

2026

CMHA CONTRACTOR INDUSTRY REPORT



Executive Summary



CONCRETE
MASONRY &
HARDSCAPES
ASSOCIATION

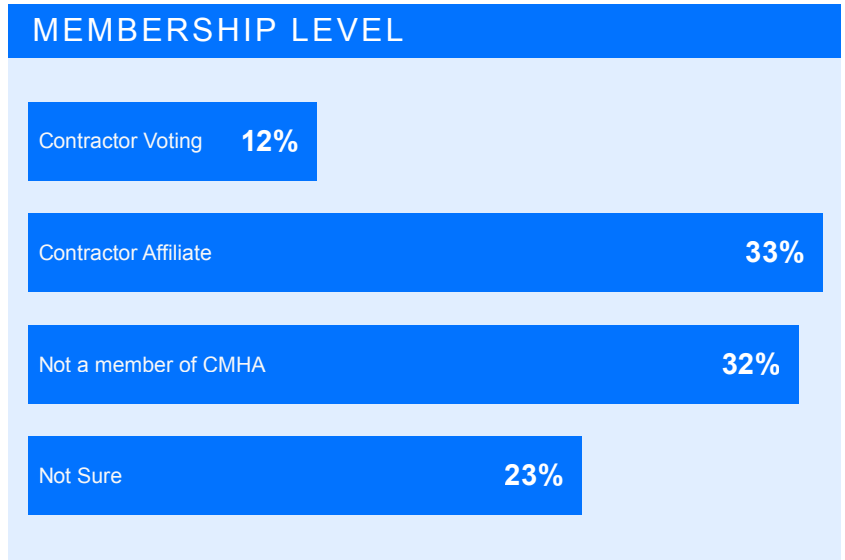


In January 2026, Industry Insights (on behalf of CMHA) emailed a link to a strictly confidential questionnaire to CMHA contractor members and non-members. A sample of the survey is provided in the Appendix. The primary intent of this survey was to collect benchmarking statistics from hardscape service companies by specific data aggregates which will allow CMHA to provide better tools and services to meet the needs of contractors.

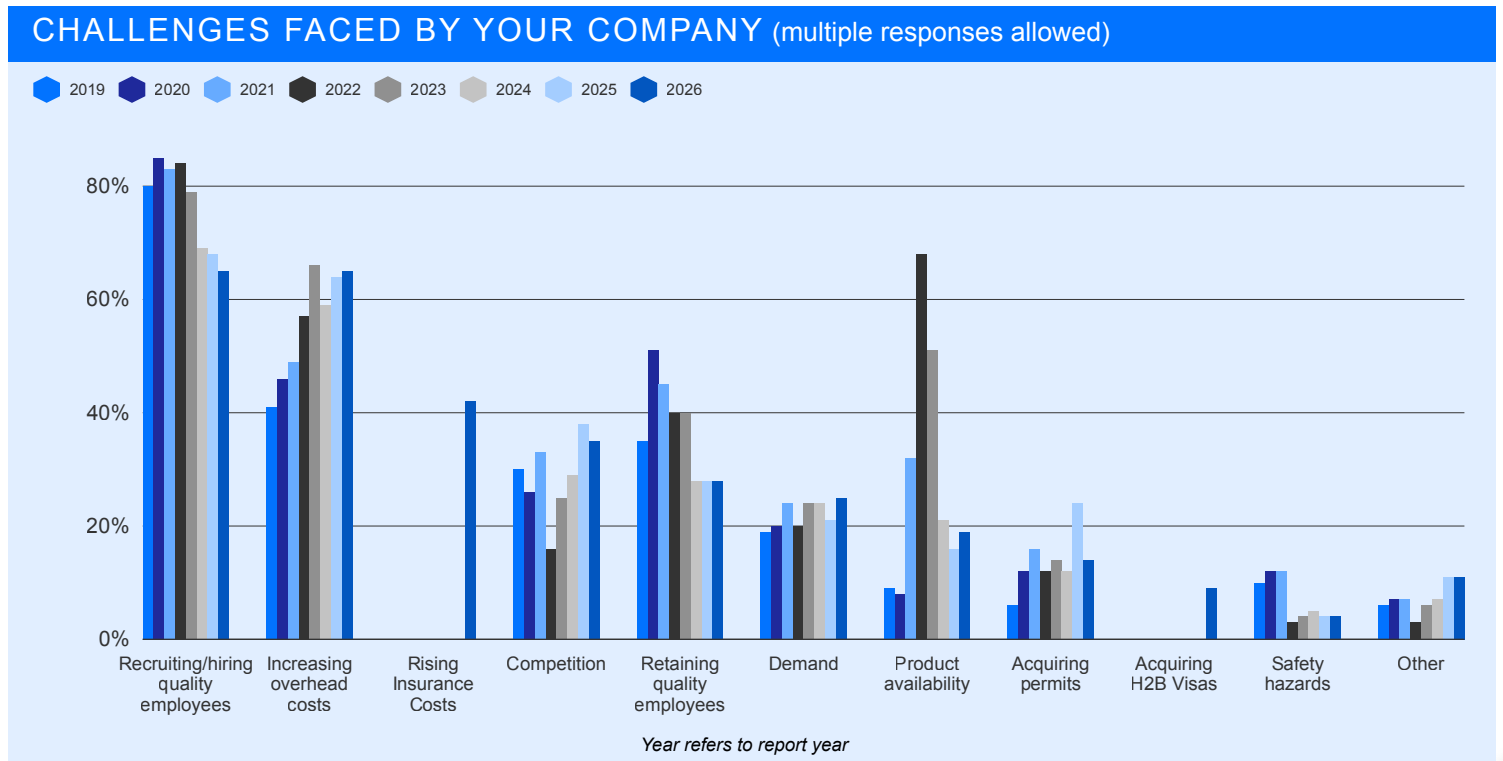
The data collected is presented in Trend Results tables showing the trends from 2019 through 2026 starting on page 11. The Detailed Survey Results are then presented grouped by Gross Sales, starting on page 22, by Market Segment starting on page 32 and then by Country starting on page 42.

The statistical information contained in this report is believed to be representative of the companies responding to the survey and the industry in general.

The membership level of those who responded was 47 Contractor Affiliate (33%), 17 Contractor Voting (12%) and 46 Not a Member of CMHA (32%).

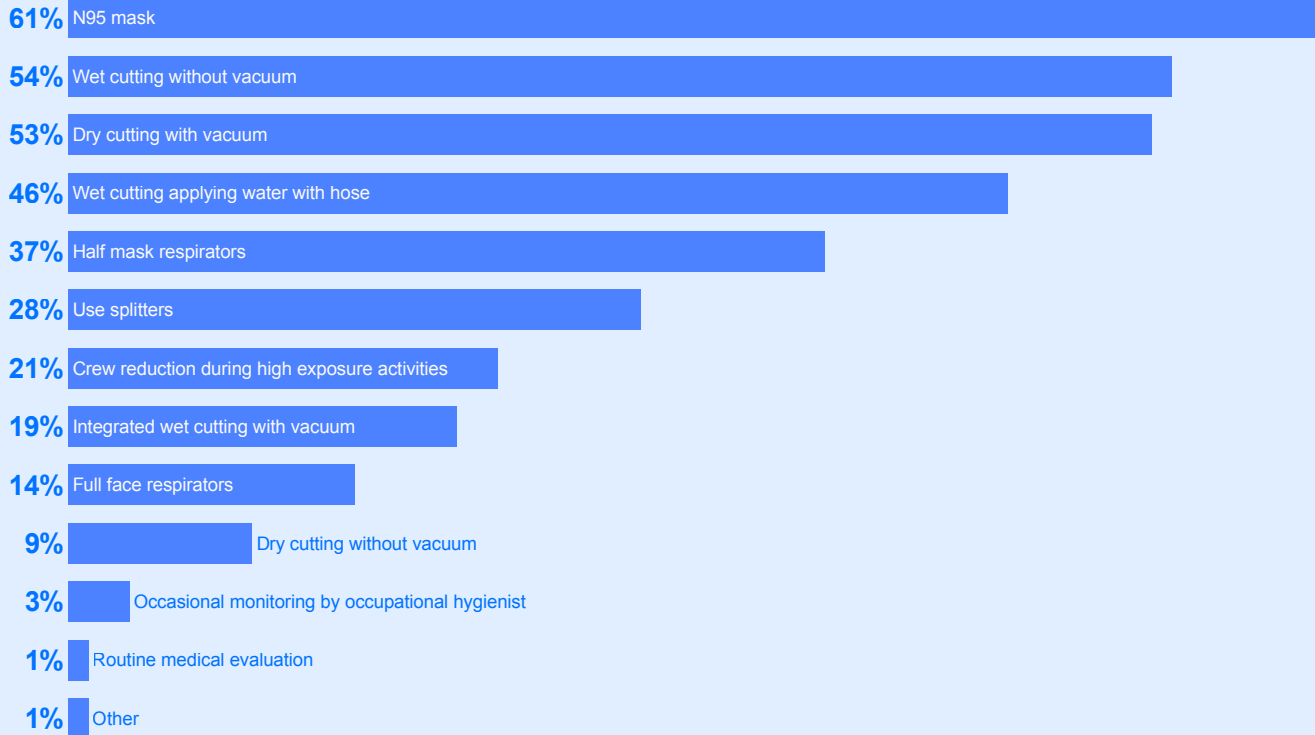


General Operational Information





SYSTEMS USED TO MONITOR AND REDUCE THE EXPOSURE TO RESPIRABLE SILICA (multiple responses allowed)

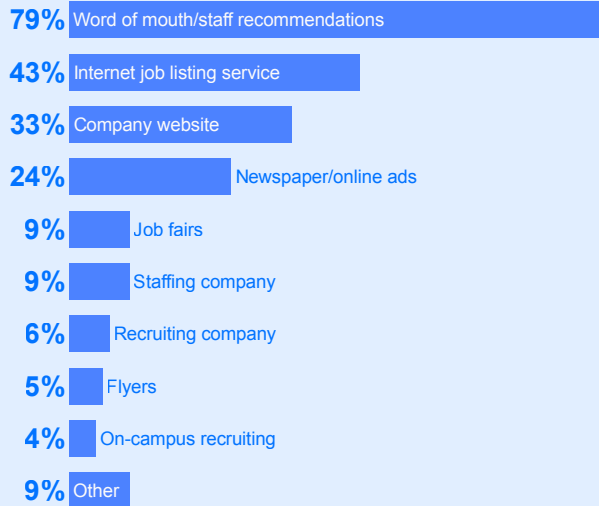


Staffing

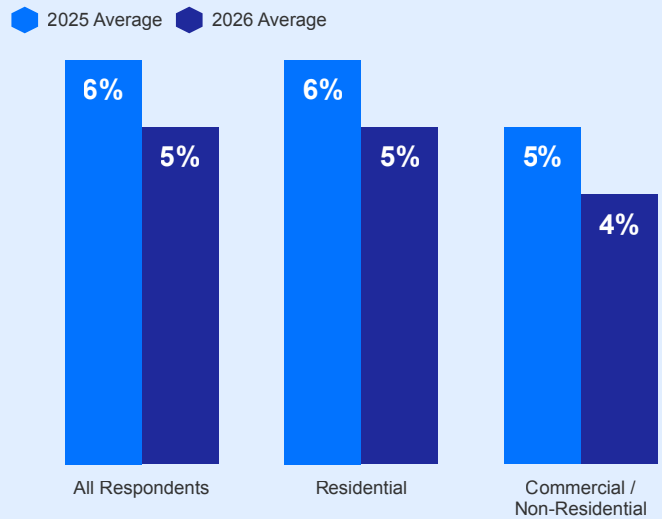
	All Respondents	GROSS SALES				
		Less than \$200,000	\$200,000 to \$499,999	\$500,000 to \$999,999	\$1 Million to \$2 Million	\$2 Million or Greater
Typical number of employees during construction season	14	7	10	8	19	24
Typical number of hardscape installation crews during construction season	2	1	1	2	2	4
Typical size of crew	3	3	3	3	3	4



METHODS USED TO RECRUIT EMPLOYEES (multiple responses allowed)

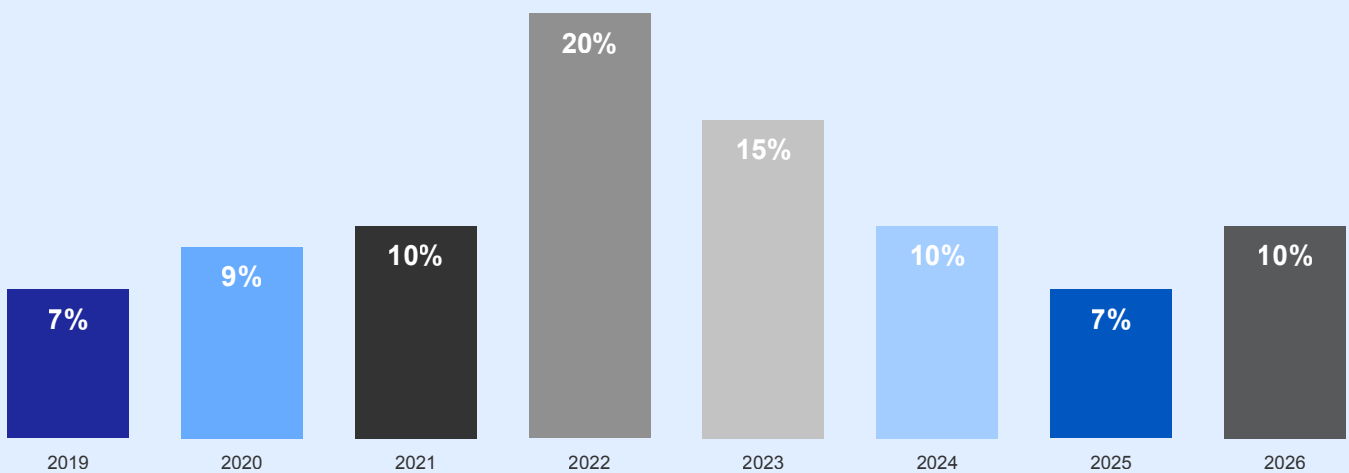


WAGE/SALARY INCREASE IN 2025 AND 2026 (Forecast)



Financial Information & Services

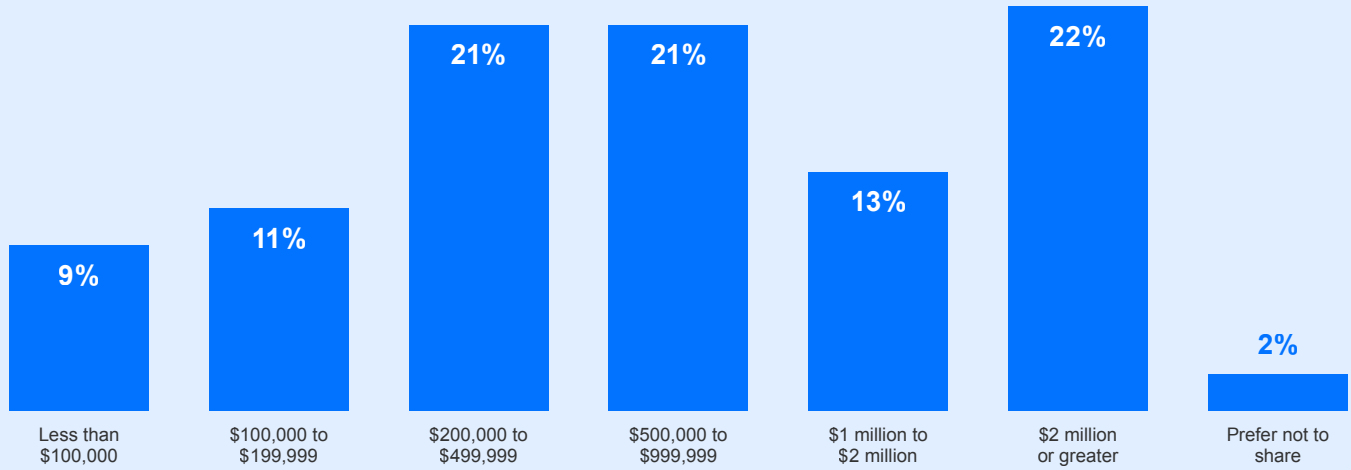
YEAR-OVER-YEAR SALES GROWTH IN GROSS HARDSCAPE SALES (Medians)



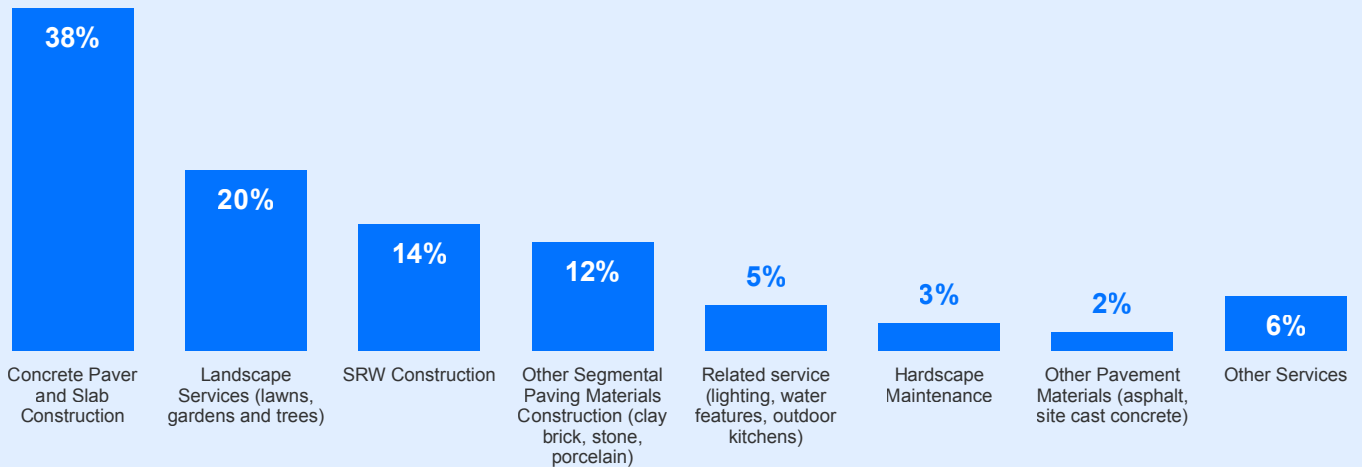
Graph labels refer to report year. Year over year growth is for the previous fiscal year (e.g., 2026 column shows the 2025 sales growth).



2025 HARDSCAPE GROSS SALES (% OF RESPONDENTS BY SALES)



2025 HARDSCAPE GROSS SALES (% OF RESPONDENTS BY TYPE)

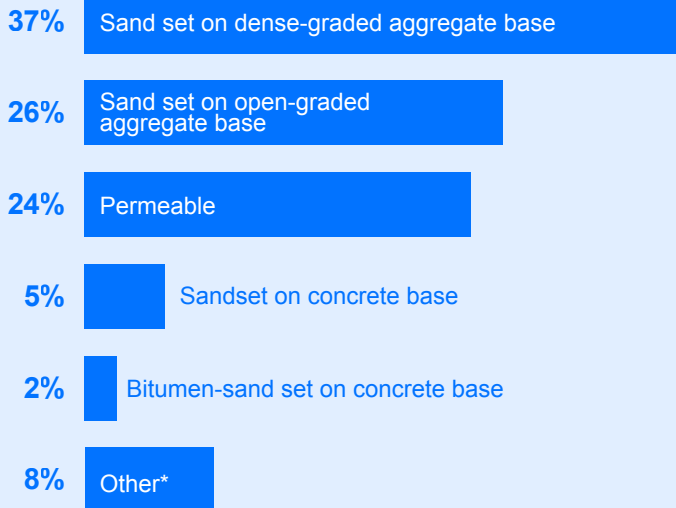




SQUARE FEET INSTALLED IN 2025 (Median)

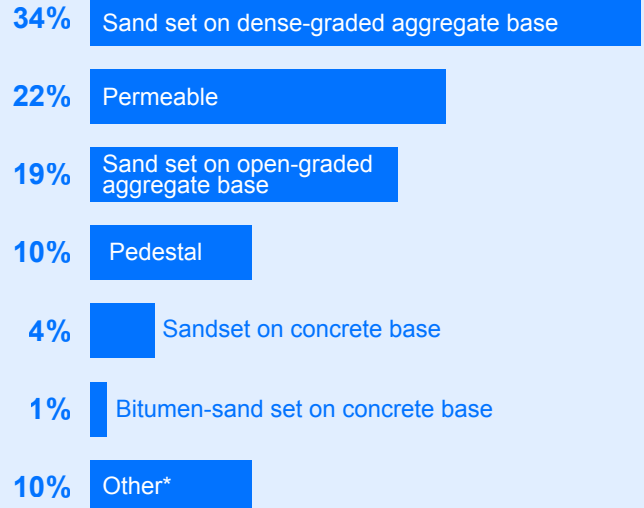
	All Respondents	Gross Sales				
		Less than \$200,000	\$200,000 to \$499,999	\$500,000 to \$999,999	\$1 Million to \$2 Million	\$2 Million or Greater
Concrete Pavers	10,000	3,000	3,750	15,000	10,000	114,445
SRWs	2,500	800	2,000	3,000	3,500	4,000
Concrete Slabs	1,600	1,000	1,000	3,000	1,500	10,000

CONCRETE PAVER INSTALLATIONS BY CATEGORY



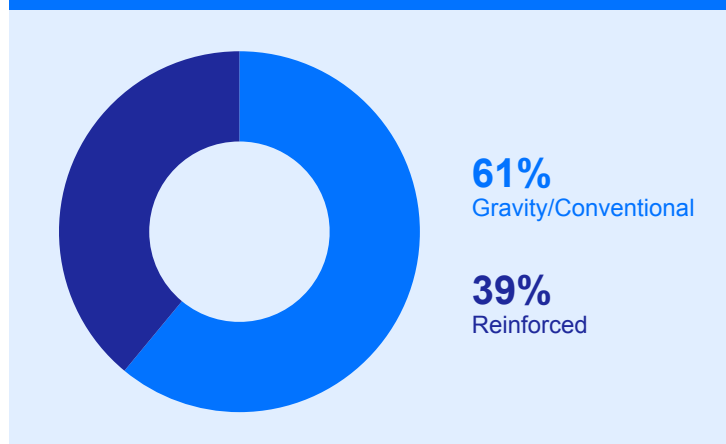
*See Appendix for detailed breakdown of items included in the "Other" category.

CONCRETE SLAB INSTALLATIONS BY CATEGORY



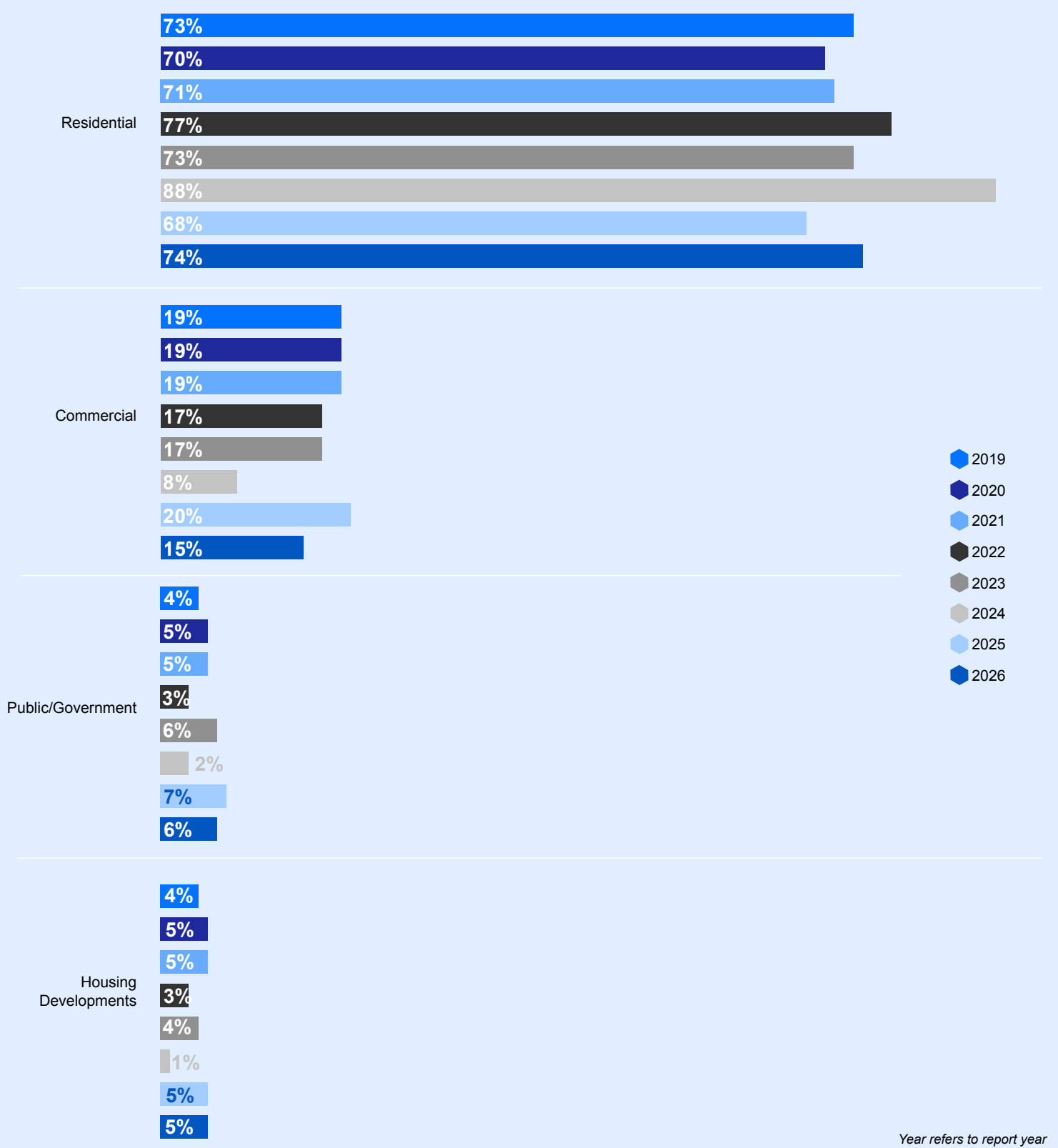
*See Appendix for detailed breakdown of items included in the "Other" category.

SRWS INSTALLATIONS BY CATEGORY





PERCENTAGE OF WORK DONE BY MARKET SEGMENT (2019 TO 2026)



Year refers to report year