Kitchen & Bath Market Index (Q1 2026 KBMI)

NKBA | KBIS JOHN BURNS RESEARCH & CONSULTING

April 2026

Contents

[Cover image] Design: Lindsay Winterbottom | Photo: Allan Liang

[Page 2 image] Design: Lindsay Wolfe-Assaf, Co-design: The Cabinet Connection
Photo: Justin Van Leeuwen

About this report

Conducted jointly by the National Kitchen & Bath Association and John Burns Research and Consulting, the Kitchen & Bath Market Index (KBMI) examines residential kitchen and bath industry demand, future demand expectations, and issues and challenges industry professionals face in their businesses. The 1Q26 report is based on findings from 651 members of the NKBA community across these four industry segments:

- Design
- Building and Remodeling
- Retail Sales
- Manufacturing

The 1Q26 Kitchen & Bath Market Index survey ran from March 18 to April 5, so responses, commentary, and sentiment reflect the latest shifts in the US residential kitchen and bath industry.

Design: Lori Carroll, Co-Design: Debra Gelety | Photo: Jon Mancuso

Overview of the NKBA | John Burns - Kitchen & Bath Market Index (KBMI)

KB MI

The Kitchen & Bath Market Index (KBMI) measures market growth in the US residential kitchen and bath industry. As a composite diffusion index, ratings above 50 indicate industry **expansion;** ratings below 50 indicate industry **contraction.**

The KBMI is calculated as a weighted average of three subindices.

Current Activity Index
Sales growth in the current quarter vs. the prior year

Industry Health Index
Sentiment on the economic health of the K&B industry

Near-Term Activity Index
Expected sales growth in the upcoming quarter (next 3 months)

Conducted quarterly, the KBMI provides a microeconomic perspective on U.S. residential kitchen and bath activity, offering performance metrics and insights into the sentiment of firms that provide design services and sell K&B products.

The Kitchen & Bath Market Index is comprehensive, tracking four industry segments.

Responses from these firms include information about US residential K&B projects and sales only (excludes commercial activity; includes US sales information from major international suppliers).

Design

- Kitchen designer
- Bath designer
- Interior designer
- Architect
- Draftsman
- Planner

Building and remodeling

- Design-build
- Builder
- Remodeler
- Installer
- Fabricator
- Developer
- Trades professional

Retail sales

- Dealer
- Multi-branch retailer
- Showroom
- Online kitchen and bath seller

Manufacturing

- Manufacturer
- Cabinet shop
- Supplier
- Wholesale distributor
- Manufacturers' rep

Products and materials covered in this survey:	Cabinets, vanities, countertops, major appliances, faucets, plumbing fixtures (shower units, sinks, bathtubs, toilets), tile, lighting, mirrors.

Sources: NKBA; John Burns Research and Consulting, LLC (Data: 1Q25, Pub: Apr-26)

Executive summary

Design: Peter Cardamone | Photo: Brian Wetzel

K&B market stable in 1Q26, but growth constrained by uncertainty and cost pressures.

The **Kitchen & Bath Market Index (KBMI**) held at 55 in 1Q26, indicating continued mild expansion but little overall growth.

A KBMI reading above 50 signals expansion, but current conditions reflect a flat market, with sales unchanged year-over-year and activity remaining below pre-2020 levels.

Stability improved compared to late 2025, though underlying conditions remain weak and affordability pressures and economic uncertainty continue to constrain demand.

Market conditions stabilized but activity remains subdued

- K&B sales were flat year-over-year in 1Q26.
- Project backlogs rose modestly, signaling steady incoming demand.
- Conditions improved from late 2025, though near-term activity remails soft.

Segment performance remains uneven

- Building and remodeling was the only segment to post year-over-year growth, supported by backlog strength.
- Design and retail activity remained softer, despite improving pipelines and expectations.
- Manufacturers reported slower demand and excess capacity, contributing to a cautious outlook.

Tariffs and rising costs sustain pricing pressure

- K&B product prices increased ~6% year-over-year in 1Q26, driven by input costs and tariffs.
- Firms report difficulty passing through costs, with margin pressure persisting.
- Tariff-related volatility remains a key concern, particularly for manufacturers.

Luxury demand remains resilient; mid-market and entry-level segments lag

- Demand remains strongest among higher-income consumers, who continue to move forward with projects.
- Mid-market and entry-level consumers are delaying or scaling back due to affordability pressures and uncertainty.
- This divide is shaping demand, with stronger margins at the high end but weaker overall volume.

Stability improving across regions, but risks remain

- All U.S. regions posted expansionary readings in 1Q26, indicating more consistent demand nationwide.
- Improved regional stability suggests a more balanced market vs. prior quarters.

Cautious optimism for 2026

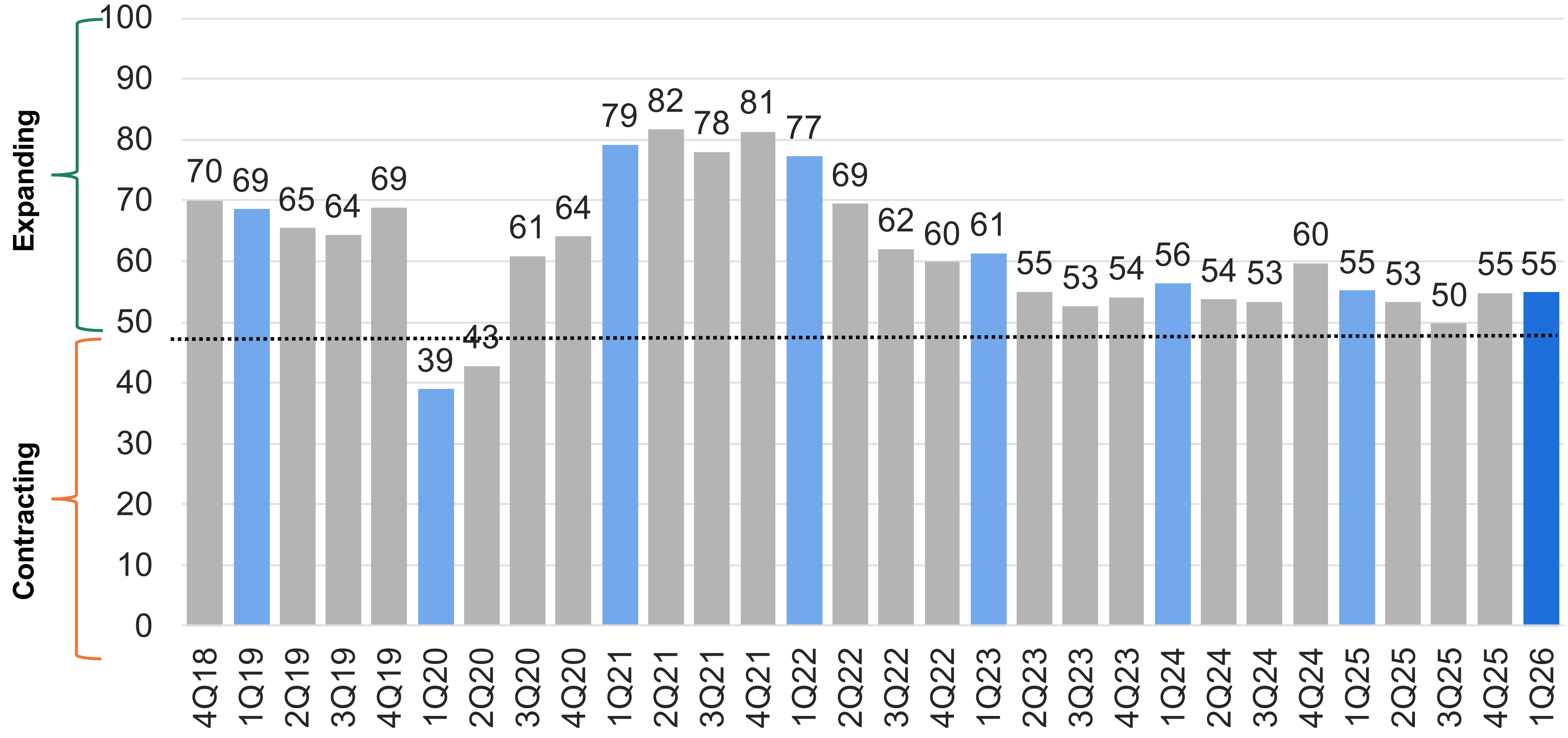
- Firms expect modest growth in 2026 (~3–4% year-over-year), supported by stabilizing conditions and improving sentiment.
- However, economic uncertainty—including geopolitical and international trade-related risks—and affordability pressures are expected to limit the pace of recovery.
- Labor constraints will further limit growth, with nearly half of firms citing skilled labor shortages as a constraint on project capacity.
- Headwinds continue to limit growth despite improving sentiment.

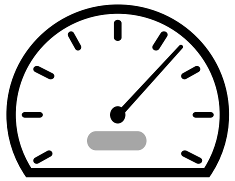
Sources: NKBA; John Burns Research and Consulting, LLC (Data: 1Q26, Pub: Apr-26)

The 1Q26 KBMI remained at 55, indicating stable by modest industry growth.

Kitchen & Bath Market Index (KBMI)

The KBMI measures growth in the US residential kitchen and bath industry. Ratings above 50 indicate industry expansion; ratings below 50 indicate industry contraction.





KBMI Rating

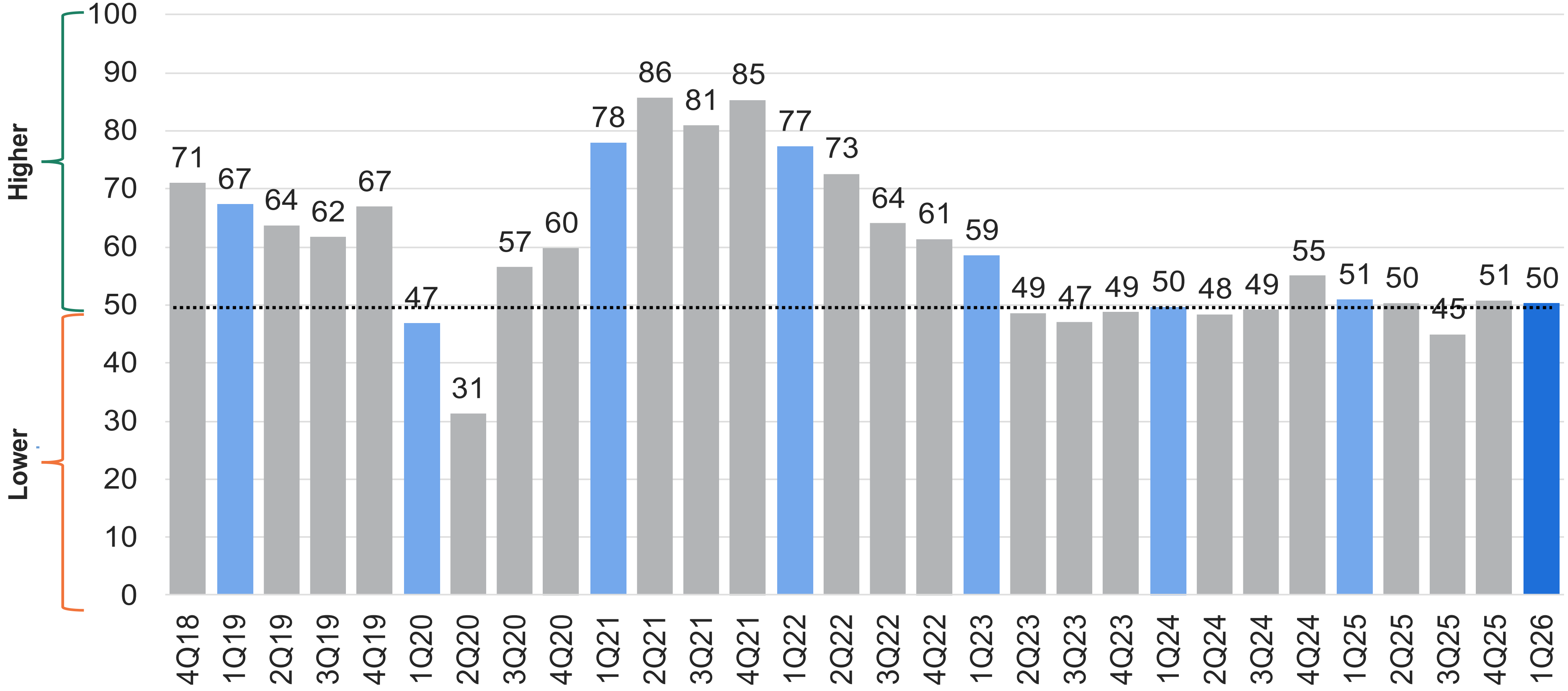
55 out of 100

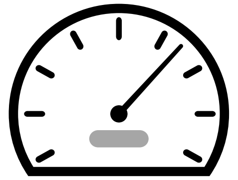
Sources: NKBA; John Burns Research and Consulting, LLC (Data: 1Q26, Pub: Apr-26)

Residential kitchen and bath sales activity edged down slightly in 1Q26.

Current Kitchen & Bath Activity

Sales growth in the current quarter vs. the prior year





Current Activity Rating

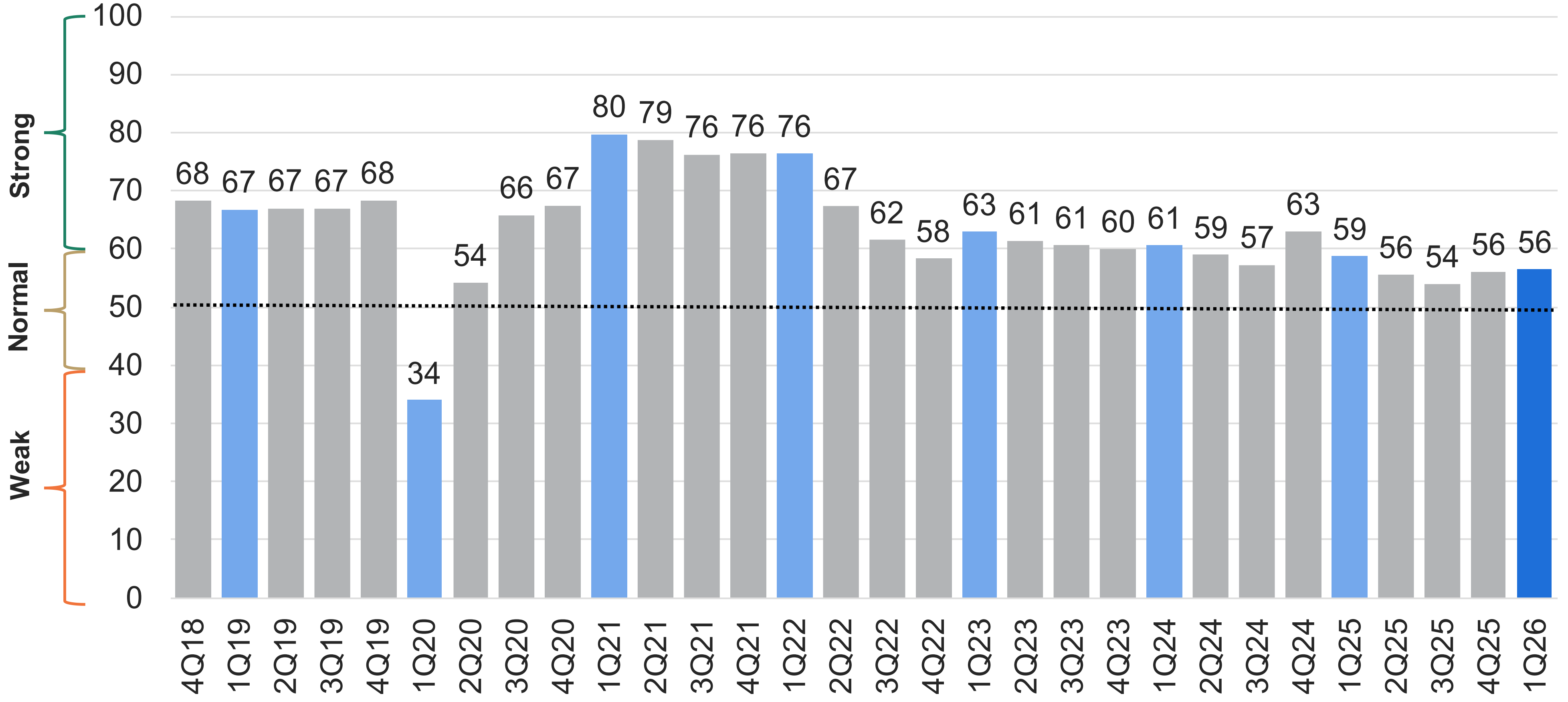
50 out of 100

Sources: NKBA; John Burns Research and Consulting, LLC (Data: 1Q26, Pub: Apr-26)

Firms’ sentiment on K&B industry health remained unchanged in 1Q26.

Health of the Industry

Sentiment on the economic health of the K&B industry



Health of the Industry Rating

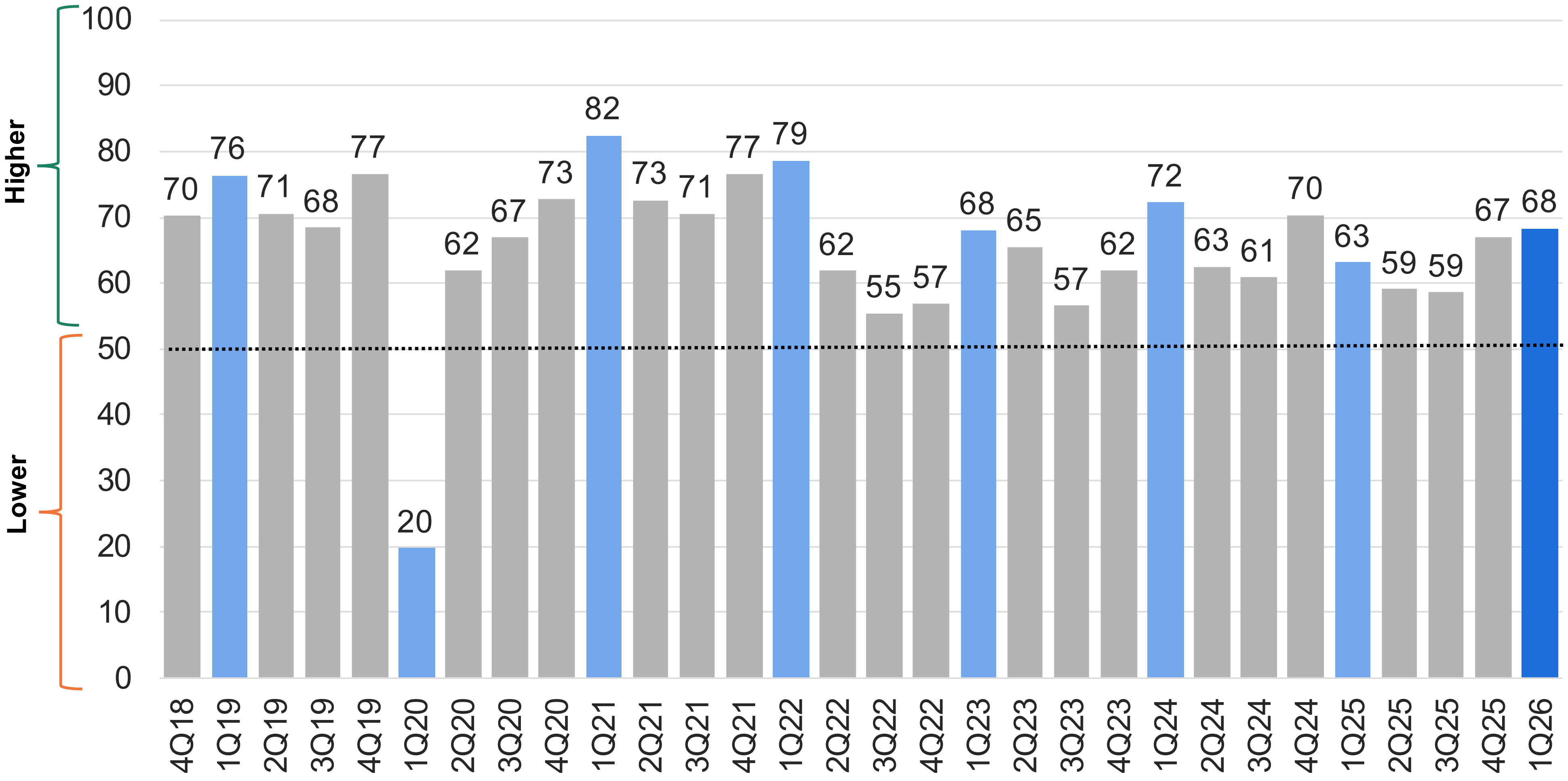
56 out of 100

Sources: NKBA; John Burns Research and Consulting, LLC (Data: 1Q26, Pub: Apr-26)

Q2 K&B sales expectations remain elevated above year-ago levels.

Near-Term Kitchen & Bath Activity (Next 3 Months)

Expected sales growth in the upcoming quarter (next 3 months)



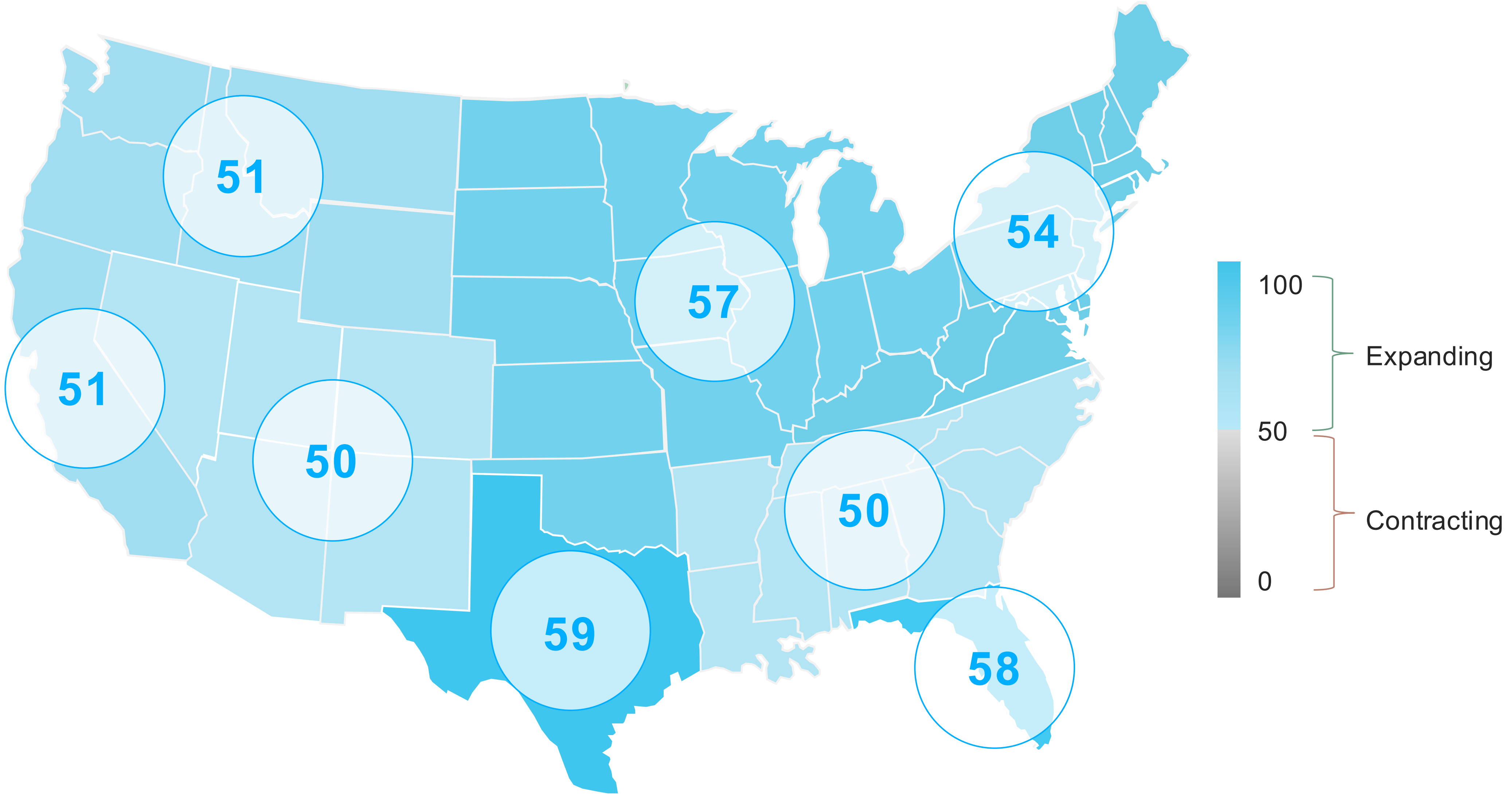
Near-Term Activity Rating

68 out of 100

Sources: NKBA; John Burns Research and Consulting, LLC (Data: 1Q26, Pub: Apr-26)

The K&B industry showed signs of greater stability across the U.S. in 1Q26.

Kitchen and Bath Market Index (KBMI) by Region (1Q26)



In contrast to last quarter, no U.S. regions rated in the contracting range. This may be a positive early sign of market stabilization.

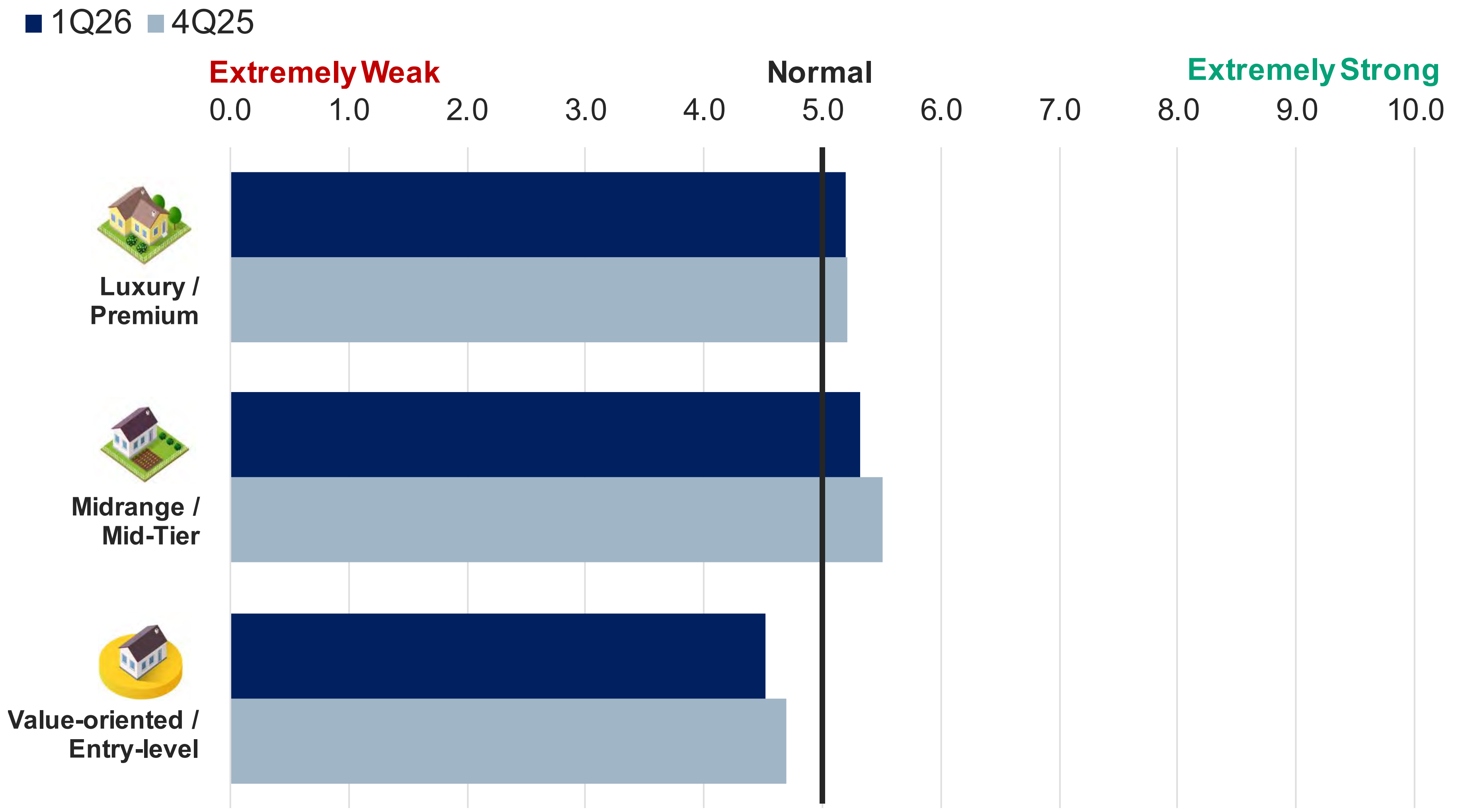
> Florida, New York, and Texas are the best markets.
>
> - K&B manufacturer

> Colorado and Southern California are performing; the rest of the West is underperforming.
>
> - Manufacturer's Rep

Sources: NKBA; John Burns Research and Consulting, LLC (Data: 1Q26, Pub: Apr-26)

In 1Q26, demand among premium and mid-market consumers remained in the normal range, while entry-level demand remained weaker.

Current Demand by Consumer Segment



> Higher-income homeowners and clients planning long-term stays in their homes are still moving forward. More budget-conscious clients or those considering remodeling primarily for resale are slowing down, often hesitating or scaling back once pricing becomes clear.
>
> - Design-build firm in North Carolina

See **page 44** for consumer segment demand breakdown for manufacturing segment firms.

Note: Includes ratings from 594 firms that worked in all three segments.
Sources: NKBA; John Burns Research and Consulting, LLC(Data: 1Q26, Pub: Apr-26)

Many K&B firms reported that luxury K&B consumers continued to outperform in 1Q26, while mid-market and entry-level consumers remained cautious.

"The middle class is largely absent, while demand remains steady for high-end and custom products."
- Manufacturer's rep

"People who have money are spending it and seem to be interested in luxury. Volume builders have slowed, but the custom has been booming with no sign of slowing down."
- Showroom

"I see more clients in the $100K budget (our entry level) more hesitant to spend because of the economy. Our clients spending more than $100K are not influenced by the economy."
- Dealer

"Consumer demand for kitchen and baths is very concerning. Despite lead generation and offers, sales are struggling—especially for the everyday consumer. Only certain segments of the country are performing slightly better, and then it's mostly consumers with higher disposable income."
- Retailer

"Our dealers have indicated very strong pipelines and a robust 2026 even though consumer confidence is soft. Our luxury customers tend not to be affected by traditional economic indicators such as interest rates."
- Cabinetmaker

"We have seen that our highest pricing tier, which includes luxury products in luxury finishes, has held steady. This indicates to me that the wealthiest are not being affected by the economic conditions that impact the remaining 99% of us. And while those are the highest-margin opportunities, they are also the lowest-volume opportunities. This trend is not sustainable for anyone, other than the rich."
- Manufacturer

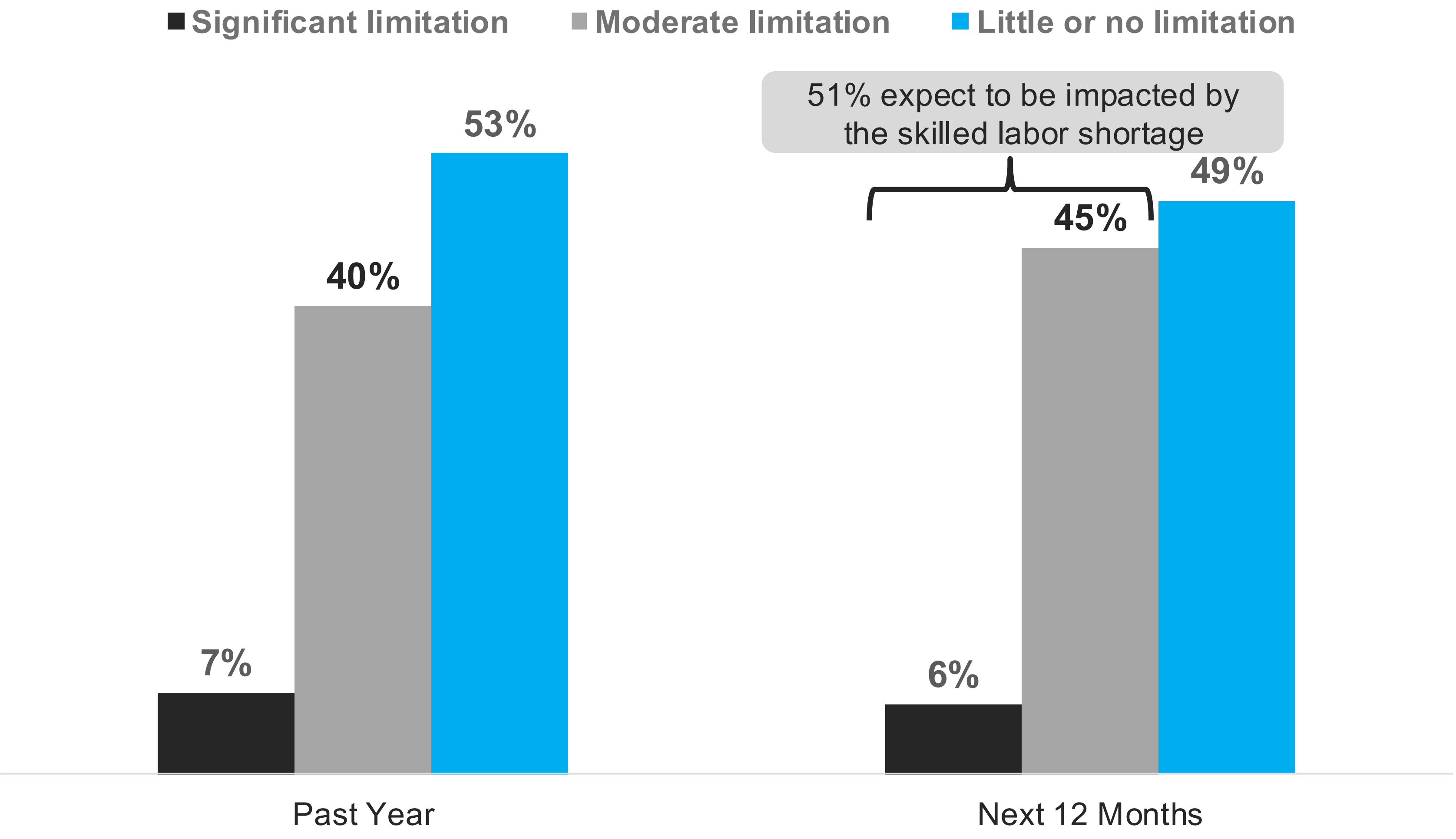
"Higher-end remodeling and affluent homeowner segments are continuing to outperform, driven by less sensitivity to interest rates, while mid-market and entry-level projects are softening as financing costs pressure budgets. Regionally, growth remains stronger in the Sunbelt and suburban markets, with some slowdown in higher-cost urban areas."
- Manufacturer's rep

Note: All of these quotes were from 1Q26 K&B firms operating across the U.S. or in multiple U.S. regions.
Sources: NKBA; John Burns Research and Consulting, LLC (Data: 1Q26, Pub: Apr-26)

Half of all K&B firms expect that labor shortages will either moderately or significantly impact their ability to take on new projects in the coming year.

We asked kitchen and bath industry firms:

Impact of skilled labor shortages on project capacity by segment: past year vs. next 12 months



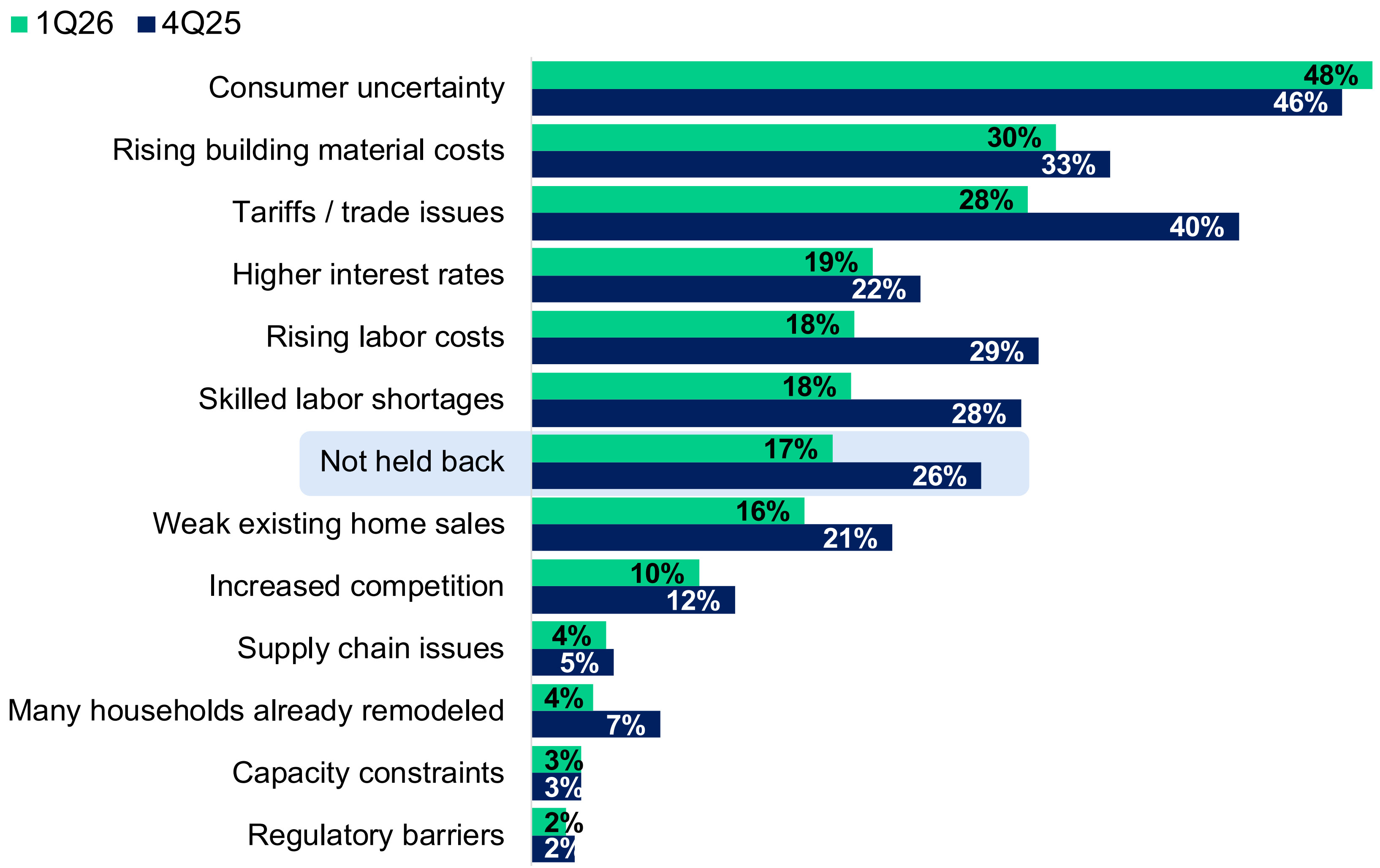
> The dwindling availability of skilled labor to do our cabinet installation is really scary. The custom shops are outbidding us on quotes because they have more stable skilled installation crews.
>
> - Interior Designer in the Southeast

Note: Respondents were asked: "How much do you expect the skilled labor shortage to limit your ability to take on new kitchen and bath projects over the next 12 months?"
Sources: NKBA; John Burns Research and Consulting, LLC (Data: 1Q26, Pub: Apr-26)

Consumer uncertainty remains the top constraint, while tariff pressures have eased and cost pressures persist.

Kitchen and Bath Industry Constraints to Growth in 1Q26 vs 4Q25

Represents the share of K & B firms sighting each of the following as a constraint to growth over the next six months



> People with money still have it. They are just uncertain about spending it.
>
> - Remodeler in Minnesota

Note: Respondents were instructed to select “all that apply.”
Sources: NKBA; John Burns Research and Consulting, LLC (Data: 1Q26, Pub: Apr-26)

Index by segment

Design: Gina D'Amore Bauerle | Photo: Eric Lucero

Performance varied by K&B segment in 1Q26, leading to mixed outlooks for 2026.

Design

KBMI Rating: 52.1 ⬆

- Sales down **-1% YOY** in 1Q26 and project completions continued to decline.
- Project backlogs rose to **2.1 months** in 1Q26, indicating stronger incoming leads.
- Design firms expect **+4%** growth in 2026 following a difficult year in 2025.

Building and Remodeling

KBMI Rating: 55.7 ⬇

- Sales up **+2% YOY** in 1Q26.
- Project backlogs rose to 3.3 months—**a sign of improvement for quality leads**.
- Building and remodeling companies expect +5% revenue growth in 2026.
- High-end consumers continue to demand higher quality finishes.

Retail Sales

KBMI Rating: 57.3 ⬆

- Sales down **-1% YOY** in 1Q26.
- Foot traffic was down by **-1% QOQ**.
- Input costs rose by +6.3% YOY on average in 1Q26, and retail segment firms reported raising their prices by +4.8%.
- Retail firms expect **+6%** revenue growth in 2026.

Manufacturing

KBMI Rating: 54.0 ⬇

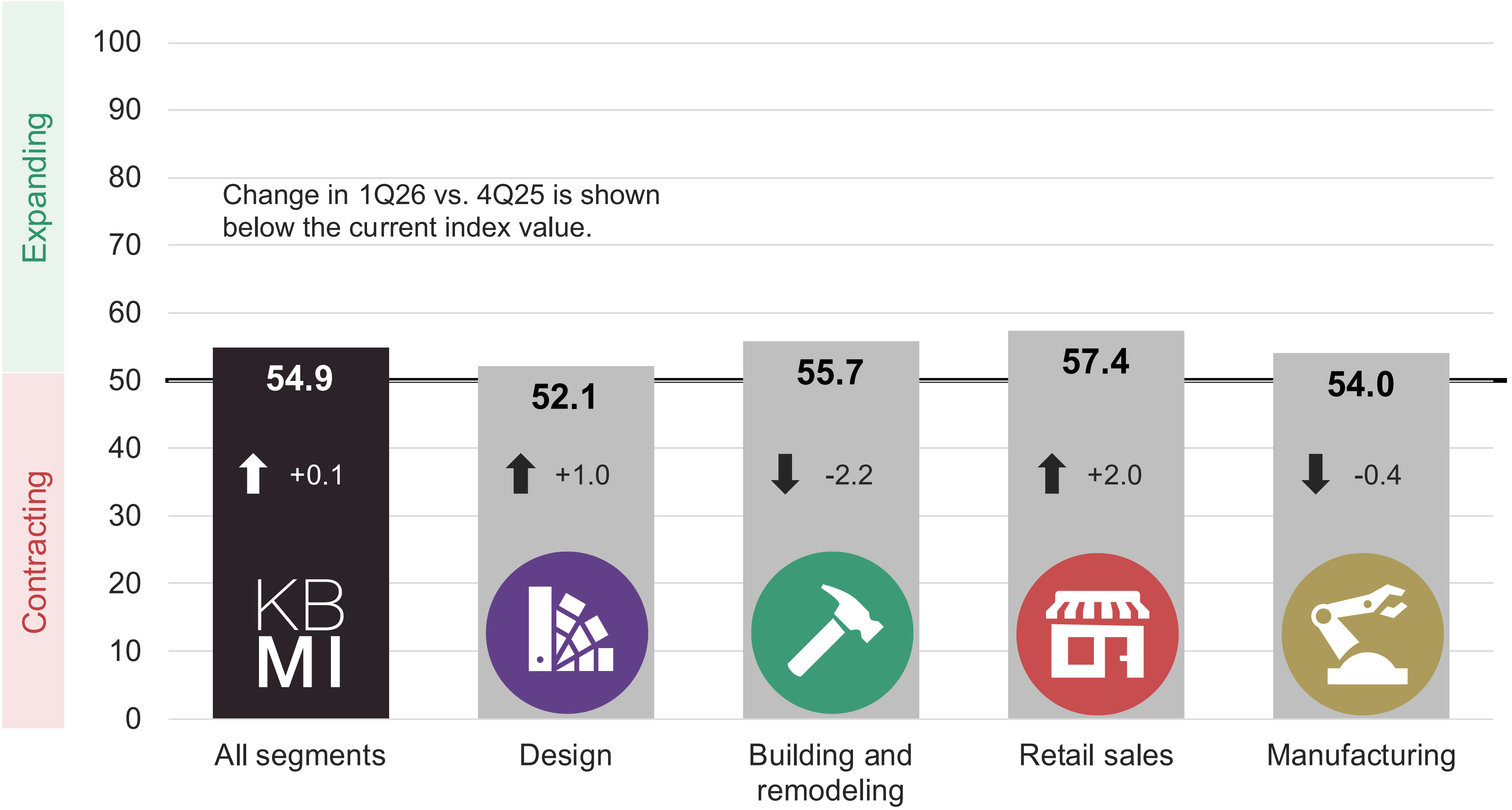
- Manufacturers' sales and orders were down **-1% YOY** in 1Q26.
- **Over a third of firms report having excess production capacity due to slow demand conditions.**
- Manufacturing firms expect low revenue growth in 2026 (around **+2%**).

Note: KBMI ratings above 50 indicate industry expansion, while ratings below 50 indicate slowing activity.
Sources: NKBA; John Burns Research and Consulting, LLC (Data: 1Q26, Pub: Apr-26)

All K&B segments remained in expansion territory in 1Q26, led by gains in design and retail.

Kitchen and Bath Market Index (KBMI)

The KBMI is a composite diffusion index measuring current sales growth, industry health, and near-term growth expectations among US kitchen and bath industry professionals.



The KBMI rated 54.9 on a 100-point scale in 1Q26, largely unchanged from 54.8 in the prior quarter.

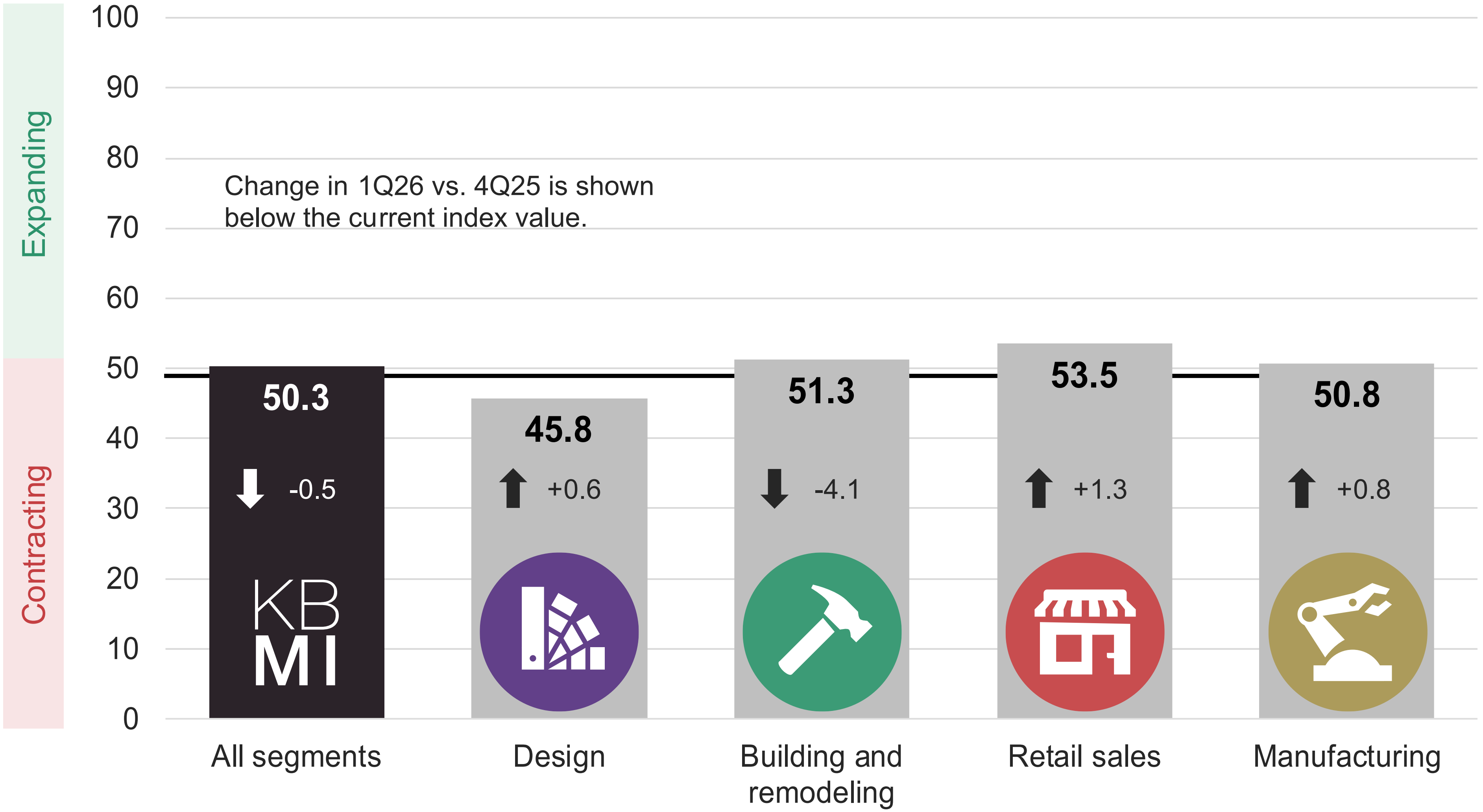
Note: Ratings above 50 indicate industry expansion, while ratings below 50 indicate slowing activity. Composite KBMI weights are 55% current conditions, 30% industry health, and 15% next-quarter growth. See the Methodology section for more details.

Sources: NKBA; John Burns Research and Consulting, LLC (Data: 1Q26, Pub: Apr-26)

K&B activity was flat in 1Q26, with gains in retail offset by declines in building and remodeling.

Current Kitchen & Bath Activity Index (1Q26)

Rates current quarter (1Q26) residential kitchen and bath sales compared to 1 year ago (1Q25)



> Tariffs are affecting the pricing of our products and causing a pause. People seem to be watching outcomes and being more cautious.
>
> - Remodeler in Texas

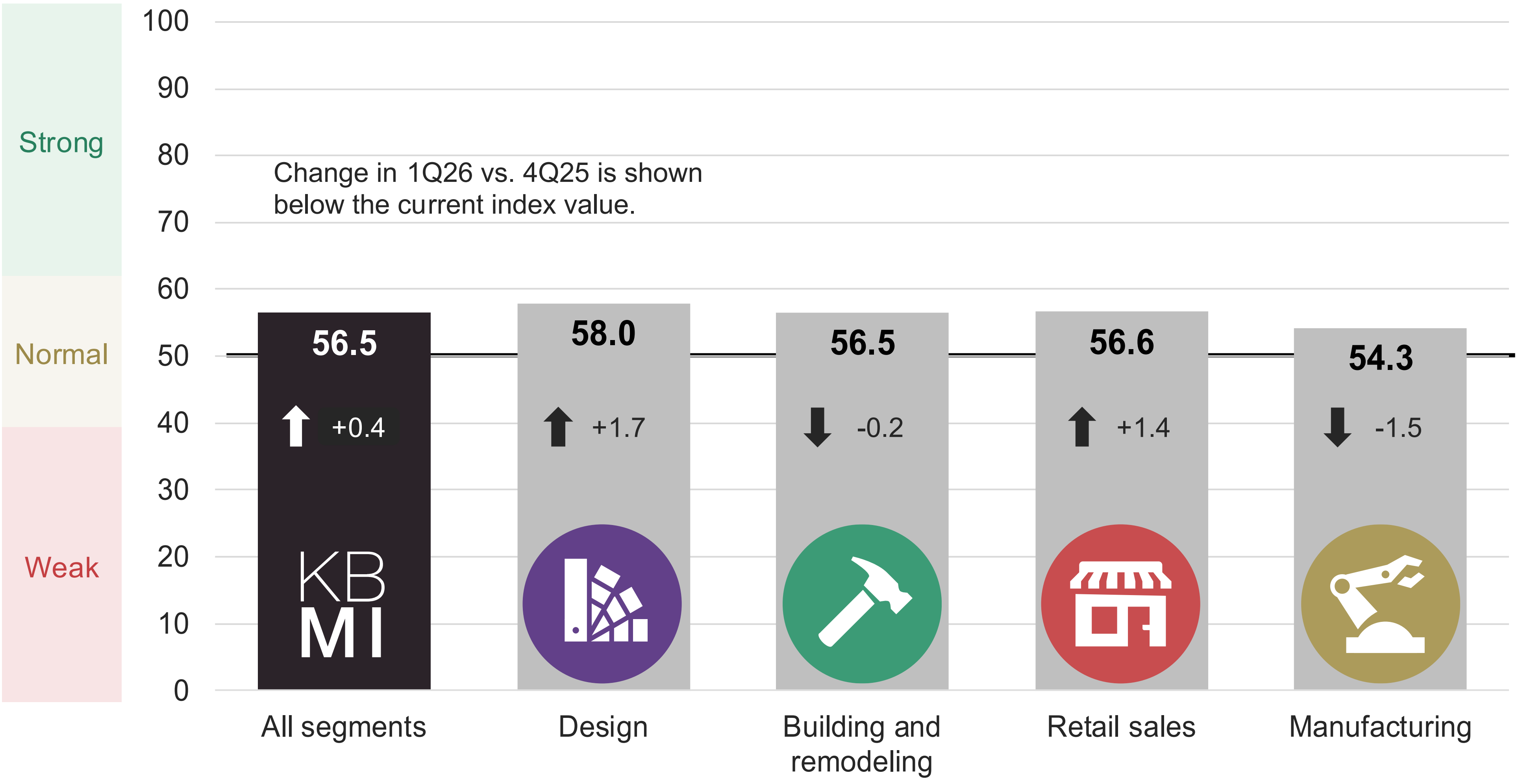
Note: Ratings above 50 indicate industry expansion, while ratings below 50 indicate slowing sales activity compared to one year ago.

Sources: NKBA; John Burns Research and Consulting, LLC (Data: 1Q26, Pub: Apr-26)

K&B industry health edged higher in 1Q26, though performance varied across segments.

Kitchen and Bath Industry Health Index (1Q26)

Measures kitchen and bath firms' rating of the overall health of their industry segment, from extremely strong (10) to extremely weak (0).



Two of the four K&B segments (building/remodeling and manufacturing) downgraded their assessment of industry health in 1Q26 compared to 4Q25.

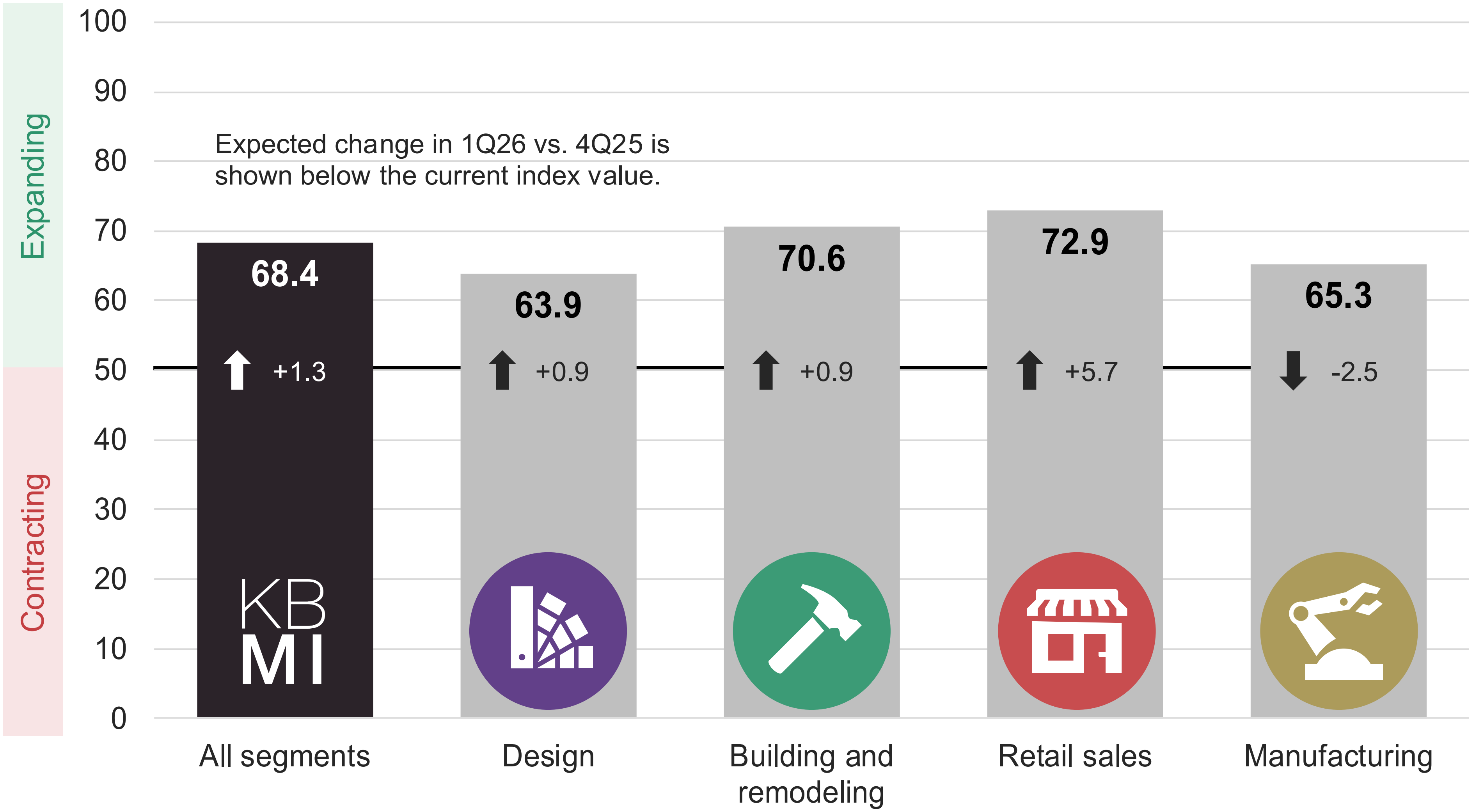
Note: Ratings of 0–39 mean weak, 40–59 mean normal, and 60–100 mean strong industry health.

Sources: NKBA; John Burns Research and Consulting, LLC (Data: 1Q26, Pub: Apr-26)

Three of four K&B segments expect Q2 sales growth.

Near-Term Kitchen & Bath Activity Index (1Q26)

Represents kitchen and bath firms' sales expectations for the next quarter (2Q26) vs. the most recent quarter (1Q26)



Overall, kitchen and bath professionals expect sales conditions to improve over the next three months. Retail sales expectations experienced the largest increase among the four segments.

Only the manufacturing segment downgraded industry growth expectations in 1Q26.

Note: Ratings above 50 indicate that the industry is expected to expand in the next quarter, while ratings below 50 indicate that slowing sales activity is expected.

Sources: NKBA; John Burns Research and Consulting, LLC (Data: 1Q26, Pub: Apr-26)

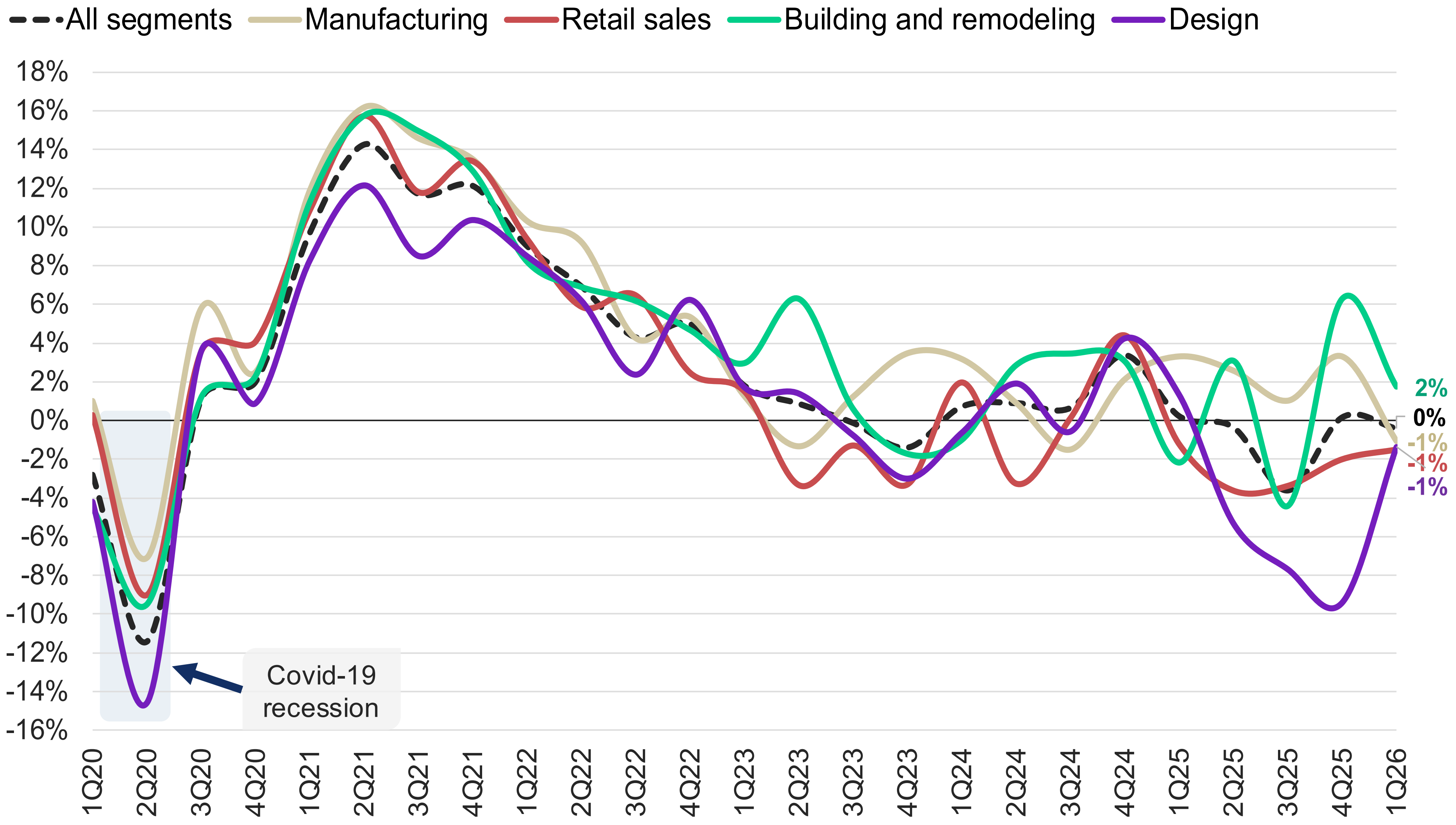
Industry sales

Design: Jerel Lake | Photo: Marc Mauldin

K&B industry firms reported flat year-over-year sales growth in 1Q26.

Residential Kitchen and Bath YOY Sales Growth

Represents average YOY sales change reported by respondents in all segments



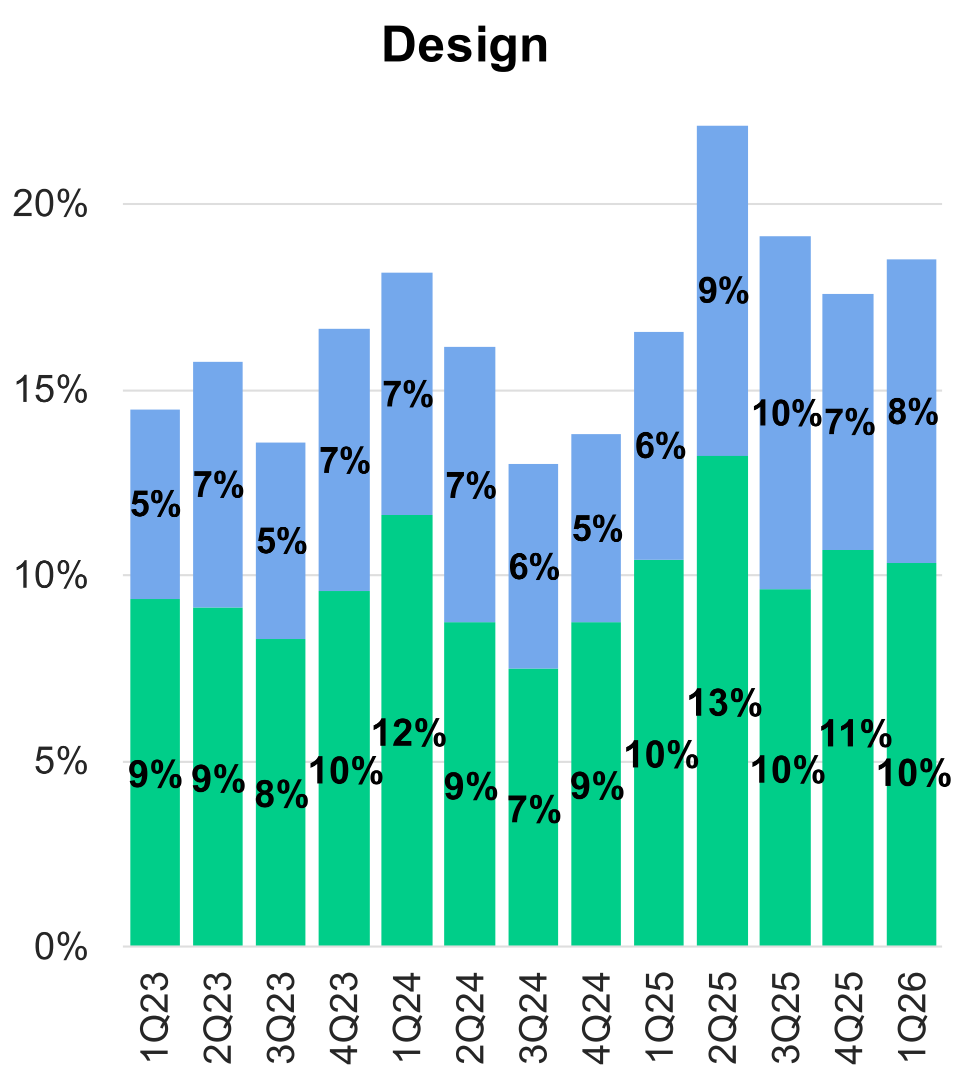
> Consumer demand for kitchen cabinets and vanities has been slow for the past 18 months and there is no immediate end in sight to the soft demand. Economic uncertainty is the highest I have ever experienced.
>
> - K&B Manufacturer across multiple regions

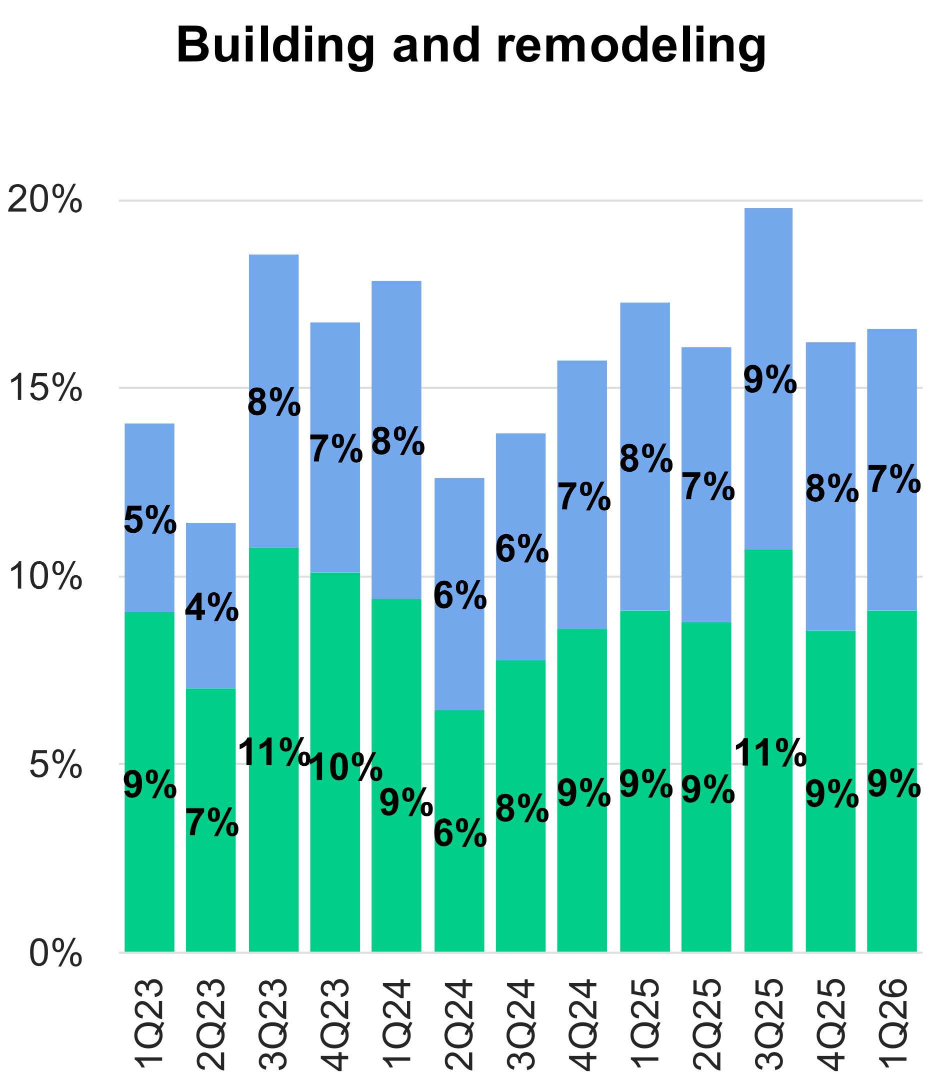
Note: These calculations are not revenue-weighted.

Sources: NKBA; John Burns Research and Consulting, LLC (Data: 1Q26, Pub: Apr-26)

K&B project cancellations and postponements remained relatively stable in 1Q26.

Share of Planned Residential Kitchen and Bath Projects That Did Not Continue





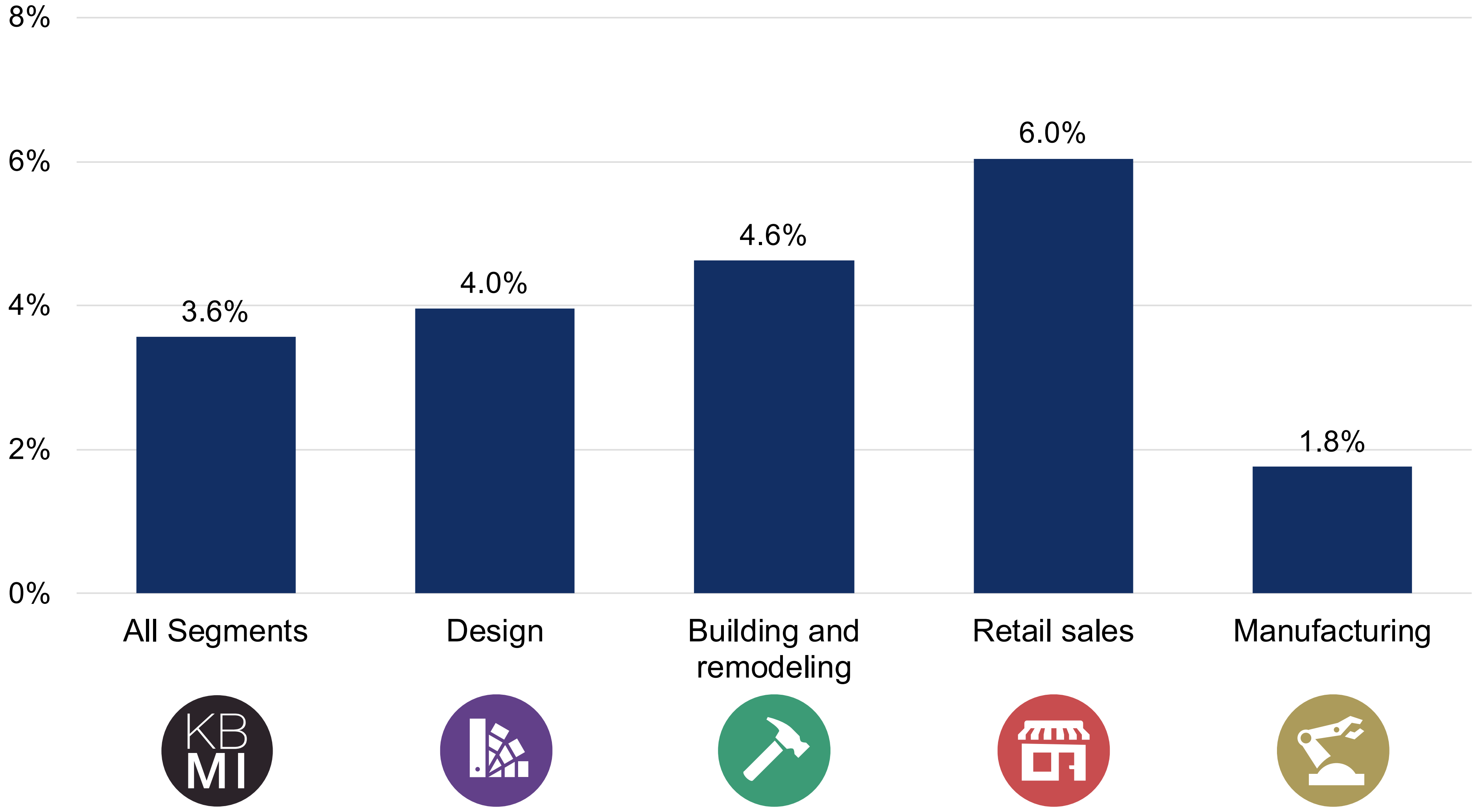
> We think demand should stay pretty steady over the next six months, with homeowners still willing to spend on remodels that make their homes more functional, comfortable, and valuable. That said, the U.S.-Iran situation could make some clients a little more hesitant and cause them to slow down or delay projects.
>
> \- Design-build firm in Texas

Sources: NKBA; John Burns Research and Consulting, LLC (Data: 1Q26, Pub: Apr-26)

K&B firms expect modest growth in 2026, reflecting cautious optimism, with manufacturing the most cautious segment.

Residential Kitchen and Bath Expected 2026 Sales Growth

On a revenue-weighted basis



> I expect pent-up demand once the international events subside.
>
> - K&B Manufacturer across multiple regions

Sources: NKBA; John Burns Research and Consulting, LLC (Data: 1Q26, Pub: Apr-26)

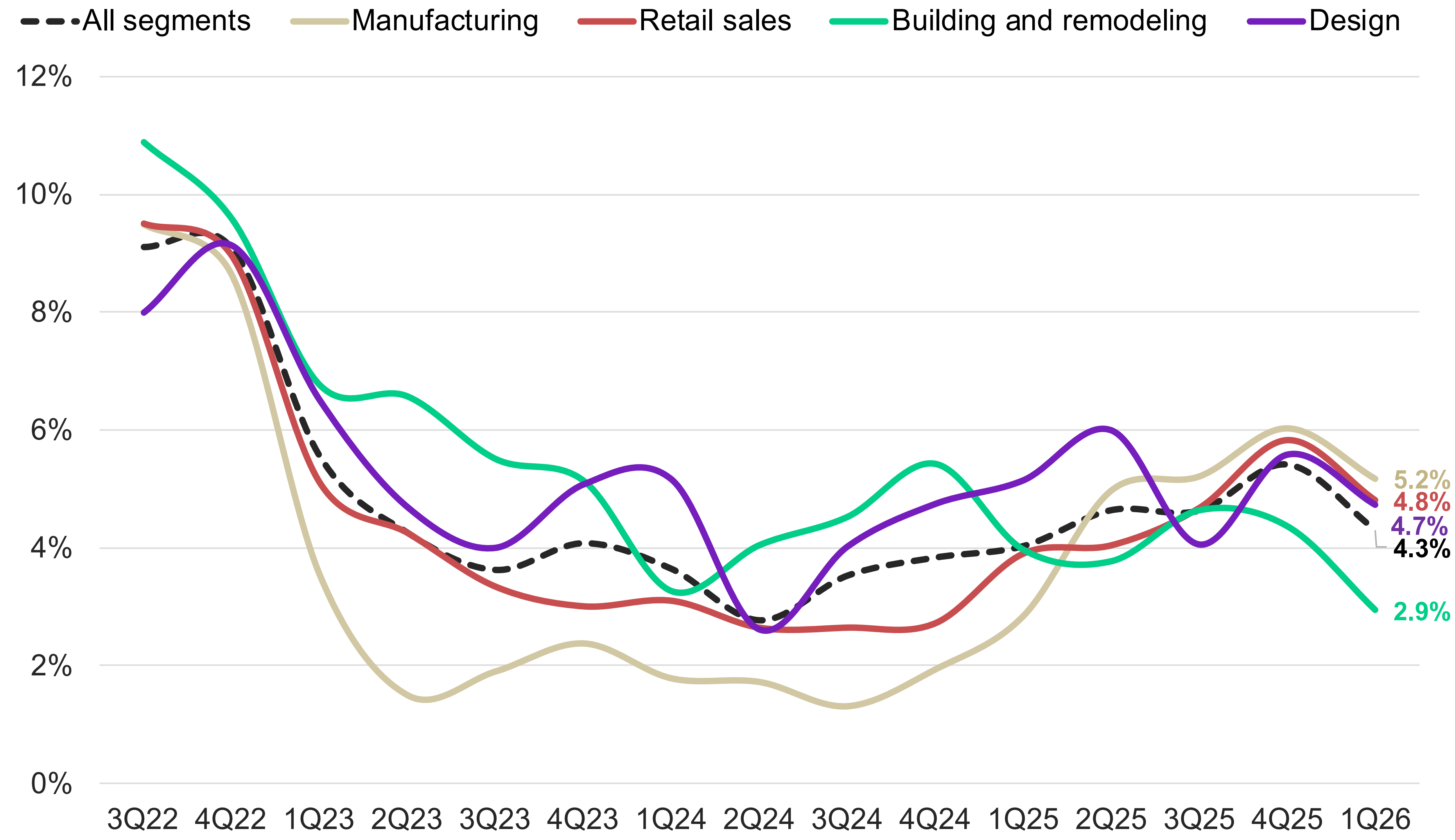
Market conditions

Design: Betsy Johnson | Photo: Rob Grosse

K&B firms reported that their pricing rose +4.3% YOY on average.

Residential Kitchen and Bath YOY Price Growth

Represents average YOY price change reported by respondents in all segments



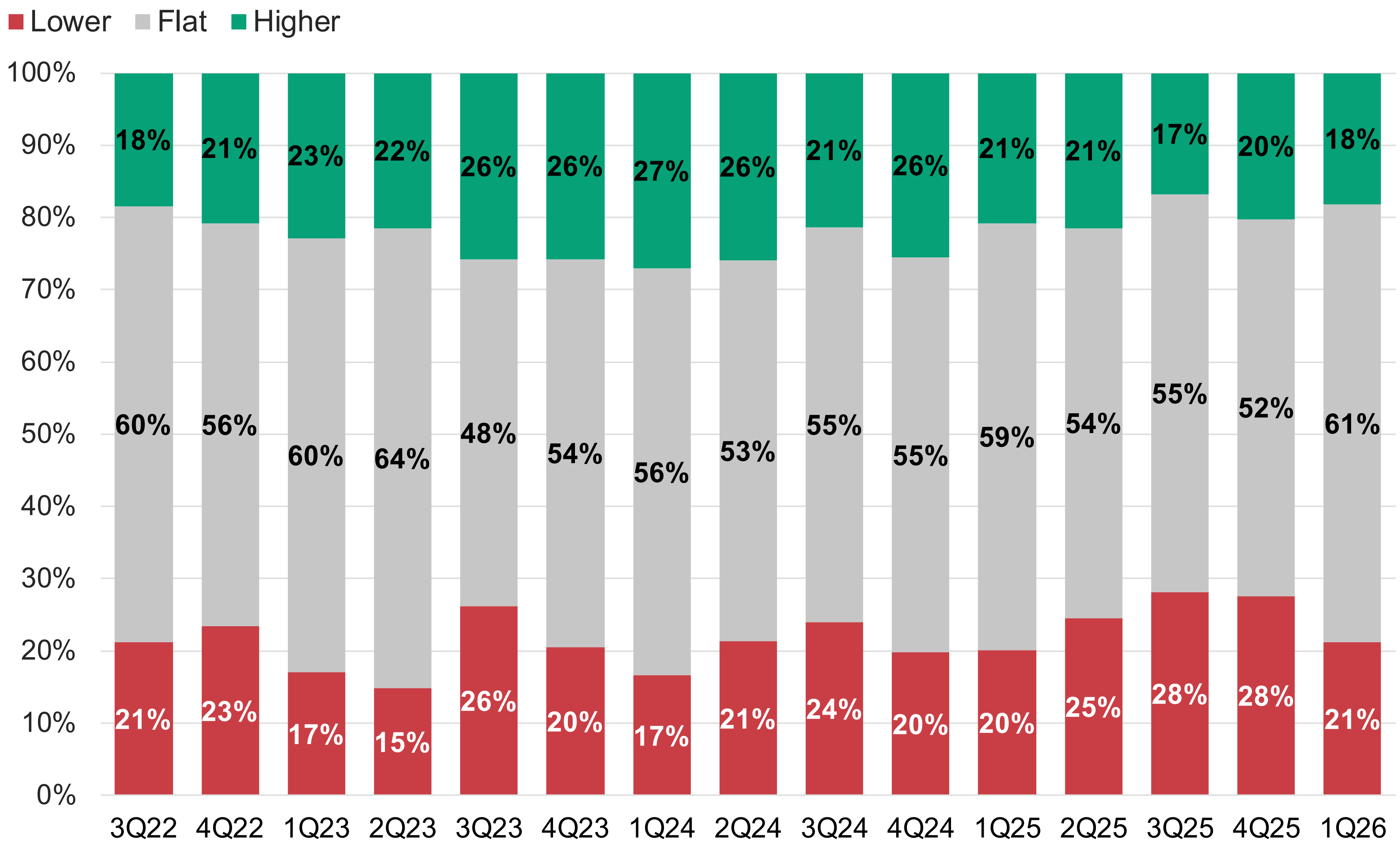
Sources: NKBA; John Burns Research and Consulting, LLC (Data: 1Q26, Pub: Apr-26)

> The war in Iran is putting a global strain on gas prices and therefore increasing transportation costs which are not a factor that we have included in our pricing strategy. Add that to the ongoing tariff war that we navigated through in 2025, where at times we had to increase prices on some products up to 20% to offset the tariffs.
>
> - K&B Manufacturer across multiple regions

> Prices are going up more and more, which means that the price we have to charge for our remodels is going up as well.
>
> - Design-build firm in Idaho

K&B margins pressure eased in 1Q26 on average, as tariff impacts eased.

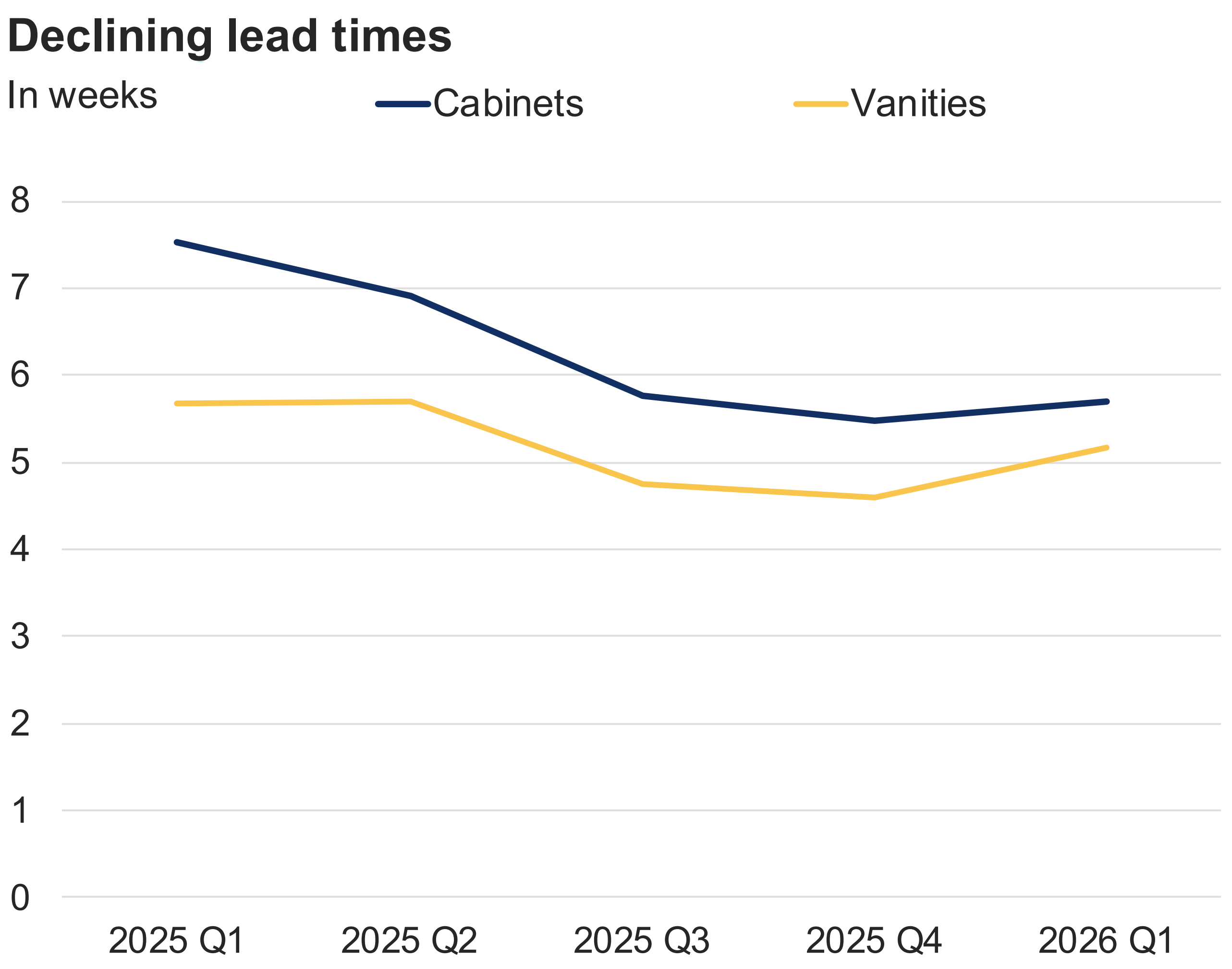
Kitchen and Bath Industry Gross Margins Compared to a Year Ago

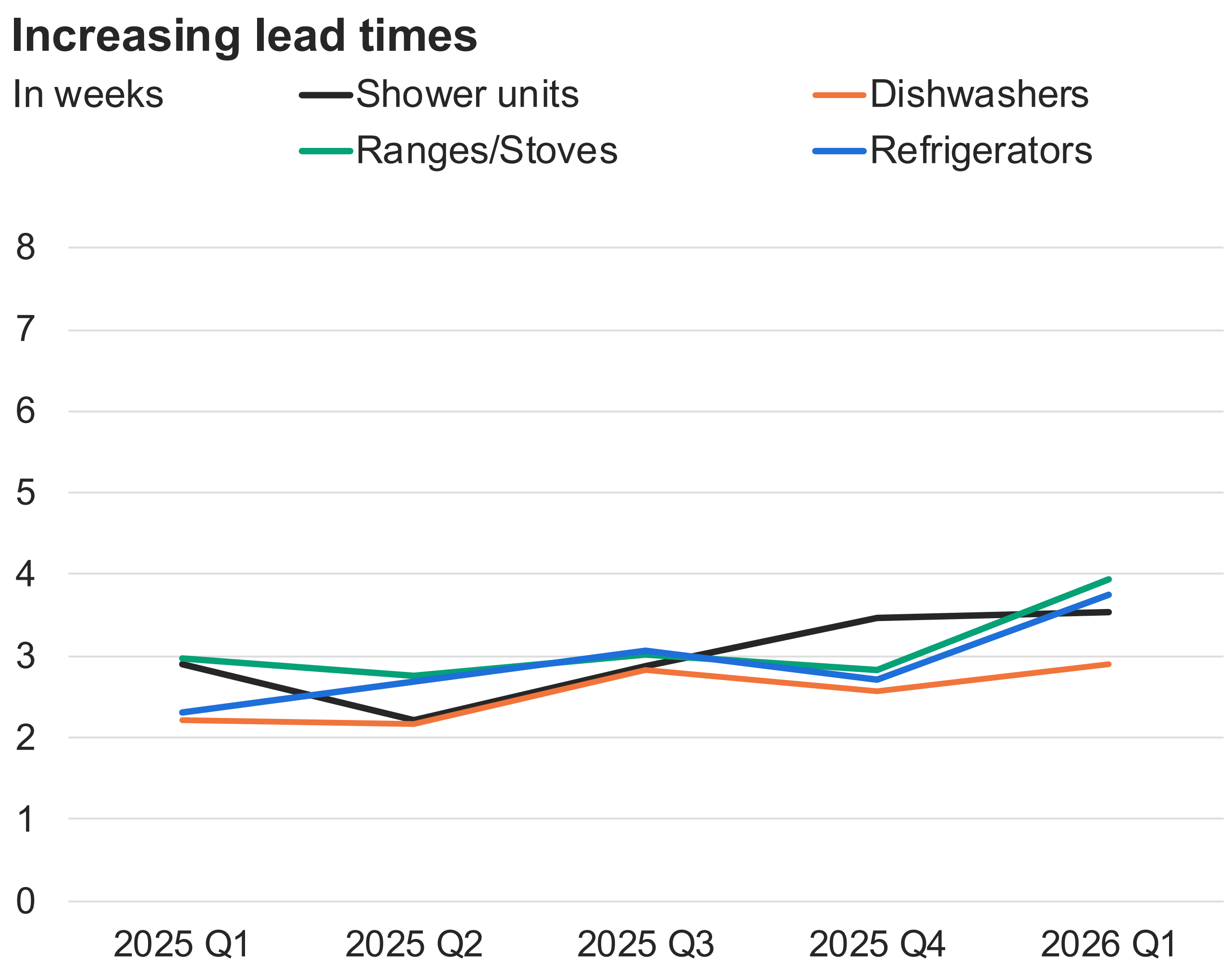


Note: % values may not total to 100% for each segment due to rounding.
Sources: NKBA; John Burns Research and Consulting, LLC (Data: 1Q26, Pub: Apr-26)

Lead times for cabinets have moderated off earlier highs, while lead times for major appliances have been increasing.

Average Lead Times for Products as Reported by the Retail Segment





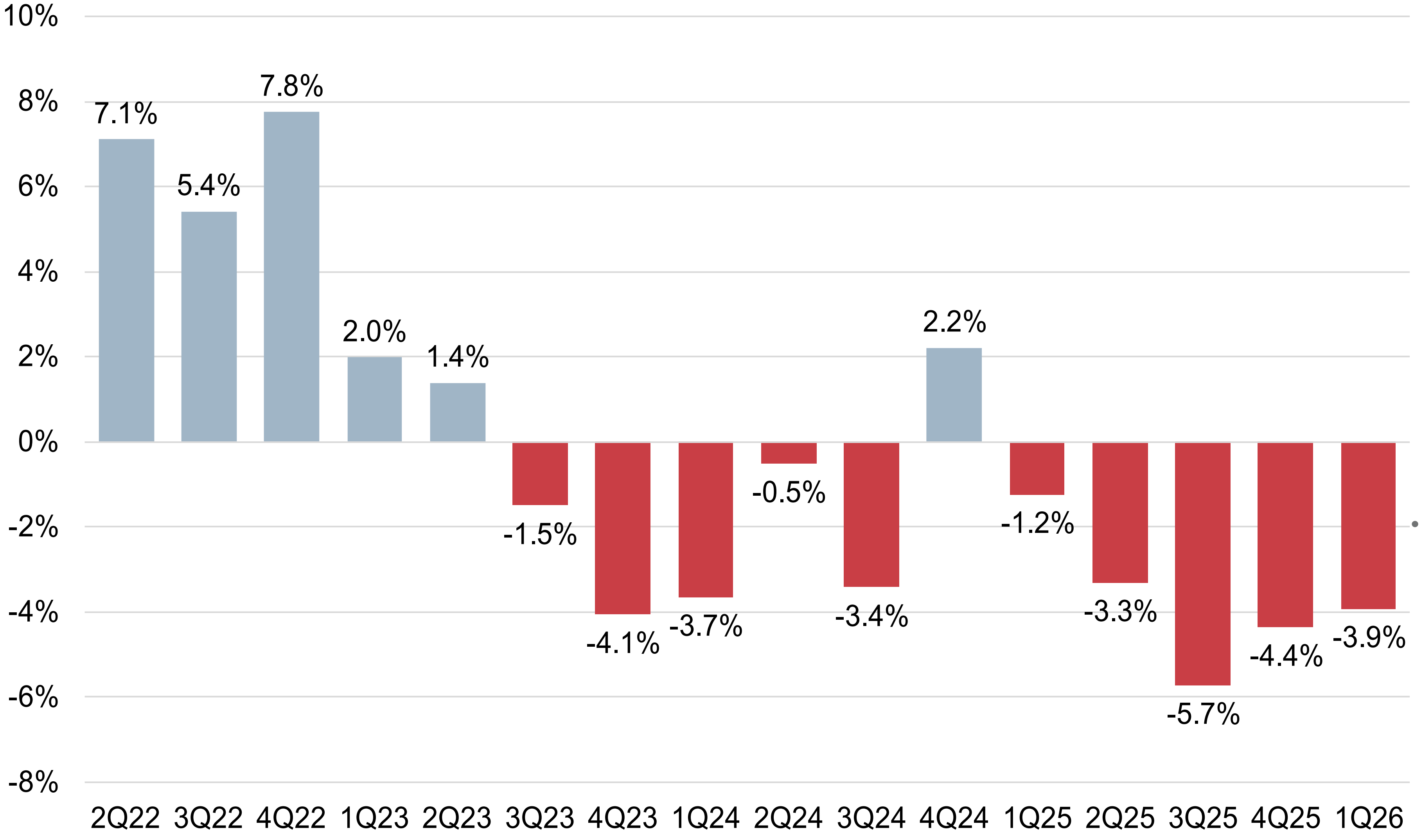
Sources: NKBA; John Burns Research and Consulting, LLC (Data: 1Q26, Pub: Apr-26)

Design segment update

Design: Kate Roos | Photo: Spacecrafting Photography

Design firms’ K&B project completions declined in 1Q26.

YOY Growth in Designers’ Residential Kitchen and Bath Project Completions



> Uncertainty is currently the main feeling among those wanting to start larger, typical projects. We see that the market is pausing and waiting for more confidence in the country's political stance.
>
> - Interior designer operating across multiple U.S. regions

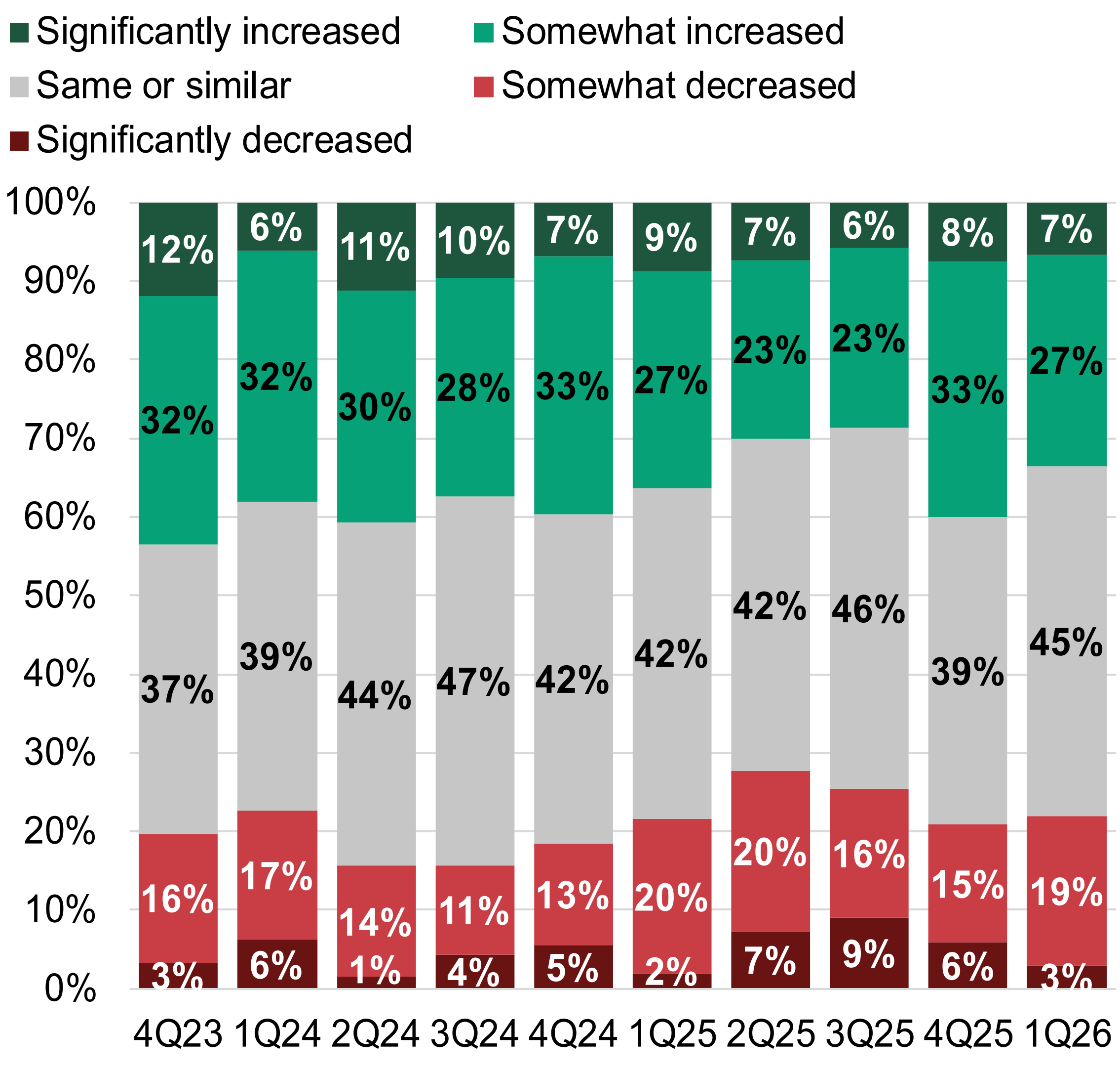
Note: These calculations are not revenue-weighted.

Sources: NKBA; John Burns Research and Consulting, LLC (Data: 1Q26, Pub: Apr-26)

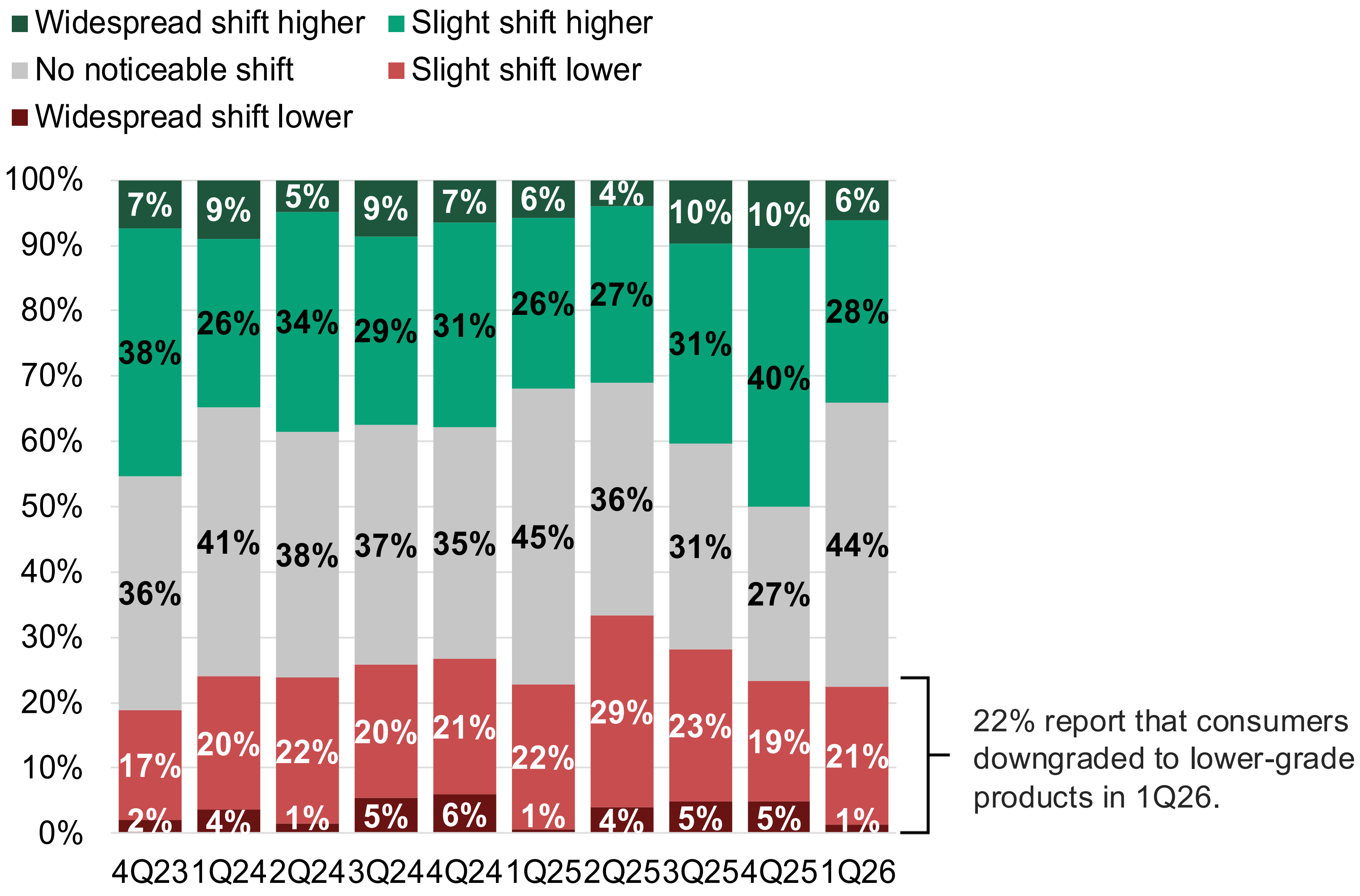
The K&B consumer's commitment to quality held firm in 1Q26, with industry-wide upgrades exceeding downgrades.

Kitchen and bath designers report shifting demand by:

Average Size/Scope of Projects Compared to Last Year



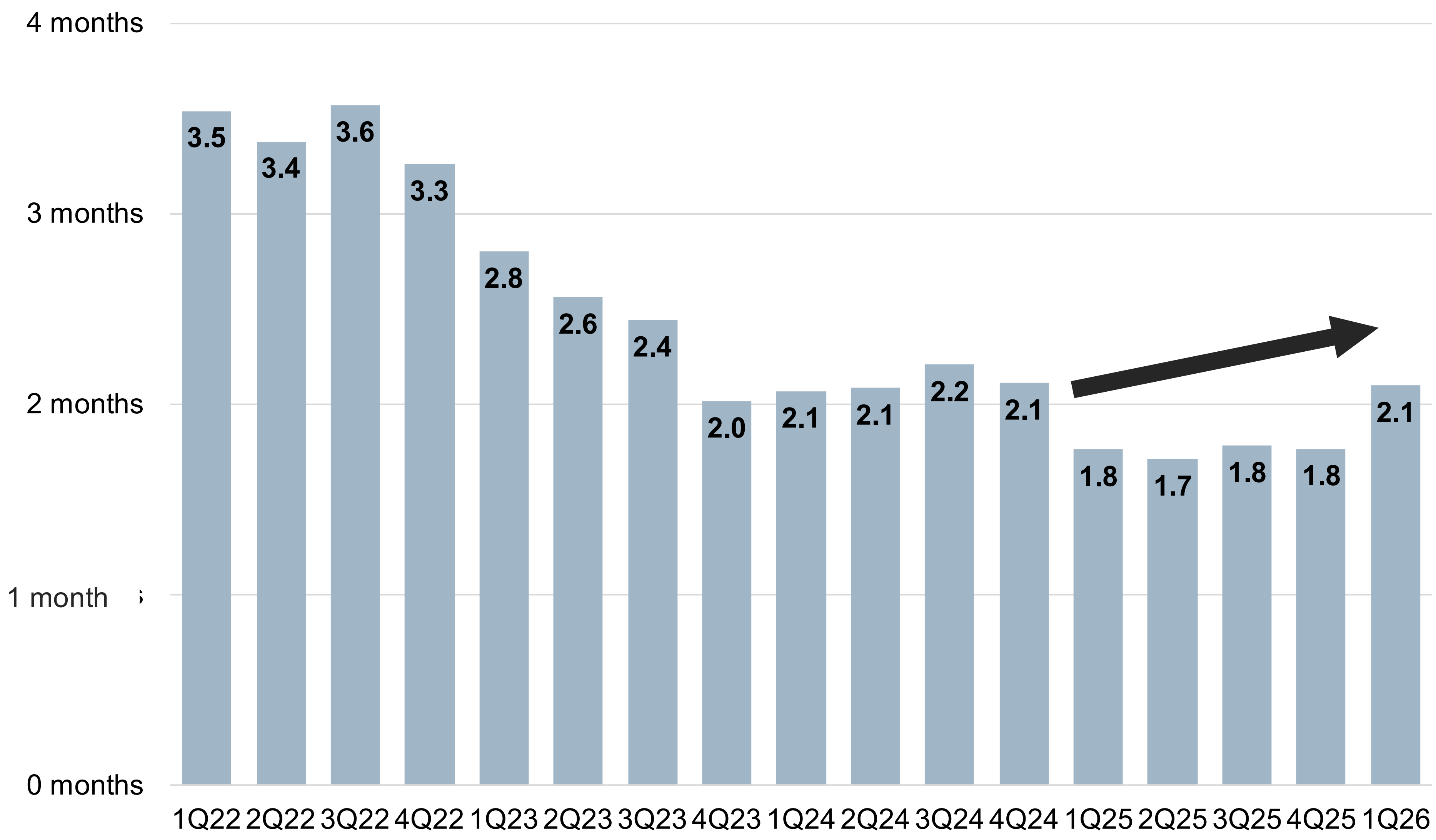
Product Grades/Price Points Demanded (QOQ)



Sources: NKBA; John Burns Research and Consulting, LLC (Data: 1Q26, Pub: Apr-26)

Design segment backlogs rose to just over two months in 1Q26.

Average Kitchen and Bath Project Backlogs for Design Firms



Rising backlogs indicates that the design segment is signing more new jobs in 1Q26.

> We currently have a larger than average amount of leads.
>
> - Kitchen design firm operating across multiple U.S. regions

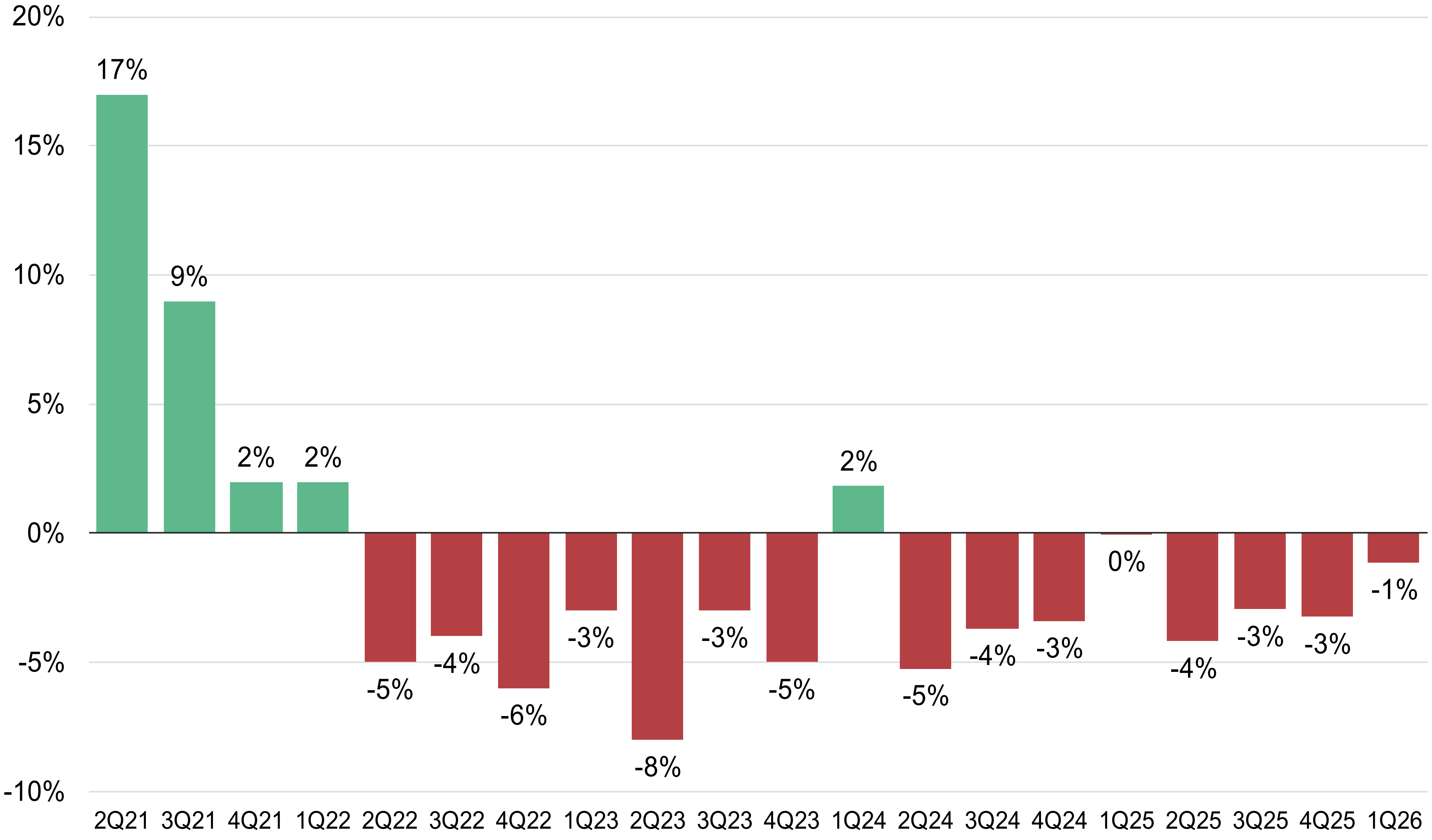
Sources: NKBA; John Burns Research and Consulting, LLC (Data: 1Q26, Pub: Apr-26)

Retail segment update

Design: Shea Pumarejo | Photo: Armando Vara

K&B retail foot traffic declined -1% YOY in 1Q26.

Kitchen and Bath Retailers' Average QOQ Change in Foot Traffic (%)

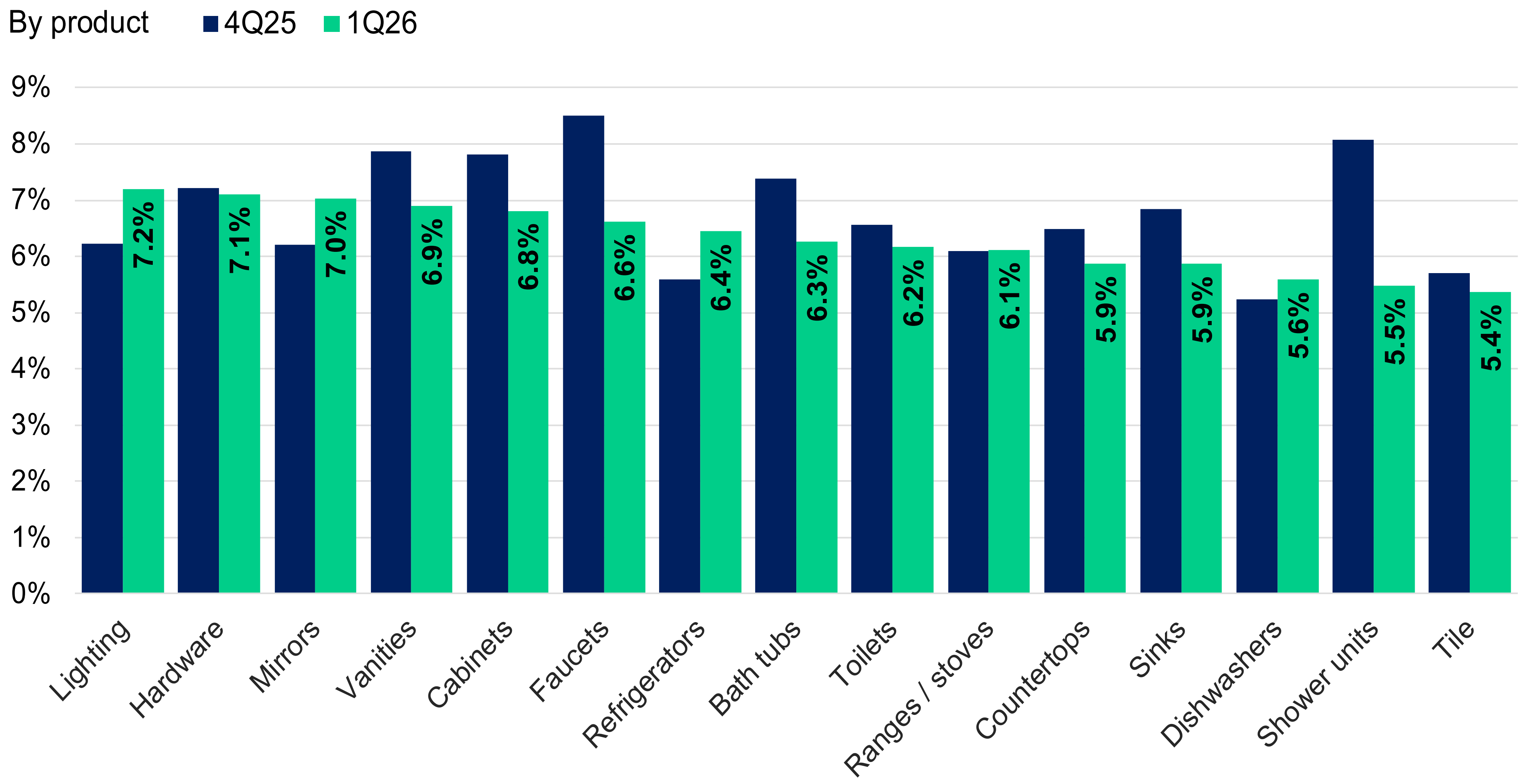


> Consumer demand for kitchens and baths is very concerning. Despite lead generation and offers, sales are struggling - especially for the everyday consumer. Only certain segments of the country are performing slightly better, and then it's mostly consumers with higher disposable income.
>
> - Multi-branch retailer, across the U.S.

Note: Only includes retail firms with in-person foot traffic. Online retailers are excluded.
Sources: NKBA; John Burns Research and Consulting, LLC (Data: 1Q26, Pub: Apr-26)

In 1Q26, K&B product pricing remained impacted by tariff-related cost pressures.

Kitchen and Bath Retailers' Reported YOY Price Change from Suppliers



15-category average increase in 1Q26:

+6.3% YOY

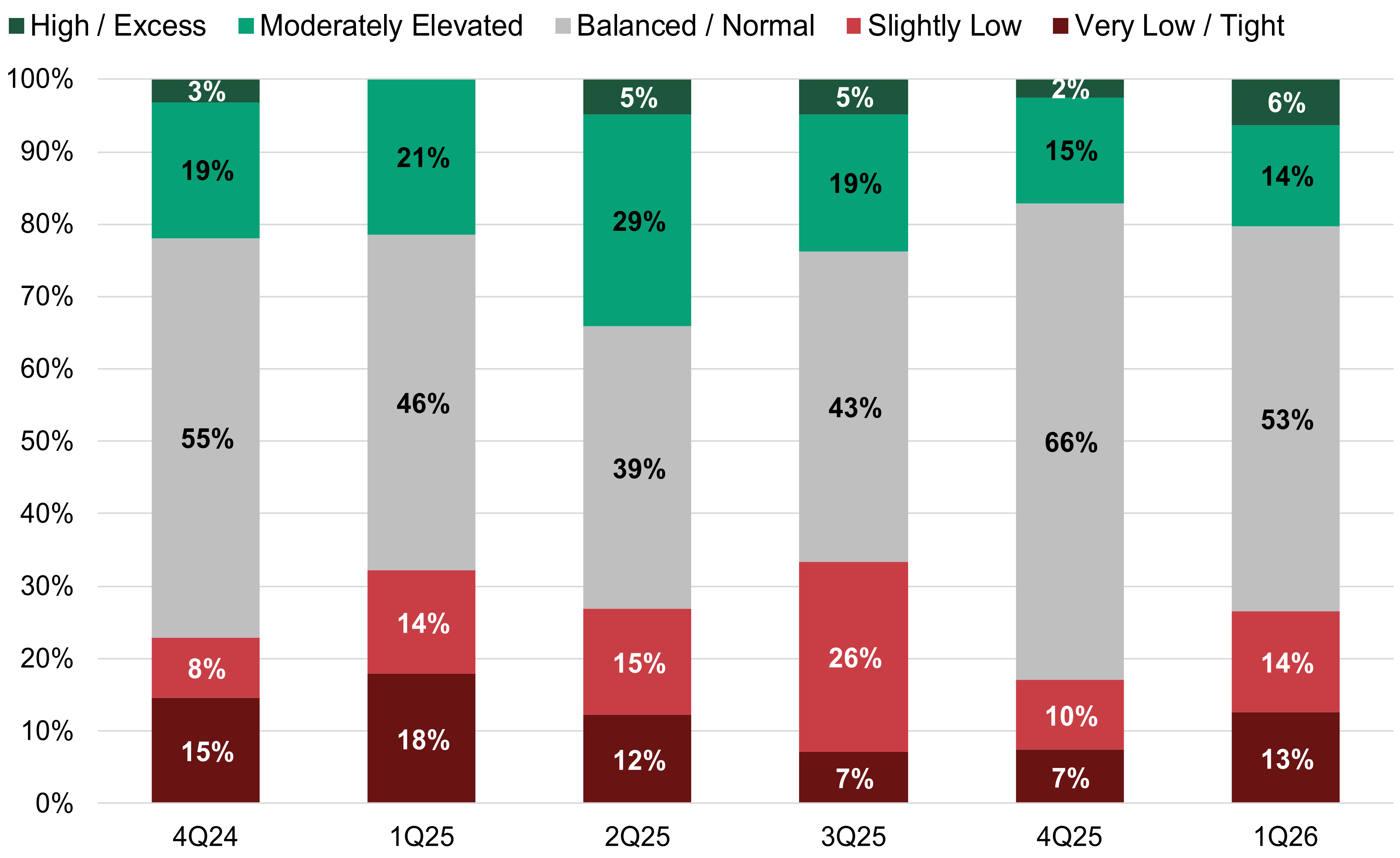
Down from +6.8% in 4Q25

> Further impact on higher prices is still coming to light because of tariff policies. The final impact on prices being uncertain make running a business very difficult.
>
> - Dealer operating across multiple U.S. regions.

Sources: NKBA; John Burns Research and Consulting, LLC (Data: 1Q26, Pub: Apr-26)

K&B retail segment firms reported balanced/normal inventory.

Retailers' Current Inventory Status for Residential Kitchen and Bath Products



> Our suppliers have indicated that their overall business is down and that they are planning to reduce their inventories and put off additional international orders. They will reduce their stock levels and surely face backorder issues.
>
> - Online K&B retailer

Note: This analysis excludes firms that do not carry inventory.

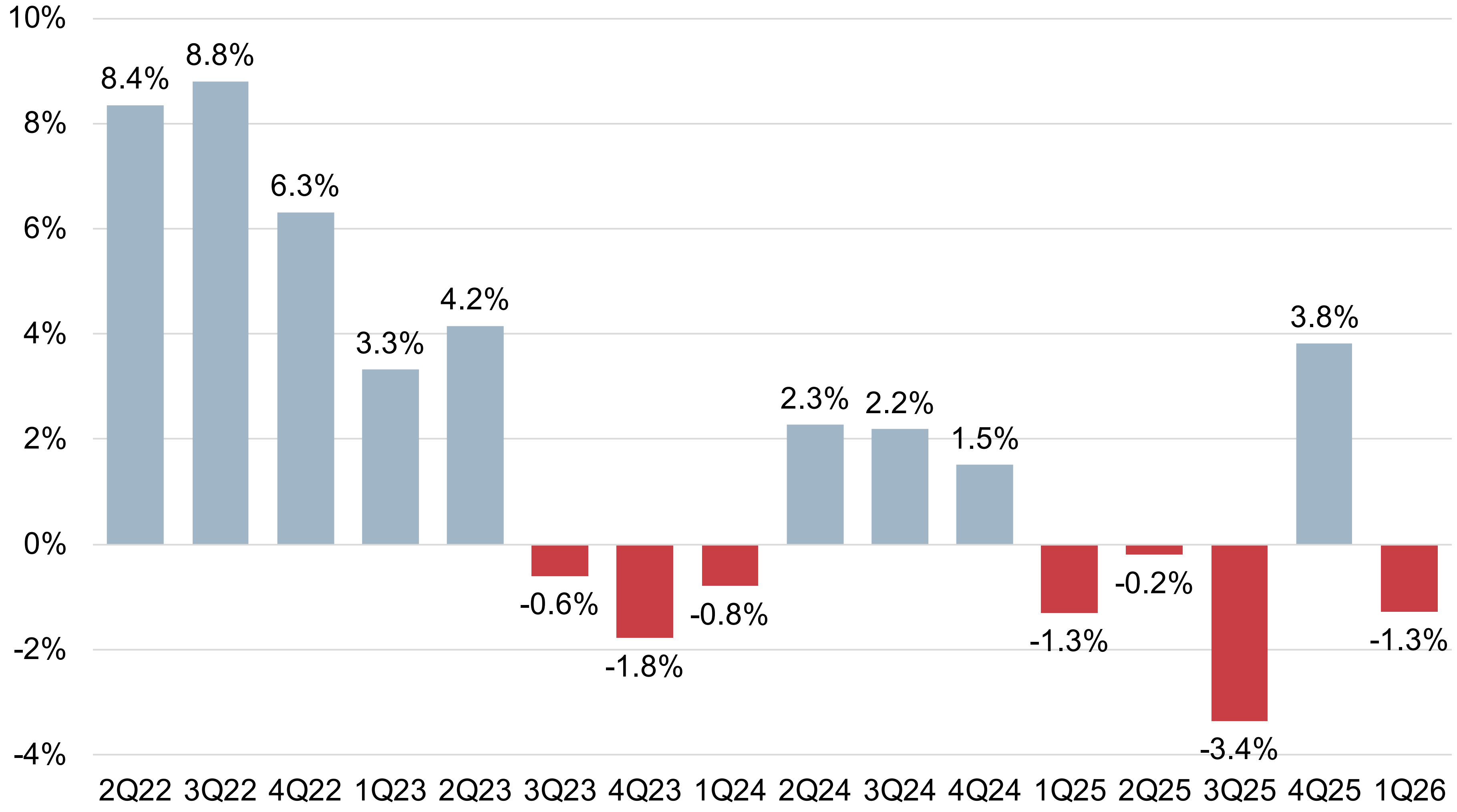
Sources: NKBA; John Burns Research and Consulting, LLC (Data: 1Q26, Pub: Apr-26)

Building and remodeling segment update

Design: Bianca Fathauer | Photo: Amanda Tenorio

Building and remodeling firms completed fewer K&B projects YOY in 1Q26, signaling a slow start to 2026.

YOY Growth in Building and Remodeling Firms' Residential Kitchen and Bath Project Completions



Professional K&B remodeler completions had improved in the latter part of 2025, echoing stronger trends seen in late 2024, yet demand conditions have been choppy.

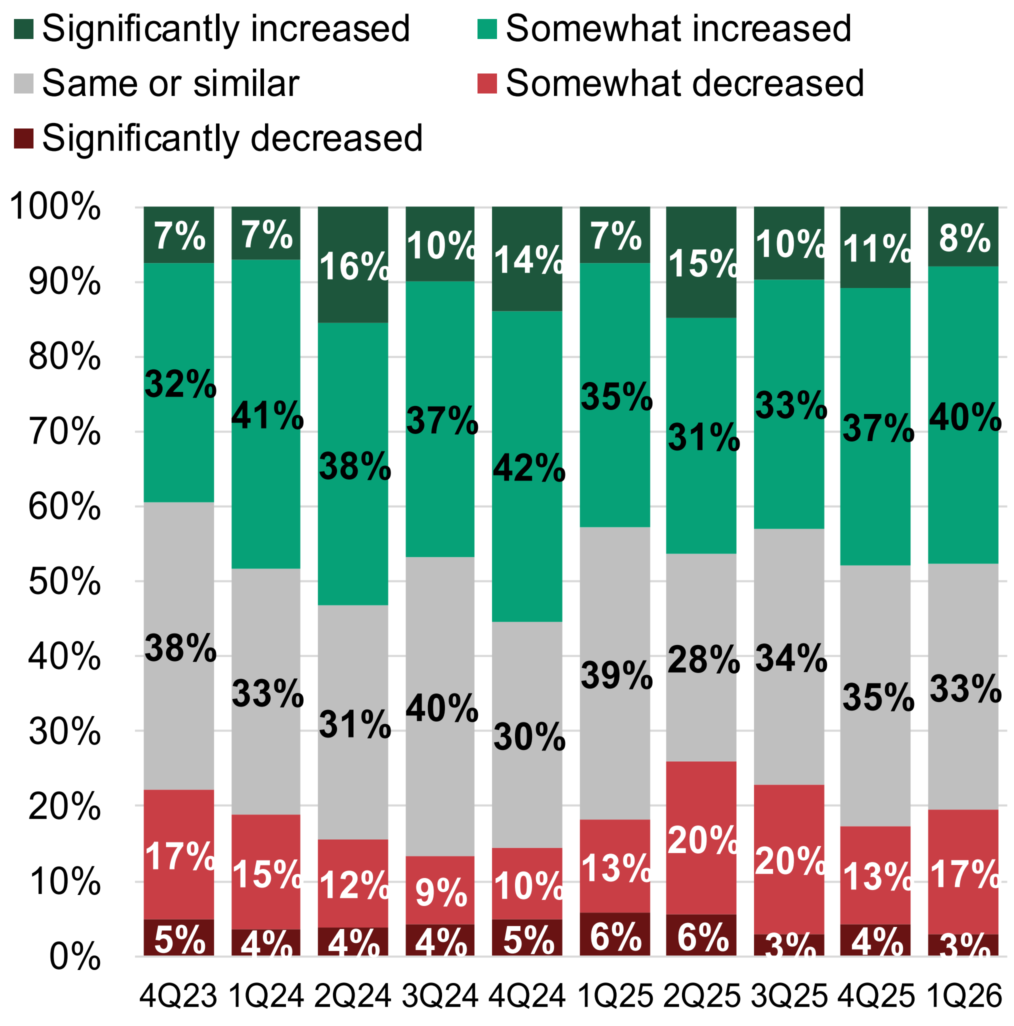
> Demand and lead volume are generally consistent for this time of year. There is more uncertainty with pricing, cost of materials and general fear of the unknown economically that's causing hesitation for our non-luxury clients. This is driving client to settle for either a scaled down scope of work or finding savings in lower quality/more economical materials selections.
>
> - Design-build firm in Ohio

Note: These calculations are not revenue-weighted.
Sources: NKBA; John Burns Research and Consulting, LLC (Data: 1Q26, Pub: Apr-26)

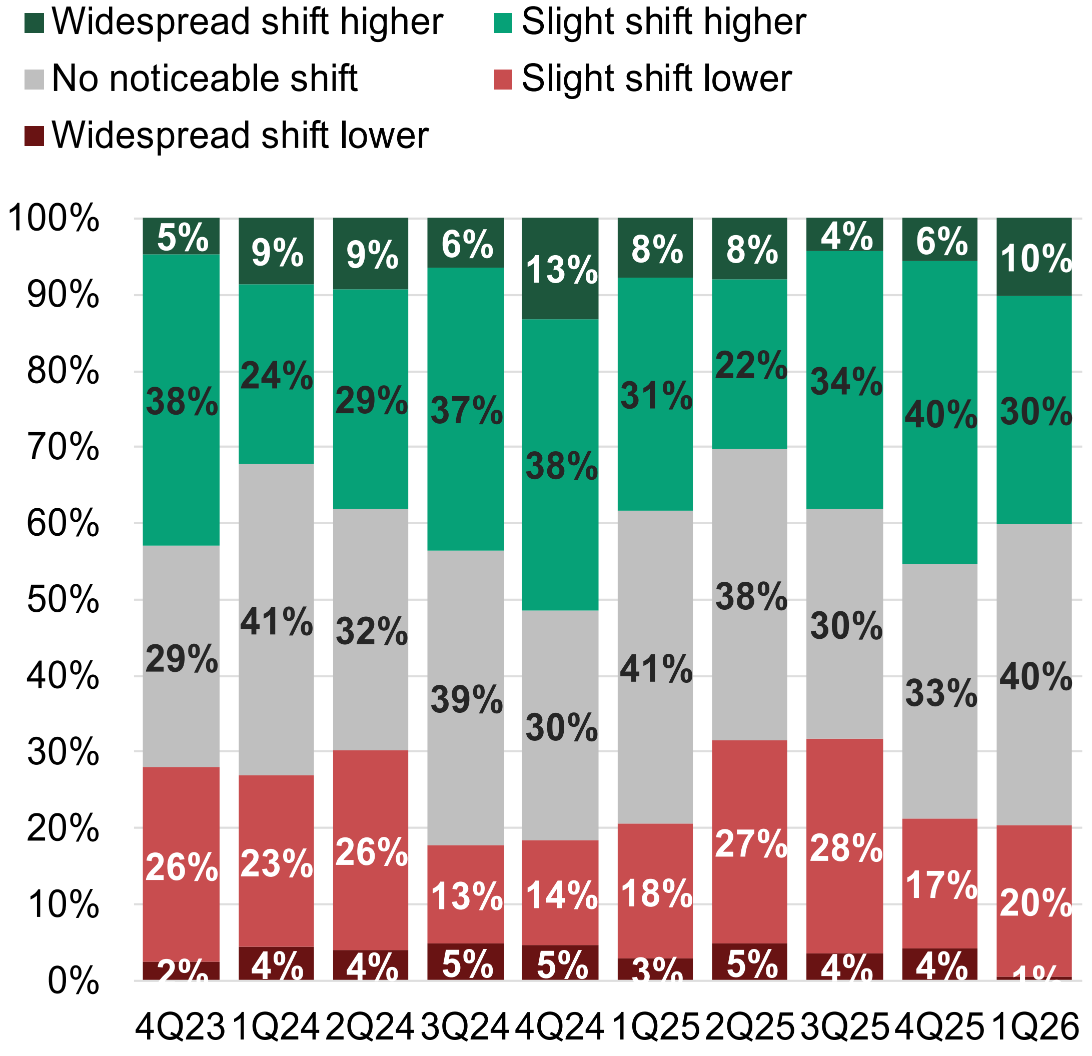
In 1Q26, building and remodeling firms report that more consumers are shifting to higher price points and larger projects.

Kitchen and bath building and remodeling firms report shifting demand for product scopes and price points.

Average Size/Scope of Projects Compared to Last Year



Product Grades/Price Points Demanded (QOQ)

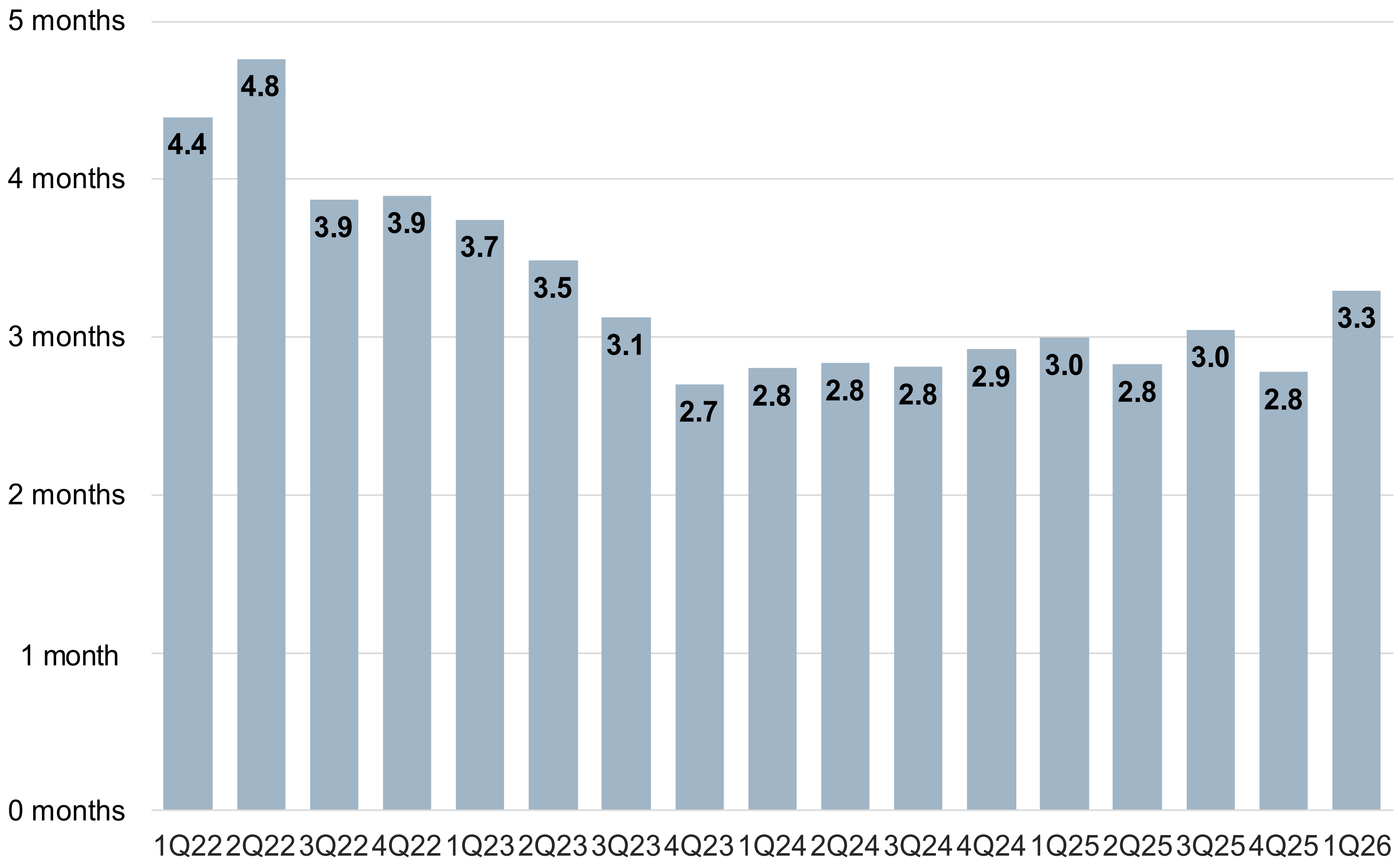


High-income and high-net-worth segments remain more resilient, while lower-income households continue to downgrade project sizes and price points.

Sources: NKBA; John Burns Research and Consulting, LLC (Data: 1Q26, Pub: Apr-26)

Remodeler and builder K&B project backlogs rose in 1Q26, indicating higher incoming jobs volume.

Average Kitchen and Bath Project Backlogs for Building and Remodeling Firms



> Demand is steadily increasing. Spending is very much "whatever it takes to do quality projects."
>
> - Design-build operating in multiple U.S. regions

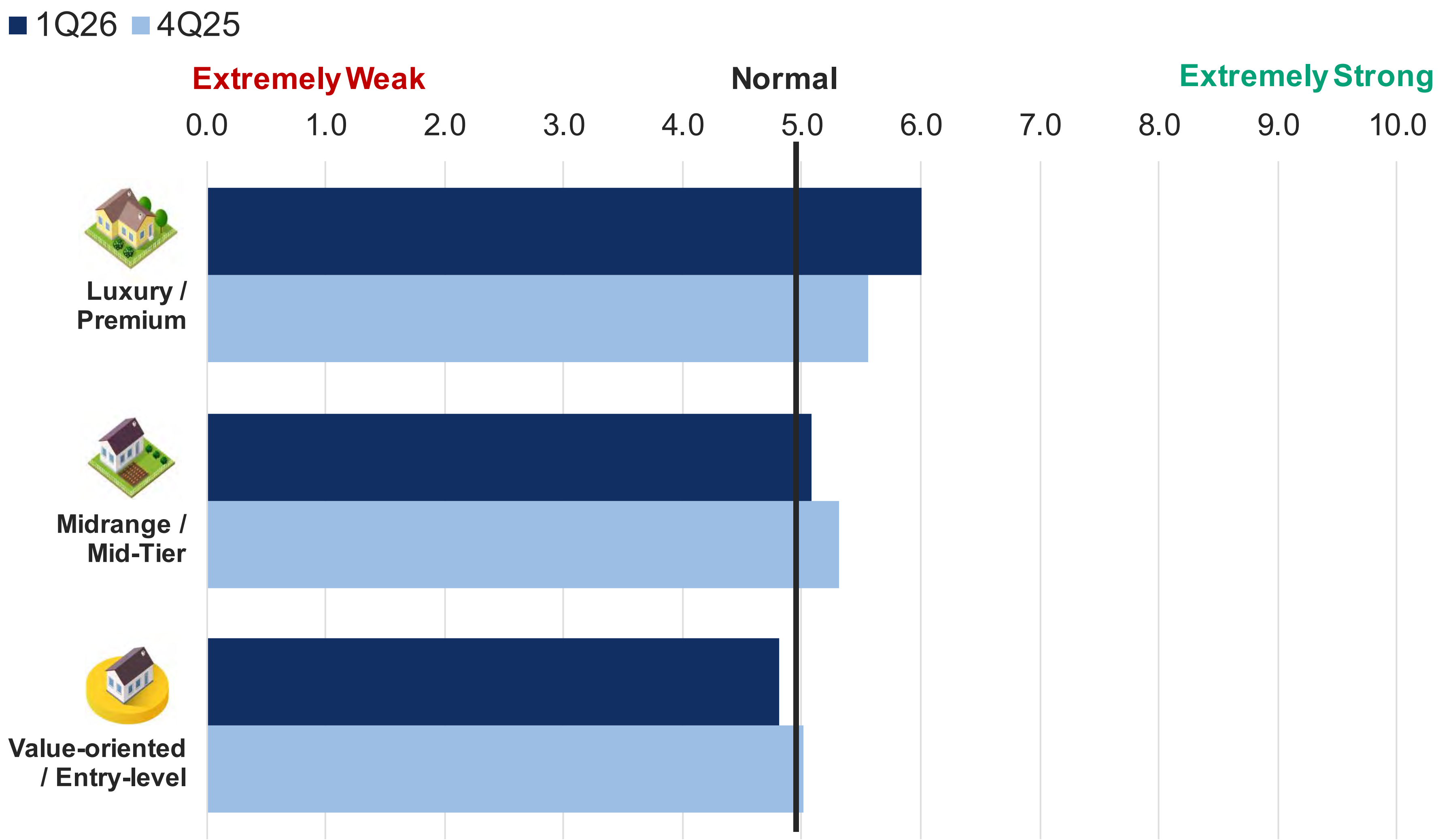
Sources: NKBA; John Burns Research and Consulting, LLC (Data: 1Q26, Pub: Apr-26)

Manufacturing segment update

Design: Jaque Bethke | Photo: Phil Johnson

Manufacturers report stronger demand for luxury/premium products than for midrange and value-oriented products in 1Q26.

Manufacturing Segment Firms: Current Demand by Consumer Segment

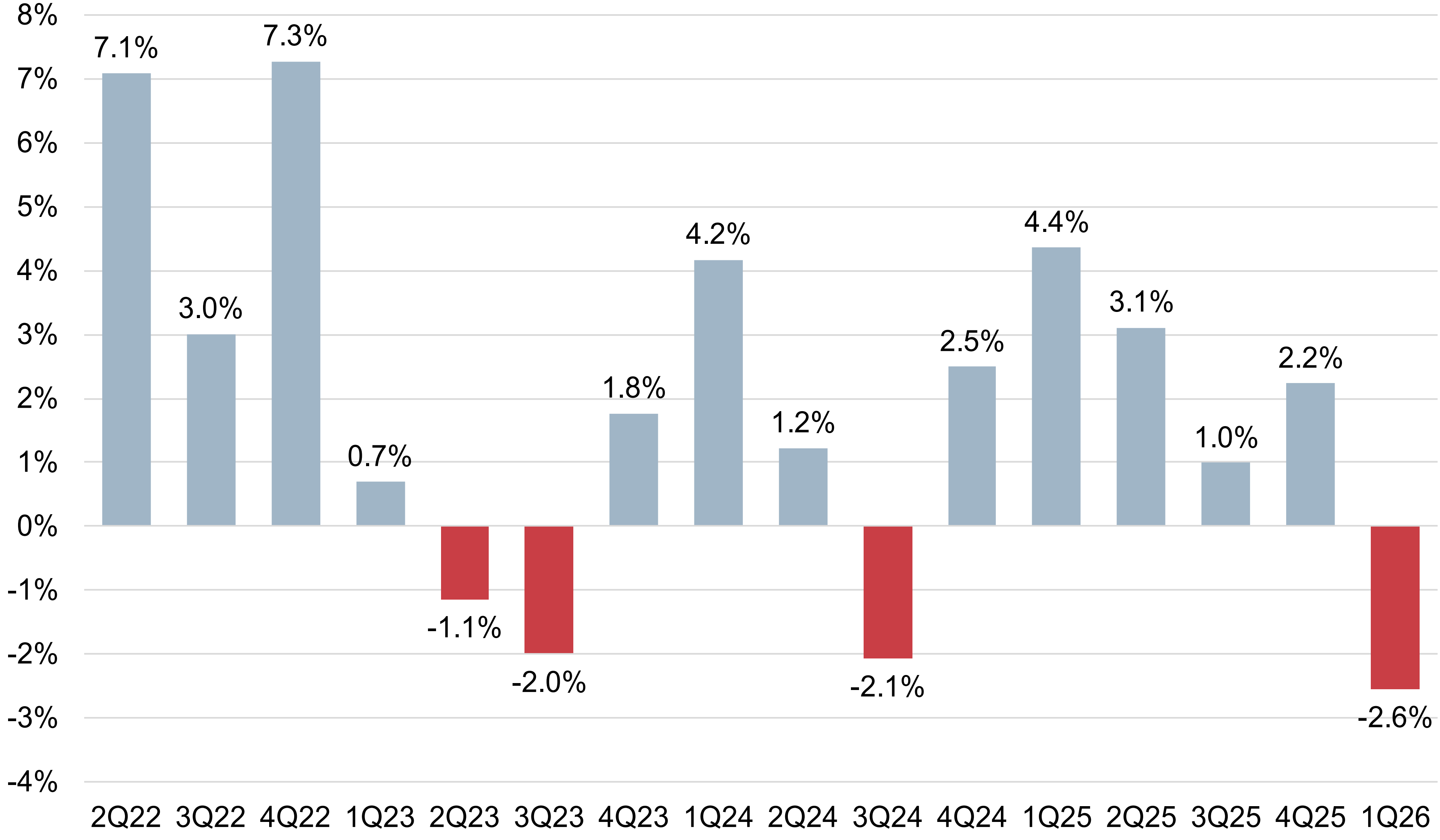


Note: Includes ratings from firms that worked in all three segments.

Sources: NKBA; John Burns Research and Consulting, LLC(Data: 1Q26, Pub: Apr-26)

On average, K&B manufacturing segment order growth declined -2.6% YOY in 1Q26.

YOY Growth in Manufacturers' Orders for Residential Kitchen and Bath End Use



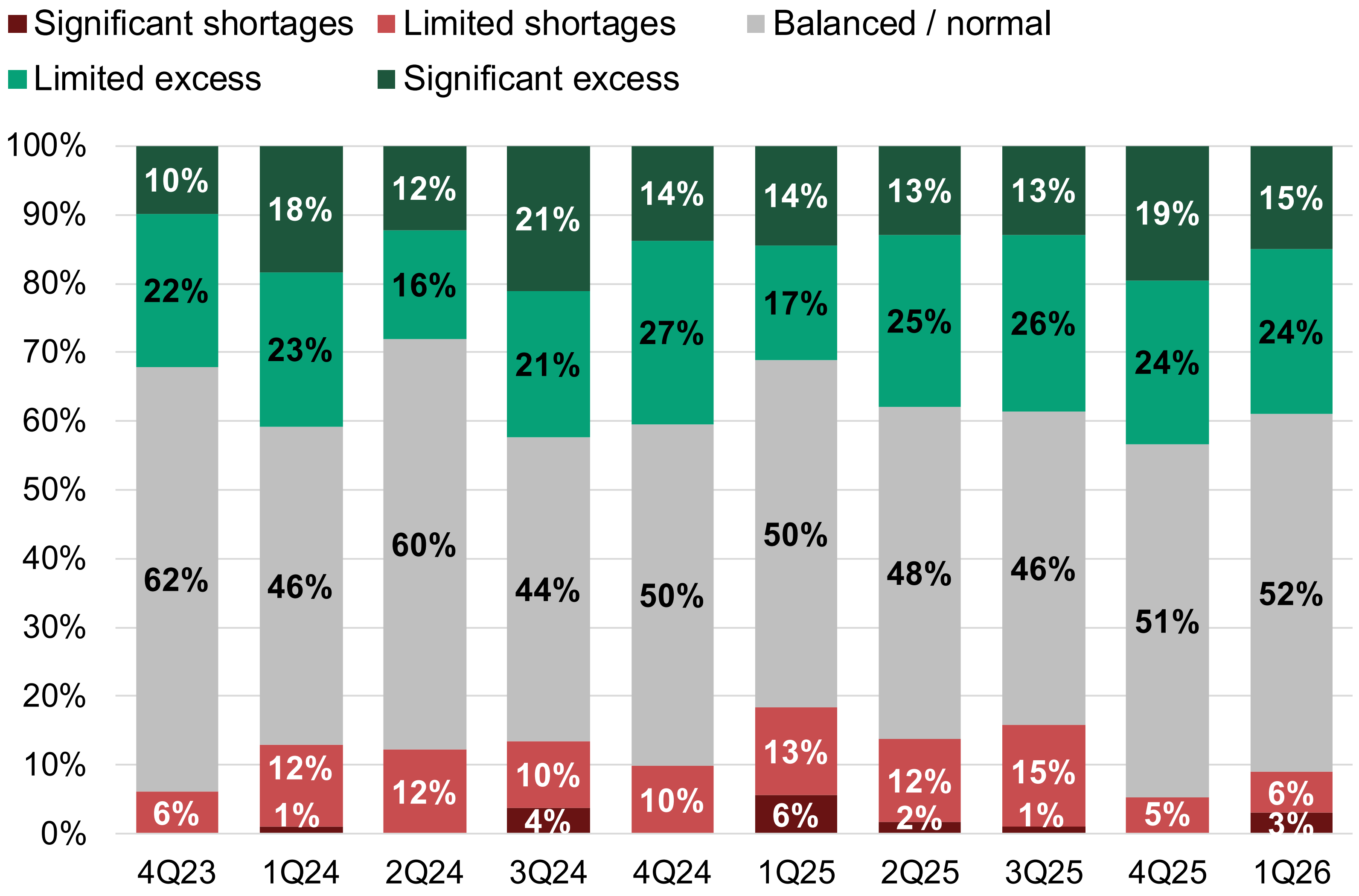
> Our outlook has improved but the end of 2025 was very difficult and low in sales.
>
> - Cabinet shop serving multiple U.S. regions

> Over the next six months, I expect an increase in sales and demand. I'm located in a territory where there is significant growth. Sales were slower in Q1, but things are coming to fruition, and we are seeing more sales.
>
> - Manufacturer serving multiple U.S. regions

Note: These calculations are not revenue-weighted.
Sources: NKBA; John Burns Research and Consulting, LLC (Data: 1Q26, Pub: Apr-26)

Over a third of K&B manufacturers report excess capacity as sales conditions remain slow.

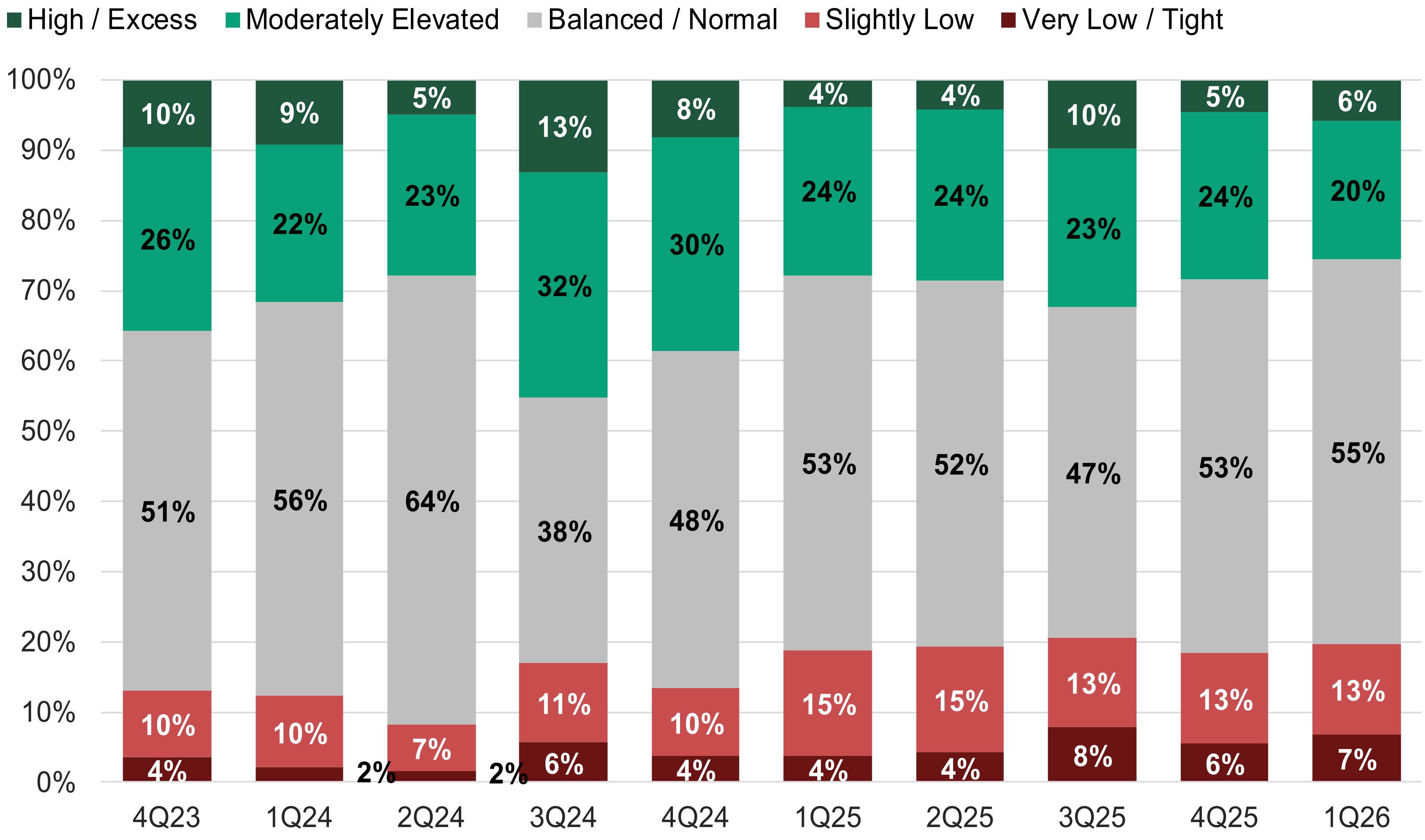
Manufacturers' Current Production Capacity for Residential Kitchen and Bath Products



Sources: NKBA; John Burns Research and Consulting, LLC (Data: 1Q26, Pub: Apr-26)

Approximately one in four K&B manufacturing firms reported elevated inventories in 1Q26.

Manufacturers' Current Inventory Status for Residential Kitchen and Bath Products



Sources: NKBA; John Burns Research and Consulting, LLC (Data: 1Q26, Pub: Apr-26)

Regional commentary

Design: Jen Stockwell | Photo: Bo Carlock

Texas: Consumer caution rises, while luxury demand remains resilient.

Texas: demand outlook

"We think demand should stay pretty steady over the next six months, with homeowners still willing to spend on remodels that make their homes more functional, comfortable, and valuable. That said, the U.S.-Iran situation could make some clients a little more hesitant and cause them to slow down or delay projects."

- Design-build firm in Texas

"Tariffs are affecting the pricing of our products and causing a pause. People seem to be watching outcomes and being more cautious."

- Remodeler in Texas

"I am cautiously optimistic that sales will increase."

- Showroom in Texas

"We're seeing an increase in smaller projects—single rooms, not necessarily whole home—and more help with cabinetry technical drawing and design work."

- Design-build in Texas

"Homeowners are still spending but are more price-sensitive and selective with projects. More hesitation or downsizing of projects among middle-income consumers due to interest rates and economic uncertainty."

- Kitchen Designer in Texas

Texas: demographics/market segments

"There is a lot of demand for updated and new homes, especially in the luxury market."

- Interior Designer in Texas

"The strongest part of our business is empty nesters who are finally making their homes what they want for a long and active retirement. They are remodeling newly purchased homes as well as current homes. Zero-threshold floors and roll-in showers are some of the must-haves."

- Showroom in Texas

"My business mainly serves middle-class families with physicians, attorneys, and C-suite executives as the head of household. With rising interest rates, inflation, and tariffs, these households are underperforming."

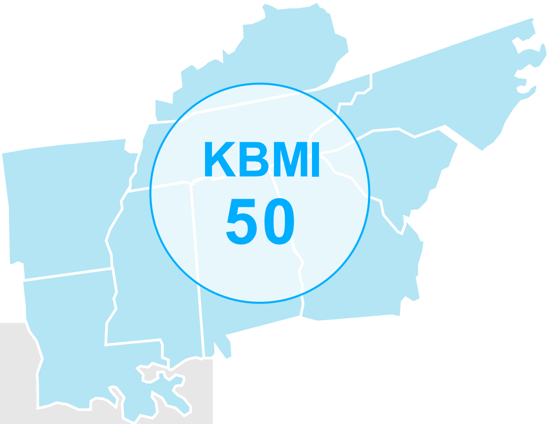
- Design-build in Texas

"High-valued suburban areas and C-suite-level executives are where we are focusing our business."

- Design-build in Texas

Note: Texas data is included in the Southeast unless specified otherwise.
Sources: NKBA; John Burns Research and Consulting, LLC (Data: 1Q26, Pub: Apr-26)

Southeast: High-end holds as mid-market faces pressure from rates and costs.



Southeast: demand outlook

"In my case, working in high-end residential, my clients have not been as hindered when it comes to spending. The demand for luxury remodels is steady."

- Design-build in the Southeast

"There have been fewer leads and I think consumers are worried about the economy, tariff costs, etc. However, the projects that do come along are solid and profitable."

- Kitchen Designer in the Southeast

"We are optimistic that consumers will be spending more than in the past couple of years."

- Design-build in North Carolina

"Over the next six months, we anticipate steady to slightly increasing consumer demand in the Baton Rouge market, with homeowners continuing to invest in kitchen and bath renovations as they choose to stay in their homes longer. While clients remain cost-conscious, most are moving forward with projects prioritizing value, functionality, and long-term livability over discretionary upgrades."

- Remodeler in Louisiana

"We are seeing stable demand in our target demographic of 55-and-older clients who have increasing disposable income due to being empty nesters."

- Design-build in Georgia

"We are seeing the high end still moving. The middle market has vaporized."

- Dealer in Georgia

Southeast: demographics/market segments

"Wealthy customers are the only ones making significant purchases right now."

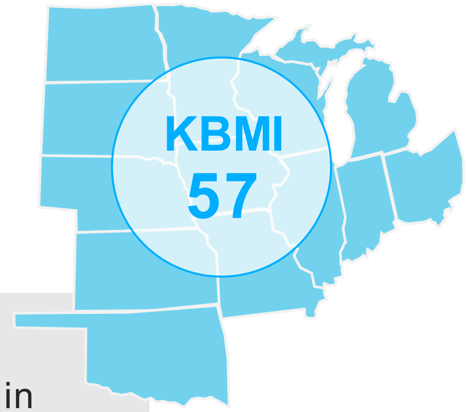
- Interior Designer in the Southeast

"We have seen an increase in customers who have been in their home for 30 or more years and want to remain rather than downsize or move into assisted living—whether because the home is outdated or they want aging-in-place elements."

- Remodeler in Louisiana

Sources: NKBA; John Burns Research and Consulting, LLC (Data: 1Q26, Pub: Apr-26)

Midwest: Uncertainty dominates, but luxury and repeat business buffer the slowdown.



Midwest: demand outlook

"2026 started out better than 2025, but with high gas prices, stock market drops, and the war in Iran, our sales funnel has slowed down again. We should be booked out for the summer by now and the leads are not coming in."

- Cabinet Shop in the Midwest

"We've seen significant new business in the first quarter of 2026 compared to the first quarter of 2025—a lot is in new construction, and some remodeling. I would expect remodeling to be most of the revenue stream over the next half year."

- Showroom in Michigan

"Revenue has stayed the same or slightly up year-over-year, however the number of completed projects is down substantially. Smaller to mid-size projects are nonexistent. Larger, full-scale projects are what we are capturing this year so far."

- Design-build in Illinois

Midwest: demographics/market segments

"Those areas of the metro with above-average incomes are performing well. Average or lower-income areas are significantly lagging."

- Design-build firm in Minnesota

"Luxury market is stronger and seems unaffected by the economy. No growth in mid-level projects."

- Interior Designer in Illinois

"Jobs have shifted back to older customers who are not as affected by economic conditions."

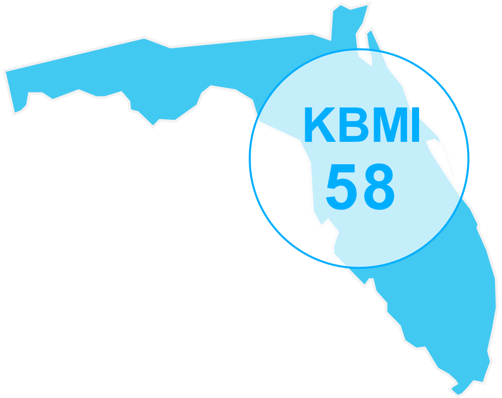
- Cabinet Shop in the Midwest

"Fewer leads, but the leads are more serious and want to do larger projects. Most of my clients are baby boomers or empty nesters with more disposable income. I am quite surprised they are spending like they are in these uncertain economic times."

- Design-build firm in Minnesota

Sources: NKBA; John Burns Research and Consulting, LLC (Data: 1Q26, Pub: Apr-26)

Florida: Cautious optimism, led by high-end and retirement-driven remodels.



Florida: demand outlook

"Consumer demand for residential kitchen and bath over the next six months should remain stable to modestly positive, driven by remodeling rather than new construction, as homeowners stay put and reinvest in existing homes."

- Design-build in Florida

"We think demand will still be there over the next six months, but people are definitely being more careful with how they spend. Homeowners still want to move forward with kitchen and bath projects—they're simply taking a little more time and weighing their options more closely."

- Dealer in Florida

Florida: demographics/market segments

"Luxury is over-performing, mid-tier is under-performing, budget lines the same."

- Cabinet Shop in Florida

"Baby boomers and empty nesters continue to drive our business."

- Remodeler in Florida

"Overall, people are hesitant, but the high-end consumer segment has increased."

- Fabricator in Florida

Note: Florida data is included in the Southeast unless specified otherwise.
Sources: NKBA; John Burns Research and Consulting, LLC (Data: 1Q26, Pub: Apr-26)

California: Strong start, with luxury demand providing a floor as mid-market hesitates.

California: demand outlook

"We had a strong start to the year and are cautiously optimistic... We're hiring and ramping up for the additional work."

- Design-build firm in California

"Demand is still high here in Silicon Valley, and expectations are high, too."

- Kitchen Designer in California

"Customers are having more bids than I have seen in the past. Looks good, but they are more cautious with their money."

-Remodeler in California

"I have not had a new client in many months. I'm located in the Eaton fire area and many people are not ready to hire interior designers yet."

-Interior design firm in California

"Demand appears to be increasing with a focus on improving homes over moving, especially with newer first-time homeowners wanting to add value to their homes."

-Interior design firm in California

"Being in Pasadena, in the center of the Eaton fires, we are finding more work from homeowners who have lost their homes compared with homeowners who didn't."

- Design-build firm in California

California: demographics/market segments

"In today's market, consumers are gathering together and building multigenerational homes. We are gearing up to complete more ADUs this year."

- Design-build in California

"High-end—Atherton, Palo Alto, Los Altos, Menlo Park—are still over-performing for us."

- Cabinet Shop in California

California: top concerns

"We are more than 100 miles from the Malibu and Altadena fires from a year ago, but many of the skilled labor force we relied upon are working on the thousands of rebuild projects in those two areas and are just not available to work on our projects in the short term."

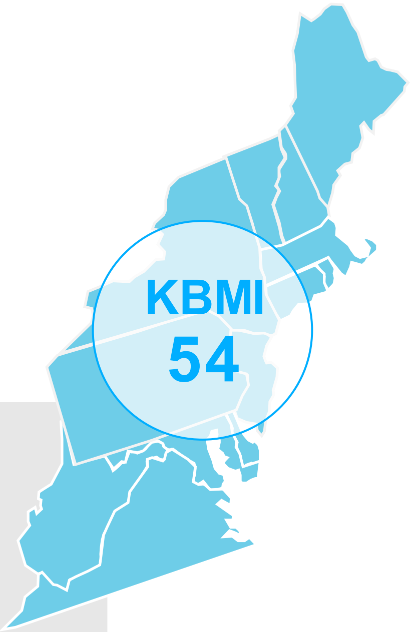
- Design-build in California

"Slow permitting for projects continues to be a constraint."

- Design-build in California

Sources: NKBA; John Burns Research and Consulting, LLC (Data: 1Q26, Pub: Apr-26)

Northeast: Pent-up demand is building, supported by HELOC activity, while luxury demand remains resilient.



Northeast: demand outlook

"The market feels stronger. We feel there has been a good amount of delayed remodeling and feel the market will heat up."

- Design-build firm in the Northeast

"I think people were hesitant in 2025 to do remodel projects due to tariffs, interest rates, etc. I think that created some pent-up demand and these people are ready to move forward—they have accepted that prices and interest rates are what they are."

- Remodeler in New York

"We see a strong Q2 and Q3 with waning activity in Q4. We did see the average age of prospects go down—we are seeing prospects aged 35 to 50 re-enter the market. HELOC money has increased."

- Design-build firm in Pennsylvania

Northeast: demographics/market segments

"Empty nesters staying in their home is still a strong market."

- Design-build in Pennsylvania

"High-end remodeling clients and aging-in-place Boomers are the strongest performers, while middle-income are under-performing, being rate-sensitive and thus most likely to delay projects."

-Showroom in Virginia

Northeast: top concerns

"Homeowner fear of recession, combined with higher-than-normal interest rates, creates significant headwinds for growth in our industry."

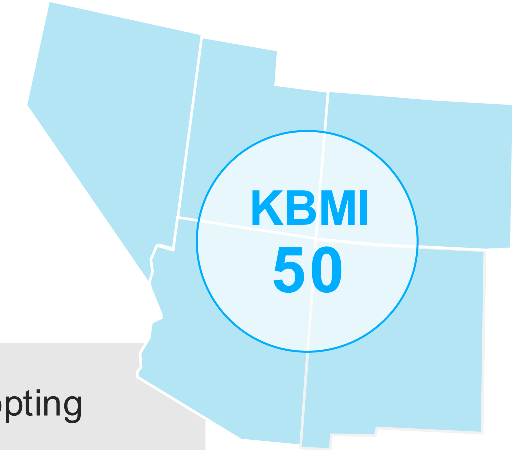
- Design-build in the Northeast

"The labor pool is lacking. This has been a problem, and it's growing more and more."

- Kitchen Designer in the Northeast

Sources: NKBA; John Burns Research and Consulting, LLC (Data: 1Q26, Pub: Apr-26)

Southwest: Remodeling outpaces new construction, with high-end consumers still engaged.



Southwest: demand outlook

"Some clients are waiting for the economy to settle. Others are continuing, understanding that higher costs are inevitable."

- Design-build in Colorado

"I feel like even though foot traffic has picked up, people are much more cautious to pull the trigger on projects. They are shocked at the cost of renovations."

- Showroom in Colorado

"People are only doing what needs to be done: insurance claims, people moving into homes and needing to update, and aging in place."

- Showroom in Colorado

Southwest: demographics/market segments

"Greeley, Colorado—ranching, cattle industry, oil and gas—is over-performing. No matter what happens, these people always have money."

- Interior Designer in Colorado

"Nightly rental investment properties, luxury homes, and retail are all over-performing. Multi-unit as well. Mid-range single-family homes are under-performing."

- Cabinet Shop in Utah

"We are seeing about the same amount of foot traffic, but more commitments and purchasing."

-Showroom in Nevada

"Budget-conscious customers are opting out. New construction is slowing."

- Remodeler in Arizona

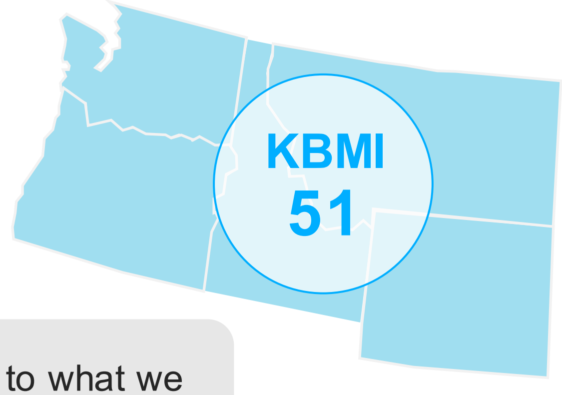
"High-end consumers are still engaged. Mid-tier customers are becoming more value driven and 'Buy more / Save more' promotions have less impact to drive more sales."

-Showroom in Colorado

"Remodel projects seem to be improving. Direct to builders is very soft."

-Showroom in Colorado

Northwest: Stable demand among affluent clients, but uncertainty and budget worries persist.



Northwest: demand outlook

"Heavy sales over the winter have stretched our lead time out to more than four months. Based on current bid requests, that doesn't look to be going down."

- Cabinet Shop in the Northwest

"I think that consumers are putting larger remodel projects on hold. Budgets are tight and people are unsure about their future income."

- Cabinet shop in Oregon

Northwest: demographics/market segments

"I'm positive that demand in the luxury market will stay steady, if not continue to grow."

- Interior Designer in the Northwest

"Vacation properties are over-performing."

- Design-build in Idaho

"The Portland residential market appears to be performing well for us. Homeowners continue to invest in custom work and place a high value on skilled professionals who can thoughtfully update older homes."

- Design-build in Oregon

"Mid-tier budget clients appear to be more price-conscious and may be postponing start dates."

- Interior Designer in Washington

"Bozeman is a pretty stable market and is growing. Based on projections that I have seen, it is expected that our market will be similar to last year or slightly increase."

- Retail firm in Montana

Northwest: top concerns

"Shipping and materials add 50% to what we do in Hawaii."

- Design-build in Hawaii

"The increase in product costs has created significant challenges in the affordability of projects, or in what clients are willing to spend. We have fewer clients signing proposals because project costs are higher than last year's."

- Design-build in the Northwest

"Everyone was on pause because of tariffs; now everyone is on pause because of the war."

- Cabinet Shop in Oregon

Sources: NKBA; John Burns Research and Consulting, LLC (Data: 1Q26, Pub: Apr-26)

Methodology

Design: Kevin Yoder, Co-design: Omar Zaater | Photo: Jeffrey Totaro

Kitchen & Bath Market Index (KBMI)

This report gauges the pulse of the kitchen and bath industry in the United States. Conducted jointly by NKBA and John Burns Research and Consulting, the KBMI is based on a quarterly survey of members of the NKBA community.

The KBMI is a diffusion index comparing weighted responses of NKBA members on 3 key aspects of their business:

1) Most recent quarterly sales (Current Activity)
2) Perception of the health of the kitchen and bath industry (Health of the Industry)
3) Expected next quarter's sales growth (Near-Term Activity)

In survey work, a diffusion index is used to highlight the main results on how a market, field, or industry is generally performing within a given time point. Our KBMI diffusion index value (ranging from 0 to 100) demonstrates how far responses vary from the baseline (50).

For example, a value not far from the baseline indicates little change, whereas a value far from the baseline indicates great change.

Values **less than 50** indicate a tendency toward **contraction,** and values **over 50** indicate a tendency toward **expansion.**

Survey responses

Segment	Responses	% of Total
Design	166	26%
Manufacturing	131	20%
Building and Remodeling	197	30%
Retail Sales	157	24%
Total Responses	**651**	**100%**

Index weighting

Metric	Weight	Response Choices
Current Business Conditions	55%	**Current quarter sales to prior year:** Higher, The Same, Lower
Future Business Conditions	15%	**Next quarter sales to current quarter:** Higher, The Same, Lower
Health of the Industry	30%	**Rating on current economic health:** 0 (Extremely Weak), 5 (Normal), 10 (Extremely Strong)
Kitchen & Bath Market Index	100%	

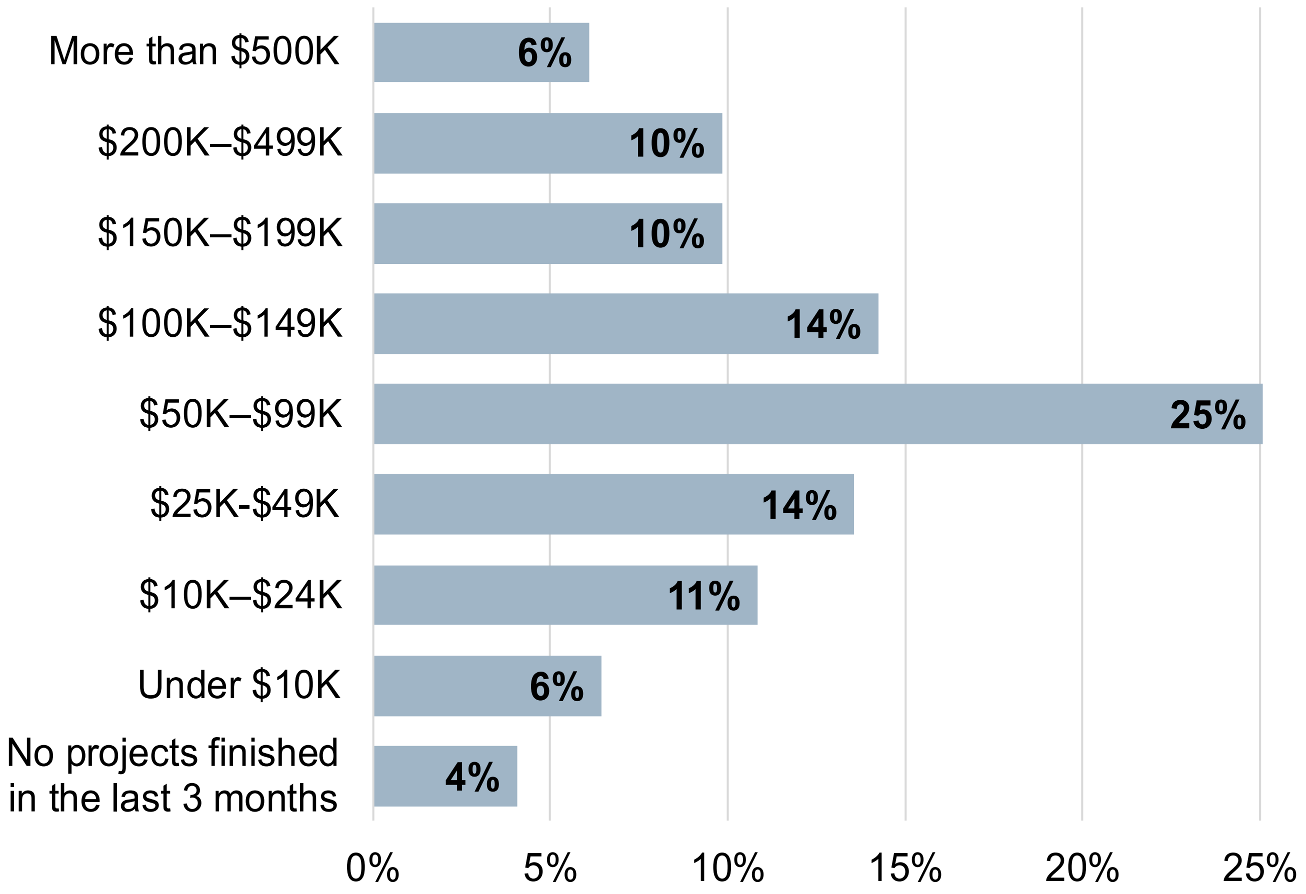
Note: % of total may not add to 100% due to rounding. *The current and future conditions diffusion indices are each calculated as: [100+100*(the share of respondents reporting "higher" minus the share of respondents reporting "lower")] / 2.

Sources: NKBA; John Burns Research and Consulting, LLC (Data: 1Q26, Pub: Apr-26)

KBMI sample demographics

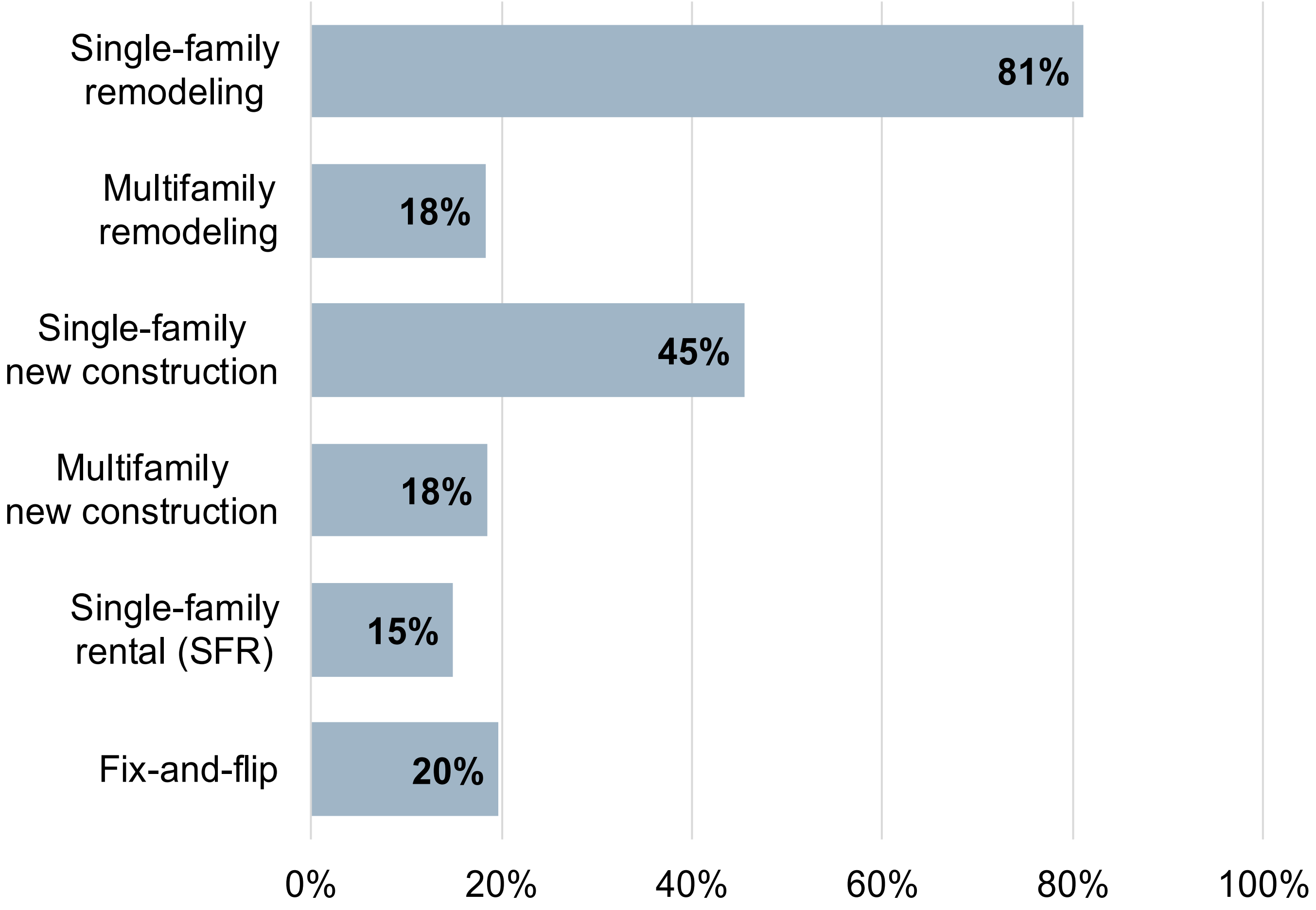
Kitchen and Bath Professionals' Average Cost Billed to Customers* the Last 3 Months

1Q26 *Note: This question was posed to retailers/showrooms, designers, and builders/remodelers.



Share of Kitchen and Bath Firms by End Market Exposure*

1Q26 *Note: Respondents were asked to select all end markets that their firm primarily engages with.

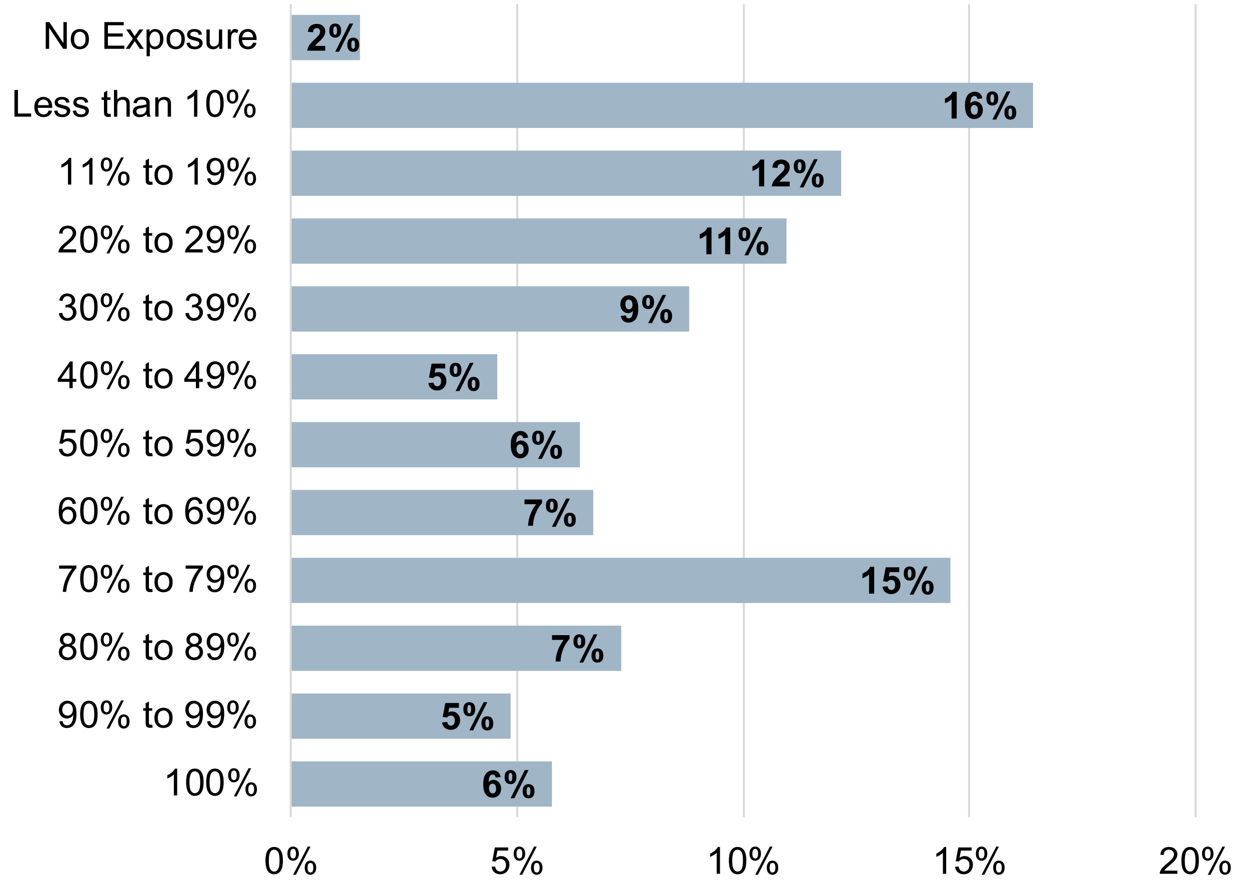


Sources: NKBA; John Burns Research and Consulting, LLC (Data: 1Q26, Pub: Apr-26)

KBMI sample demographics

Share of Kitchen and Bath Firms Projects That Are Classified as ‘Luxury’

1Q26



Sources: NKBA; John Burns Research and Consulting, LLC (Data: 1Q26, Pub: Apr-26)

Limiting conditions

The conclusions and recommendations presented in this report are based on our analysis of the information available to us from our research as of the date of this report. We assume that the information is correct and reliable and that we have been informed about any issues affecting project marketability or success potential.

Our conclusions and recommendations are based on the current and expected performance of the national and/or local economy and real estate market. Given that economic conditions can change and real estate markets are cyclical, it is critical to monitor the economy and real estate market continuously and revisit key project assumptions periodically to ensure they are still justified.

The future is difficult to predict, particularly given that the economy and housing markets can be cyclical and subject to changing consumer and market psychology. There will usually be differences between projected and actual results because events and circumstances frequently do not occur as expected, and the differences may be material. We do not express any form of assurance on the achievability of any pricing or absorption estimates or the reasonableness of the underlying assumptions.

In general, for projects out in the future, we are assuming "normal" real estate market conditions and not a condition of either prolonged "boom" or "bust" market conditions. We assume that economic, employment, and household growth will occur more or less in accordance with current expectations. We are not taking into account major shifts in the level of consumer confidence, in the ability of developers to secure needed project entitlements, in the cost of development or construction, in tax laws that favor or disfavor real estate markets, or in the availability and/or cost of capital and mortgage financing for real estate developers, owners, and buyers. Should such major shifts affect real estate markets, this analysis should be updated, with the conclusions and recommendations summarized herein reviewed and reevaluated under a potential range of build-out scenarios reflecting changed market conditions.

We have no responsibility to update our report analysis for events and circumstances occurring after the date of our report. This analysis represents just 1 resource that should be considered when assessing a market opportunity.

Design: Darya Oswald | Photo: Kevin Crawford

Our team

NKBA

Tricia Zach
Director of Research
tzach@nkba.com
(908) 244-8898

Carrie Kennedy
Research Manager
ckennedy@nkba.com
(412) 973-3835

JBREC data analysis

Elizabeth La Jeunesse
Vice President, Research
elajeunesse@jbrec.com
(513) 504-5949

JBREC publishing

Ted Beam
Director of Publishing Operations

Jenny Reyes
Senior Publishing Specialist

NKBA | KBIS

Kitchen & Bath Pro Hub

The Kitchen & Bath Pro Hub is NKBA's online research community for industry professionals. Join to connect with peers, share your perspective, and get research-backed insights to help you stay ahead in the fast-changing kitchen and bath industry.