images/chart_18.png)
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Comprehensive Research Analysis

Overview Points List Flex 49 Share Feature End

Market Overview

Study Period | 2020 - 2031 |
Forecast Data Period | 2026 - 2031 |
Base Year Market Size (2025) | USD 710.58 Billion |
Market Size (2026) | USD 724.72 Billion |
Market Size (2031) | USD 799.71 Billion |
Growth Rate (2026 - 2031) | 1.99 % |
Market Concentration | High |

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

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Market Overview

United States Hardware Stores Retail Market Analysis by Mordor IntelligenceThe United States hardware stores retail market size in 2026 is estimated at USD 724.72 billion, growing from 2025 value of USD 710.58 billion with 2031 projections showing USD 799.71 billion, growing at 1.99% CAGR over 2026-2031. Renovation spending outpaces new-build activity as elevated mortgage rates convince many homeowners to remodel rather than relocate, channelling discretionary dollars toward big-ticket kitchen, bathroom, and energy-efficiency upgrades. Population gains in the South, wildfire-resilience mandates in the West, and expanding energy codes nationwide keep baseline demand intact even when broader construction indicators soften[1]“Home Building Geography Index,” National Association of Home Builders, nahb.org. . Large retailers leverage scale to lock in commodity supply and pass along price fluctuations more effectively than independents, while social-media-fueled DIY trends support weekend traffic and higher-margin impulse purchases. The United States hardware stores retail market benefits from a dual engine of professional contractor demand and consumer-driven projects that together mute cyclical volatility.

Key Report Takeaways

* By product type, building materials led with 36.05% of the United States hardware stores retail market share in 2025; Smart-Home Hardware is projected to expand at a 10.03% CAGR through 2031.
* By distribution channel, offline outlets accounted for 83.92% of the United States hardware stores retail market size in 2025, while online sales are rising at a 13.42% CAGR to 2031.
* By store format, big-box home centers captured 58.88% share of the United States hardware stores retail market size in 2025; online-only platforms recorded the quickest growth at an 11.05% CAGR.
* By region, the South commanded 34.12% of the United States hardware stores retail market share in 2025, whereas the West is advancing at a 6.9% CAGR through 2031.

Key Market Trends

United States Hardware Stores Retail Market Trends and InsightsDrivers Impact Analysis*

Driver	(~) % Impact on CAGR Forecast	Geographic Relevance	Impact Timeline
Big-ticket home-renovation boom post-2024	+0.8%	National, concentrated in high home-equity markets	Medium term (2-4 years)
DIY culture amplified by social-media tutorials	+0.4%	National, stronger in younger demographics	Short term (≤ 2 years)
Energy-efficient building code updates	+0.3%	National, led by California and Northeast states	Long term (≥ 4 years)
Rapid wildfire-resilient construction mandates	+0.2%	West Coast, expanding to Mountain states	Medium term (2-4 years)
Aging-in-place retrofits for seniors	+0.2%	National, concentrated in established suburbs	Long term (≥ 4 years)
Insurance-driven demand for fortified roofs	+0.1%	Gulf Coast, Southeast, expanding nationally	Medium term (2-4 years)

Source: Mordor Intelligence |

Competitive Landscape

Competitive Landscape

The United States hardware retail market is deeply consolidated, with a small number of dominant players controlling the majority of industry revenue. This concentrated structure creates significant barriers to entry, making it difficult for smaller or new entrants to compete effectively. Larger retailers benefit from economies of scale in areas such as procurement, logistics, and digital investments, giving them a sustained competitive edge. These advantages are hard for independent or regional players to replicate. As a result, market leaders are shifting focus toward serving professional contractors and B2B customers, who typically generate higher-value transactions and more consistent demand than the DIY segment.

Strategic consolidation is gaining momentum as companies opt for acquisitions over organic growth to expand their capabilities and market presence. A notable example is Home Depot's USD 18.25 billion acquisition of SRS Distribution, which strengthens its position in the professional contractor supply chain. This move supports vertical integration by linking wholesale distribution with retail operations. At the same time, technology adoption is becoming a major differentiator among top players. Lowe's partnerships with OpenAI and NVIDIA are helping it deliver tailored shopping experiences and proactive maintenance solutions, increasing customer loyalty and operational efficiency.

New growth opportunities are also emerging in specialized niches that are less dependent on scale and more on localized expertise. Segments such as aging-in-place home modifications, smart home installation services, and regional contractor marketplaces offer room for innovation. These areas require service depth and customization, playing to the strengths of firms that can adapt to specific customer needs. Unlike the traditional big-box model, success here relies on a blend of service capabilities and local market knowledge. As consumer expectations evolve, these white-space areas are expected to become key growth drivers in the next phase of the market.

United States Hardware Stores Retail Industry Leaders* The Home Depot

* Lowe's Companies, Inc.

* Menards

* Ace Hardware Corp.

* True Value Co.

* *Disclaimer: Major Players sorted in no particular order

Scope Methodology P Space

For this report, the market is defined as revenue generated from retail sales made by US hardware and home improvement store formats, across in-store and online channels, for common DIY and contractor-led repair, remodel, and maintenance needs.

Scope exclusions: Excludes pure wholesale distribution and direct-to-jobsite sales that do not transact through a retail store or retail e-commerce checkout.

Segmentation Container

* By Product Type* Door Hardware
* Building Materials
* Kitchen and Toilet Products

* Other Product Types

* By Distribution Channel* Offline
* Online

* By Store Format* Big-Box Home Centers
* Traditional Hardware Stores
* Lumber & Building-Material Yards
* Farm & Ranch Supply Stores
* Warehouse Clubs

* By Region (U.S.)* Northeast
* Midwest
* South
* West

Frequently Asked Questions

Which product category generates the most revenue?

Building Materials lead with 36.05% share, reflecting core demand for structural staples.

What channel is growing fastest?

Online sales are expanding at a 13.42% CAGR, outpacing the mature offline base.

Why are renovations supporting sales despite high rates?

Elevated mortgage rates discourage relocation, so homeowners invest in upgrades, boosting large-ticket transactions.

Which region shows the quickest growth through 2031?

The West is forecast to grow at 6.9% CAGR, driven by wildfire-resilience mandates and smart-home adoption.

Who dominates the competitive landscape?

Home Depot and Lowe's together hold roughly 77% of revenue, giving them significant pricing and supply-chain leverage.