

What's Up What's Down

REPORT - AUGUST 2025



REVENUE MOVERS >>>

TOP RISERS

1 - Concrete Parts & Accessories	24%
2 - Siding Tools	24%
3 - Patio Doors	23%
4 - Hardscapes	23%
5 - Woodworking Tools	19%

TOP FALLERS

1 - Under Sink Water Filters	-33%
2 - French Doors	-29%
3 - Bathroom Organizers	-23%
4 - Bathroom Sinks	-20%
5 - Rubberized Coatings	-20%

PRICE SHIFTS

top risers

1 Concrete Tools	25%
2 Woodworking Tools	15%
3 Bathtub Parts	12%
4 Vinyl Flooring	11%
5 Gutter Systems	10%

top fallers

1 Ceiling Tiles	-42%
2 Under Sink Water Filters	-22%
3 Showers & Doors	-20%
4 Ceiling Grids	-16%
5 Moulding & Millwork	-9%

STOCKOUT LOSSES

LARGEST STOCKOUT LOSSES

RANK	CATEGORY	TOTAL LOSSES	% of SALES
1	Bathroom Sinks	\$63,464	1.2%
2	Patio Doors	\$181,776	1.1%
3	Nail Guns	\$454,605	1.0%
4	Electrical Testers	\$68,927	1.0%
5	Ladders	\$505,613	0.7%

LEAST STOCKOUT LOSSES

RANK	CATEGORY	TOTAL LOSSES	% of SALES
1	Moulding & Millwork	\$3,419	0.08%
2	Commercial Roofing	\$29,957	0.08%
3	Wood Siding	\$20,455	0.09%
4	Moulding	\$120,112	0.09%
5	French Doors	\$572	0.10%

SKU COUNT CHANGES

increases

1 - Masonry Tools	19%
2 - Decorative Concrete	11%
3 - Attic Fans	10%
4 - French Doors	9%
5 - Tank Water Heaters	9%



decreases

1 - Concrete Parts & Access.	-9%
2 - Bathroom Mirrors.	-7%
3 - Kitchen Sinks	-7%
4 - Composite Siding.	-7%
5 - Faucet Water Filters	-4%

BOTTOM LINE

- **Materials drive growth**
>>Lumber, concrete, and siding tools stand out.
- **Fixtures fall behind**
>> Bathroom, filters, and paint stay under pressure.
- **Prices diverge**
>> Tools hold pricing power; ceilings collapse.
- **Stockouts sting**
>> Missed sales in ladders, nail guns, and patio doors.