



Market Report

A Snapshot of your Marketing Sector

Construction Services

This pack has been designed to provide information on setting up a business in the **Construction Services** industry in Scotland, as well as helping to inform the market research section of your business plan. This report covers the following industry segments: **Bricklaying and Groundwork; Building and Joinery; Roofing Contractor and Tiler.**

You can find more information on how to write a business plan from the Business Gateway website (www.bgateway.com/media/dvwhjxbo/business_plan_guide.pdf), including an interactive template and tips to get you started.

This market report was updated by Business Gateway in **May 2026**.

What do I need to know about the Construction Services market?

The following summary statistics have been taken from market research reports and reliable resources that the Information Service uses to compile industry information. They should give you an indication of how your industry is faring at present and whether there is demand for your type of business:

- ◆ The broader **UK construction industry recorded a revenue of \$555,145.7 million in 2025, and experienced strong growth during 2020–25**. In 2025, the industry recorded a healthy growth of 5.5% and is expected to continue to grow at a similar pace over the forecast period of 2025-2030. (GlobalData Explorer, *United Kingdom - Construction*, April 2026). This content is reproduced under license from GlobalData PLC, Copyright 2026.
- ◆ In the fourth quarter of 2025, the **GVA of construction in the UK amounted to £40.06 billion pounds**, an increase compared with the same period in 2024. Out of its various segments, non-housing repair and maintenance constituted the biggest share of the UK construction industry based on output. (Statista, *Construction Industry in the UK*, March 2026).
- ◆ The growth of the construction industry is driven by an increase in the urban population which has stimulated demand across both residential and non-residential construction segments. According to GlobalData, in 2025, the **urban population in the UK reached 59.2 million, up by 1.1% compared to 56.0 million in 2020**, thereby accelerating overall industry growth. (GlobalData Explorer, *United Kingdom - Construction*, April 2026). This content is reproduced under license from GlobalData PLC, Copyright 2026.
- ◆ The **non-residential segment** accounted for the construction industry's largest proportion in 2025, with total revenue of **US\$306,871 million**, equivalent to 55.3% of the industry's overall value. The **residential segment contributed revenue of US\$248,274.8 million in 2025**, equating to 44.7% of the industry's aggregate value. (GlobalData Explorer, *United Kingdom - Construction*, April 2026). This content is reproduced under license from GlobalData PLC, Copyright 2026.
- ◆ Revenue of the **joinery installation** industry in the United Kingdom was projected to amount to approximately **US\$17.46 billion by the end of 2025**. (Statista, *Building Construction*, February 2026).
- ◆ The national organisations for this industry are [Scottish Building Federation](#), [Built Environment - Smarter Transformation \(formerly Construction Scotland\)](#), [The Tile Association](#) and [The National Federation of Roofing Contractors](#). Other industry bodies include [Association of Brickwork Contractors](#), [Brick Development Association](#), [Chartered Institute of Building](#), [Federation of Master Builders](#), [Construction Industry Training Board](#), [Construction Industry Council](#), [Home Builders Federation](#), [MCRMA – Metal Cladding and Roofing Manufacturers Association](#), [Association of British Ceramic Distributors](#), the [British Woodwork Federation](#), [National Association of Shopfitters](#) and the [Guild of Master Craftsmen](#).

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Where can I find more information on my market?

The Information Service provides a bespoke research service for all Scottish businesses. If you have a more detailed research enquiry that you would like to explore, please contact us on **0300 013 4753** or email info@bgateway.com.

There are also a number of online resources you may find helpful:

- ◆ The [National Library of Scotland](#) provides free online access to a range of [eResources for Scottish businesses](#). These include **IBISWorld reports** such as **Roofing Activities in the UK** (October 2025) and **COBRA reports** such as **Roofer (May 2026)**, **Building Contractor (October 2025)** and **Construction and Building Trades (August 2024)**.
- ◆ **The Scottish Government website** publishes [annual housing statistics](#) as well as [quarterly updates](#) which cover new housing supply and housebuilding from the public, private and social sectors, and the Affordable Housing Supply program
- ◆ **Scottish Construction Industry – Data Dashboard**. This online resource offers insights into market trends, salary benchmarks, training, and innovation.
- ◆ **Construction Skills Network & CITB (Construction Industry Training Board)** published a 5-year outlook report [Labour Market Intelligence Report - Construction Scotland 2024-2028](#), reporting that *'The additional recruitment requirement in Scotland of 2.4% per year is higher than the UK value of 1.9% and means an extra 26,100 workers will be needed in the nation from 2024 to 2028'*.
- ◆ **Home Building Federation – State of Play 2025/26: Challenges and opportunities facing SME home builders, Nov 2025**. Details the findings of one of the most comprehensive surveys of Small and Medium Enterprise (SME) housebuilders. The top three industry constraining factors in order are red tape (64%), planning resources (59%), political decision-making (50%) and cost of securing planning permission (50%).
- ◆ The National Federation of Roofing Contractors (NRF) publish quarterly [State of the Roofing Industry](#) data tracking workloads, enquiries, employment levels, skills, material shortages and inflation levels across the industry. The latest reports are available to members, older reports can be accessed free.
- ◆ [The Glenigan Construction Review](#) is a free monthly compendium of construction industry performance and activity.
- ◆ **The Construction Index** has up-to-date news and analysis on construction output and trends in the United Kingdom, which may offer further insight into residential and commercial building markets. (www.theconstructionindex.co.uk).
- ◆ [Office for National Statistics](#) (ONS) – Construction output in Great Britain: March 2026, new orders and construction output price indices, January to March 2026.

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How can I find out about my competitors?

Business Gateway's online guide to [Competitor Analysis](#) explains how to find your competitors, how to research what they're doing and how to act on what you learn about them.

Immediate competition will be from other businesses in your local area. There are several online directories which can be used to find company information and generate lists easily and at no expense. Many Local Authorities also publish local business directories on the web. Below are some key web resources:

- ◆ General business directories such as [Yell](#) ,[Thomson Local](#) or [Google Maps](#)
- ◆ Trade specialists like [EuroPages](#) (European directory), [The Wholesaler](#) or [Free Index](#)
- ◆ Business to business (B2B) specialists such as [Kompass](#)

Likewise, your local Chamber of Commerce may publish a members' directory; find your local Chamber on the [Scottish Chambers](#) website.

Once you've identified who your competitors are, the next step is to gather information on the way they do business. Which services do they provide? How do they market themselves? How much do they charge?

To learn about your competitors:

- ◆ Look for articles or adverts in local newspapers, trade press and directories.
- ◆ Try to read their marketing material; if the company has an online presence, visit the company's website as a first port of call. Not only does it give you a better understanding of the company's activities, it can also offer a wealth of information such as a company history or staff biographies, as well as the company's partners or suppliers
- ◆ Search for information on limited UK companies via the [Companies House](#) website
- ◆ Gain an insight into your competitor's performance using credit checks and the accounts that limited companies are required to submit to Companies House each year.

We can provide credit checks free of charge; if you are interested in using this resource, or looking for us to help you find relevant publications, please contact us by emailing info@bgateway.com or by calling **0300 013 4753**



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What about suppliers?

[Choosing and Managing Suppliers](#) can help you decide what you need from a supplier, how to identify one and how to choose one to deal with.

Trade associations or industry specific organisations may also be able to recommend suppliers or contacts. You can also use the aforementioned resources for finding competitors to find suppliers.

Once you have decided on a supplier, we can run a credit check on the company to help assess their financial stability. We provide credit checks free of charge; if you are interested in using the resource please info@bgateway.com or by calling **0300 013 4753**.

Who are my customers?

Your business plan should include information about the customers you would expect. Business Gateway's guides on [Market and customer research](#) will help you to identify new trends, opportunities, customers and competitors.

It can be useful to group your customers by geographical location, age or lifestyle. The websites listed below are freely available and can provide most of this information. If you can't find what you're looking for from these websites, please contact us and one of the team will be happy to help:

- ◆ Access the latest population estimates from the [National Records of Scotland \(NRS\)](#). NRS also offers demographic factsheets for each council area in Scotland, which can provide summary statistics for the area you will be based in.
- ◆ Information from the most recent census in 2011 is released via the official website. See in particular the [Census Area Profiles](#). Clicking on your area of interest will give the latest population figures, including estimates by age.
- ◆ [Understanding Scottish Places](#) has interactive profiles of towns and cities across Scotland. It can be useful for understanding the interrelationships and flows between towns, and also gives comparisons between two or more places.
- ◆ [Scottish Government Statistics](#) provide accurate and up-to-date statistics on Scotland, covering population, health, education and housing.
- ◆ [The Scottish Household Survey](#) provides information on the structure, characteristics, attitudes and behaviour of Scottish households, both at a national and local level.
- ◆ [Office for National Statistics \(ONS\)](#) is the recognised national statistical body for the UK. ONS covers a wide range of demographic, economic and social issues at a UK level.



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How can you help me with other aspects of starting my business?

The Business Gateway website has guides, videos, online tutorials and tips on all aspects of starting up a business in Scotland. Follow the links below to explore each resource:

Accountancy

Institute of Chartered Accountants of Scotland's (ICAS) ["Find a Chartered Accountant"](#) tool

Funding

[Practical information](#) on finance and funding for starting and growing your business

Insurance

[Business insurance guide](#)

Legal Help

Gov.uk ["Licence Finder"](#) tool

Law Society of Scotland's ["Find a Solicitor"](#) tool

Pricing

Business Companion [Pricing & payment guide](#).

Please note: the most effective way to research pricing is to conduct your own research – visit wholesalers or suppliers to obtain price lists, find quotes from similar companies and work out what other businesses in your area are charging

Promotion

[BG guides to Marketing](#)

Training

[Skills Development Scotland's My World of Work](#)

[Funding for training](#)

[Small Business Bonus Scheme \(Scotland\)](#)

Your local Business Gateway can offer events, workshops and 1:2:1 support on all aspects of starting and developing your business. Call the helpline on **0300 013 4753** to find out what is available in your area.

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