

## HVAC, Hydronics & Waterworks

- Following a strong first quarter, HVAC sales increased by 44% year-over-year in Q2 2021, as ventilation upgrades to help contain the spread of the virus provided a boost to sales.
- Hydronics sales increased by 26% year-over-year in the second quarter of 2021, while waterworks sales increased by 60% year-over-year.

## Plumbing & Pipe, Valves, Fittings

- The recessionary effects that pushed plumbing equipment, and pipes, valves and fittings sales lower in 2020, appear to have ended in 2021 with YTD sales up 23% and 17%, respectively.
- Strong housing sales and starts in 2021 will likely provide a lift in sales going forward as industry-wide lag effects take hold.

## Total Sales

- Combining all of the above sales into an aggregate, sales of CIPH members increased in Q2 2021, marking the fourth consecutive quarterly increase, following decreases in sales in the first half of 2020 in the midst of the COVID recession.
- At \$2.4 billion in Q2 2021, sales were 44% higher than Q2 2020 and for the fifth time since Q1 2019 outperformed aggregate wholesaler sales, which increased by 29% to \$10.0 billion in Q2.

## Prices

- Prices for metal plumbing fixtures and valves decreased by 0.4% year-over-year in the second quarter of 2021, lower than the rate of inflation.
- Prices for plastic and foam building and construction materials (overall category of plastic plumbing fixtures) increased by 6.9% in the second quarter year-over-year, higher than the rate of inflation.

Source: CIPH, Statistics Canada

## Industry Sales (CIPH)

