

SECTION 7

GARAGE, SHED AND CARPORT CONSTRUCTION DATA



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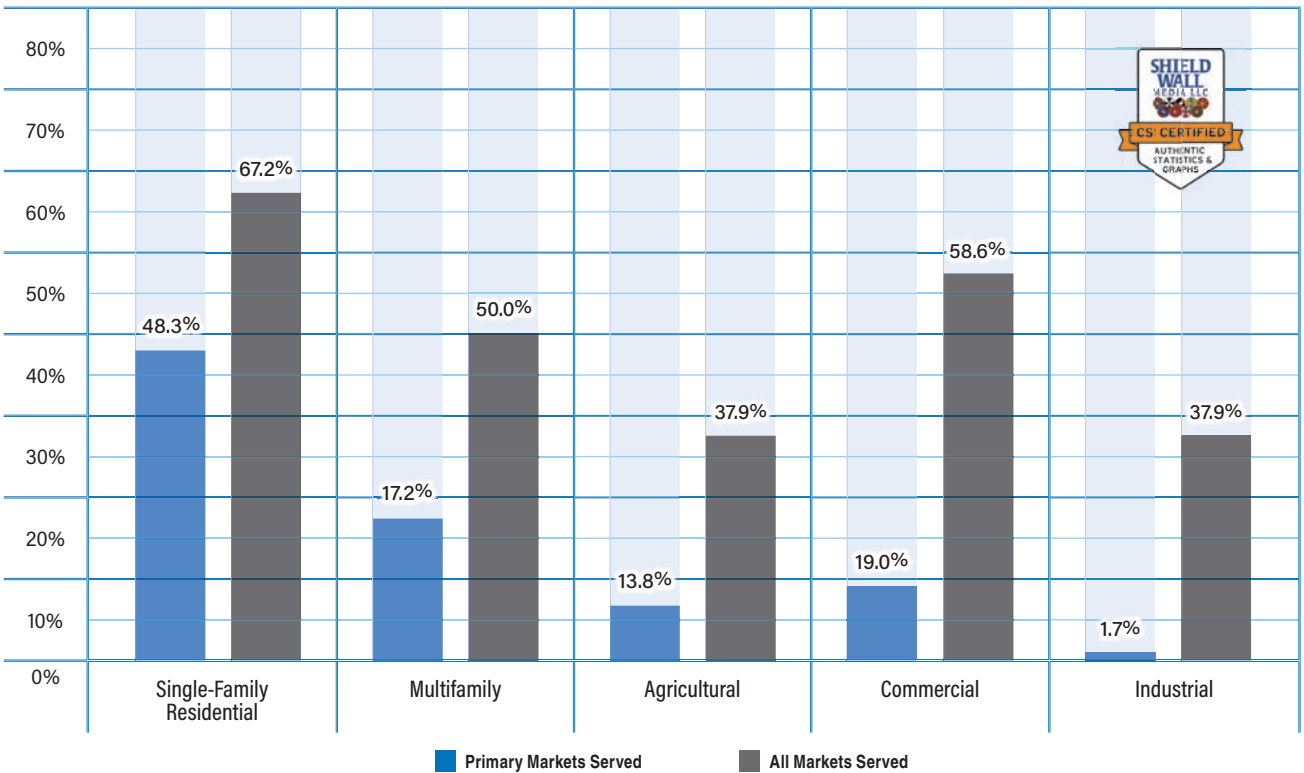
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The garage, shed, and carport segment represents a specialized but resilient niche within the broader construction industry, focused primarily on accessory and small-structure buildings. It is heavily residential in orientation, driven by homeowner demand for storage, hobby space, and vehicle protection, yet it maintains meaningful ties

to agricultural and light commercial work. The market is largely contractor-led and skewed toward new construction rather than remodeling. While historically associated with smaller projects, the segment is showing signs of maturation, with rising job sizes, growing interest in productivity-enhancing technology, and cautious but deliberate expansion plans.

Chart C1 – Market Segments Served



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Characteristics of the Garage, Shed, and Carport Industry

Survey respondents who identify garage, shed, and carport construction as their primary business show a strong concentration in residential work (48.3%), but they still maintain a measurable presence in agricultural (13.8%) and commercial (19%) markets. In contrast, firms that are engaged in this segment, but not as a primary part of their business, demonstrate a less sharp residential focus, with a smaller share of their revenue tied directly to homeowner-driven projects. **C1**

The primary group appears less diversified, with comparatively lower participation in industrial applications. Meanwhile, companies for whom this product line is a mix in other revenue streams tend to leverage broader capabilities, allowing them to capture incremental work in agricultural and small commercial segments. Overall, exclusivity correlates with tighter residential specialization and less market diversification. **C2**

Respondents are well represented in the South (32.8%), which holds the largest regional share of respondents, followed by the Midwest and East at 25.9% each. The West holds a smaller but notable portion.

Chart C2 – Location

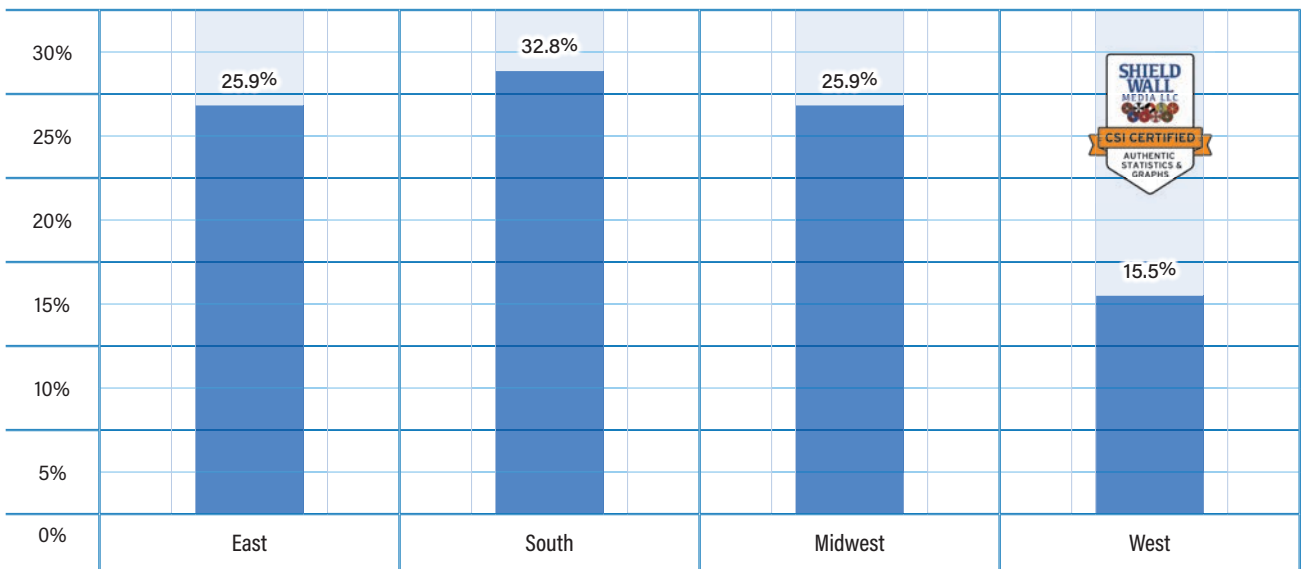


Chart C3 – Role in Construction

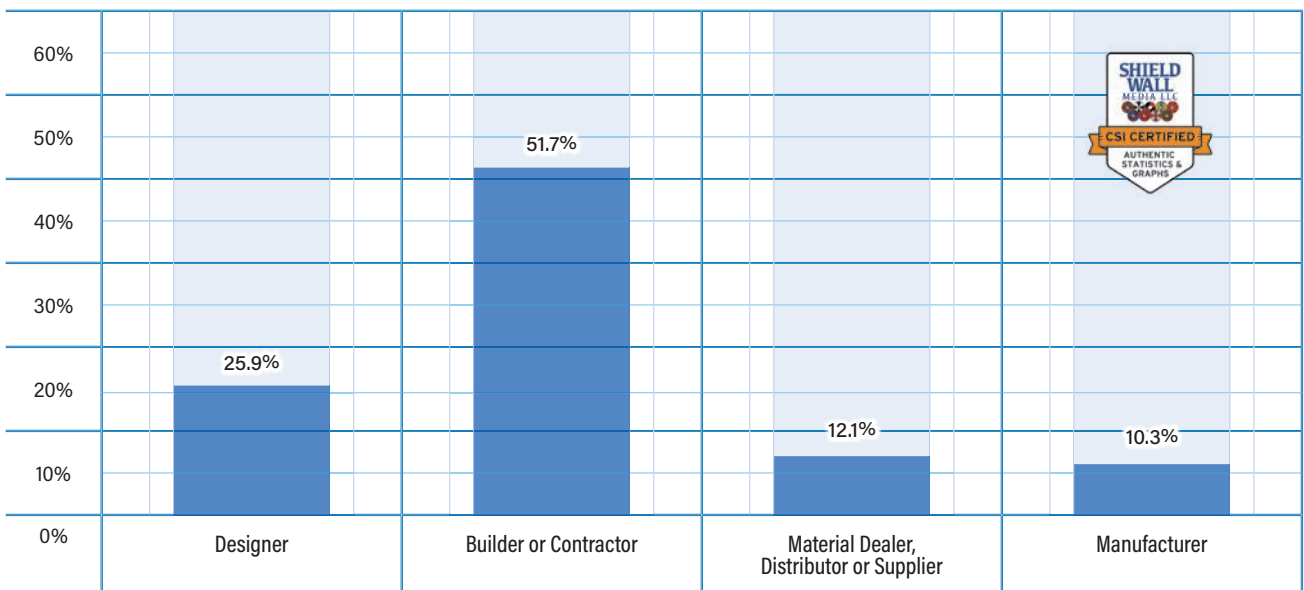
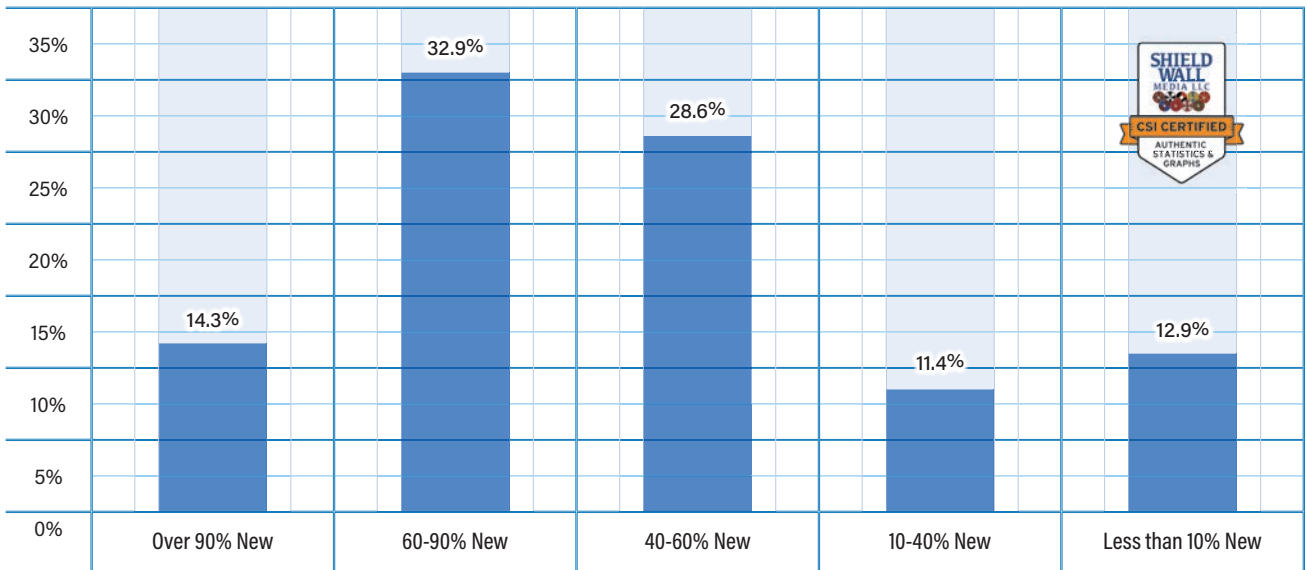


Chart C4 – Percentage of New Construction vs. Remodel



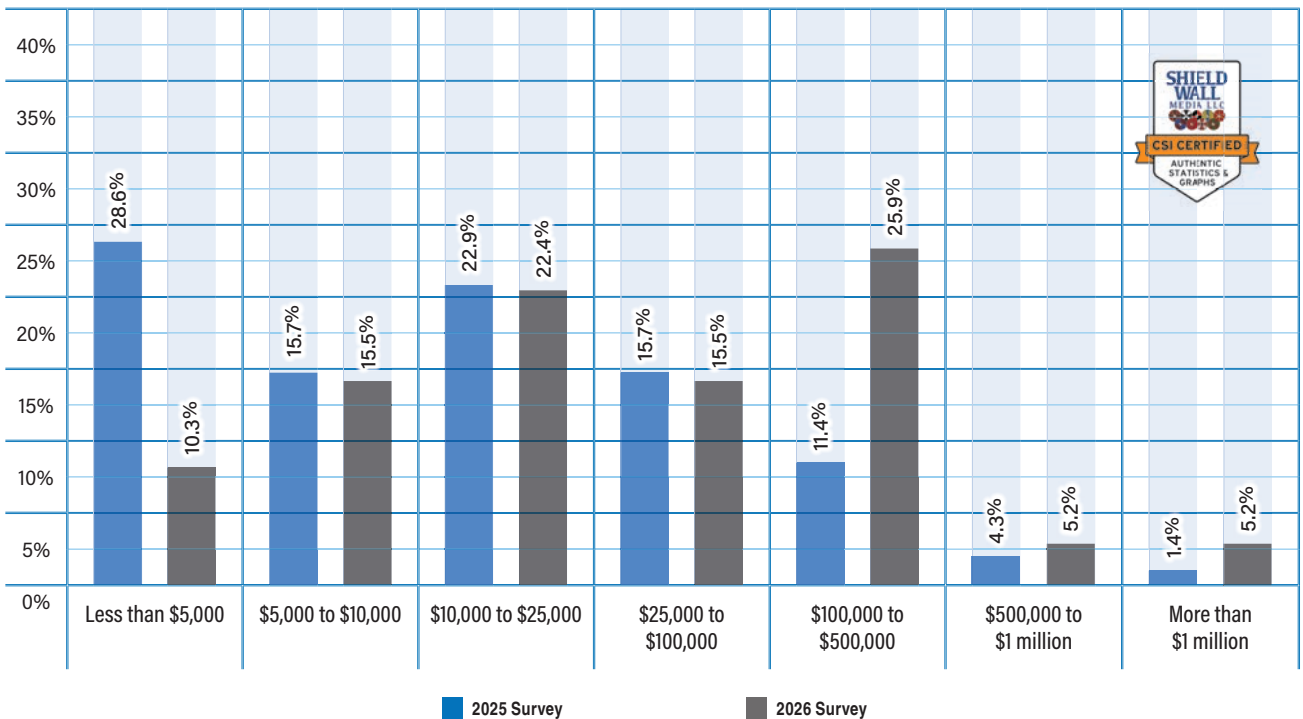
Overall, participation aligns with regions where rural land use and lower-density housing support strong demand for accessory structures. **C3**

Most garage, shed, and carport respondents identify primarily as builders or contractors, accounting for more than half (51.7%) of survey takers. Designers make up roughly a quarter, while material dealers and distributors represent a smaller share.

Manufacturers comprise about one in ten respondents, with only a handful selecting other roles, indicating a contractor-driven audience. **C4**

Companies engaged in garage, shed, and carport construction lean strongly toward new construction. About half say at least 60% of their work is new builds, while 14.3% get more than 90% of their work from new projects. Only 11.6% of respondents

Chart C5 – Average Job Size



say they get more remodeling work than they do new construction. **C5**

Average job sizes shifted noticeably upward year over year. In 2025, smaller projects dominated, with about two-thirds of respondents reporting average jobs under \$25,000 and fewer than one in five exceeding \$100,000. By 2026, that mix flipped: the under-\$25,000 share dropped to under half, while projects above \$100,000 more than doubled, led by strong growth in the \$100,000 to \$500,000 range. The largest tiers, including jobs over \$1 million, also ticked up. Overall, the data signals a clear move toward larger, higher-value garage, shed, and carport projects. **C6**

carport construction offer financing because many of their customers demand it. Having the product and financing in one package, such as purchasing a new car at a dealership, makes sales easier and gives companies a predictable revenue source. Consequently, low interest rates become a great harbinger of increased sales in this niche, and higher rates, such as has been experienced since the pandemic and the rapid inflation that occurred afterward, can constrain the growth of companies.

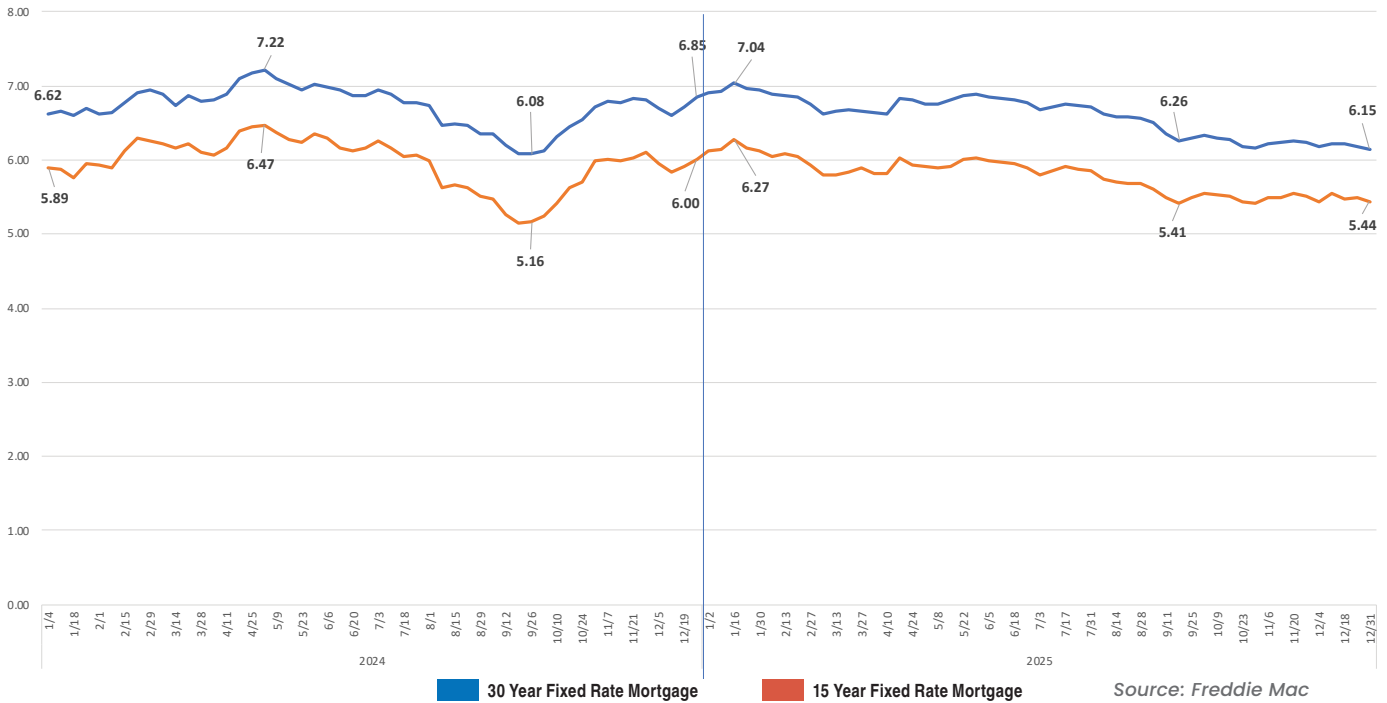
Affordability remained the central challenge. Home prices proved more resilient than many analysts expected, supported by limited existing-home inventory as millions of homeowners held onto ultra-low mortgage rates. Higher borrowing costs, combined with still-elevated prices and rising insurance and property tax burdens, kept monthly payments near record highs rela-

Projected Industry Growth

A lot of companies engaged in garage, shed, and

Chart C6 – Mortgage Rates
(Jan. 2024 through Dec. 2025)

Mortgage Rates Jan. 2024 through Dec. 2025



Source: Freddie Mac

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tive to incomes. First-time buyers were particularly constrained.

Optimism about the overall construction industry in 2026 declined slightly compared to 2025 among companies engaged in garage, shed, and carport construction. Views were more cautious, with a sizable share describing conditions as flat and a meaningful minority expressing negative expectations.

Respondents to last year's survey reported the balance was more positive, with 40% rating the general construction outlook as improving and 31.4% expecting the economic conditions in construction to remain the same in 2025. However, more survey takers, (27.3%) thought the market would decrease in 2026 as opposed to those from last year's survey. The 2024 respondents who anticipated a poorer year in 2025 were about 21.4% of the respondents, which is signifi-

Chart C7 – Sentiment about the Construction in 2025

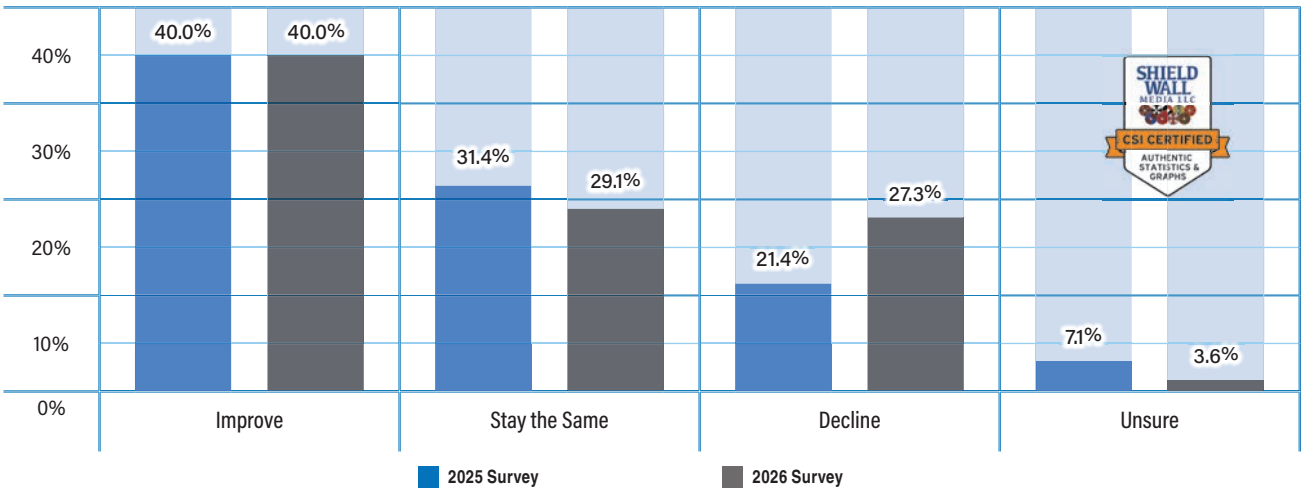
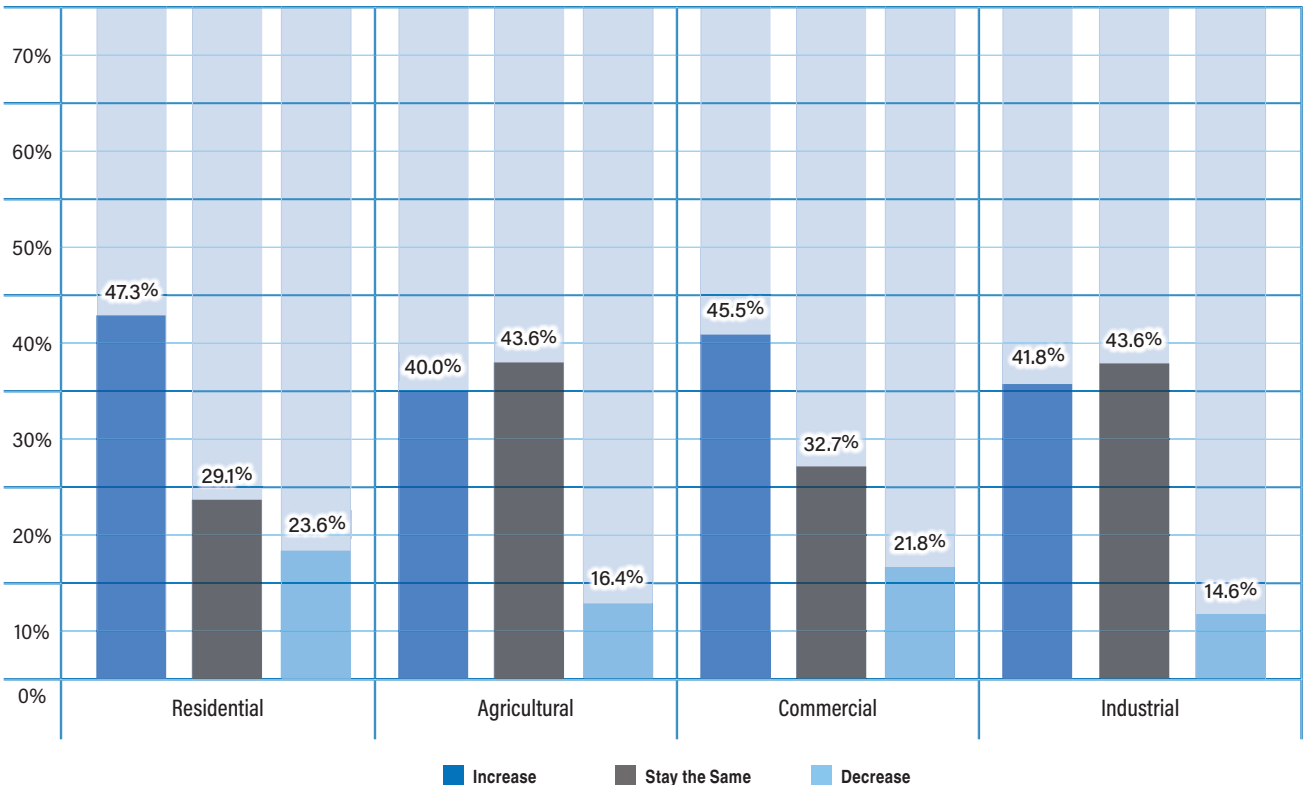


Chart C8 – 2026 Growth Sentiment by Market Segment



cantly less pessimistic than this year's respondents. In the 2026 survey, fewer survey takers were uncertain about what would happen in 2026, indicating a more entrenched view of the economic conditions. The overall tone moved from mostly optimistic to guardedly cautious, suggesting declining confidence in demand and project pipelines in the face of broad economic headwinds including low consumer confidence and continued elevated interest rates. **C8**

Attitudes toward growth in 2026 among garage, shed, and carport respondents varied by market segment, but most categories showed net positive momentum. Industrial work led the way, with 85.5% of respondents expecting that market to improve or stay the same. Trailing slightly was the attitude toward growth in the agricultural market, where 83.6% of survey takers expected an improving or flat market. The residential and commercial segments posted nearly identical expectations of growth, but there was more pessimism about growth in the residential market with 23.6% of respondents saying that market would

decline in 2026. About one in five respondents expected the commercial market to dip.

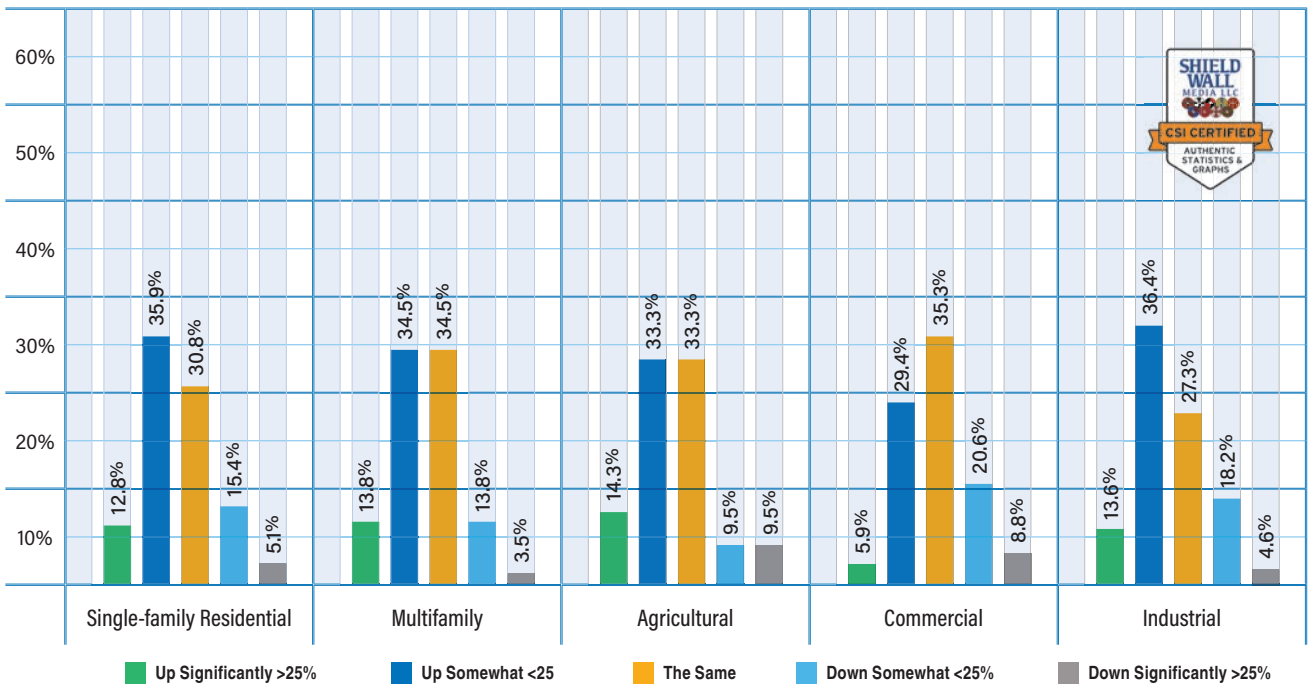
Companies engaged in garage, shed, and carport construction were significantly divided about prospects for the residential industry. More respondents expected growth in 2026 than in any other segment, but more respondents also expected a decline than any other segment. Very few, in comparison, anticipated a flat market.

The data points to a market anchored by industrial market strength, supplemented by steady agricultural and selective commercial activity, as operators navigated higher borrowing costs and broader economic uncertainty.

Company Size and Growth Projections

The sales performance in 2025 of companies engaged in garage, shed, and carport construction can be reported as generally positive, though results var-

Chart C9 – 2025 Gross Sales Compared to 2024 by Market Segment



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ied by segment. Across the board, about half of the respondents in four segments—single-family residential, multifamily, agricultural, and industrial—say their businesses grew. There was even consistency in whether the growth was significant (greater than 25%) or incremental. About 13% of respondents report significant growth and about a third report smaller growth. **C9**

On the downside, about a fifth of companies in the same segments report 2025 gross sales declined year over year, although companies serving the multifamily market say the decline was only about 17%.

Sometimes, it matters where companies are located, but not always. Todd Carlson, president, AJ Manufacturing, Bloomer, Wis., says, “There was growth in nearly all sectors of building types and geographies in 2025 compared to 2024.”

Respondents in the commercial segment tell a different story. Only 35.3% of them report increases in gross sales in 2025 compared to 2024, and nearly 30% report a decline. Most of those reporting lower sales (18.2%) say it was not significant. Overall, the data reflects broad-based improvement, led by residential demand and supported by steady rural activity. **C10**

Looking toward 2026, respondents in the garage, shed, and carport industry projected growth from 2025 across the multifamily, agricultural, and industrial segments, with about 60% of respondents saying they expect to increase sales in 2026. But compared to how they reported growth in 2025, all of them are far more cautious. For the other two segments—single-family residential and commercial—fewer than half of the respondents were optimistic about growth next year.

But even among those looking to grow, fewer than 5% of respondents said the growth would be greater than 25%. That’s a very cautious outlook. The optimism is tempered by the concern about declining fortunes. About one in five respondents in this industry say they expect to see year-over-year reductions in sales. In the commercial market segment, that jumps to a quarter of all respondents.

Respondents in other niches that sales will remain the same. Not so here. Among companies doing garage, shed, and carport construction,

32.4% of respondents in the commercial segment expected a flat year. In single-family residential, it was 30.8%. But the other segments were significantly lower with around 20% or less seeing a year of no growth.

Future Opportunities and Challenges

Above, we reported that companies engaged in garage, shed, and carport construction working in single-family residential markets were least likely to anticipate growth in 2025, so it’s not surprising that they — along with multifamily and commercial companies — were unlikely to have plans to expand their businesses this year. However, 51.9% in single-family residential had no plans to expand their businesses in 2025 or even beyond **C11**

Expansion plans among garage, shed, and carport respondents are measured but generally positive. Single-family residential firms were the least likely to report expansion plans for 2026 (21.1%) and the most likely to have no plans in the hopper (44.7%). Matching the pattern established in the overall construction industry sentiment and expectations for growth areas, commercial companies join the single-family respondents in holding their powder on expansion. This is more confirmation of the lower optimism respondents in these segments have about 2026. Interestingly, the agricultural niche is split in thirds between planning expansion in 2026, planning it for later, and having no plans to expand at all.

Companies serving the industrial market were more robust in their expectations about expanding operations. A caution about that response, though, since only 1.7% of survey takers said this was their primary market. **C12**

Companies engaged in garage, shed, and carport construction plan to add resources in 2026 primarily through workforce expansion and equipment investment. The most common additions center on hiring support labor, with more than half of survey takers saying they are looking to bolster back office operations. That coincides with an overall effort to grow through addition of new products or building types

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Chart C10 – 2026 Projected Gross Sales Compared to 2025 by Market Segment

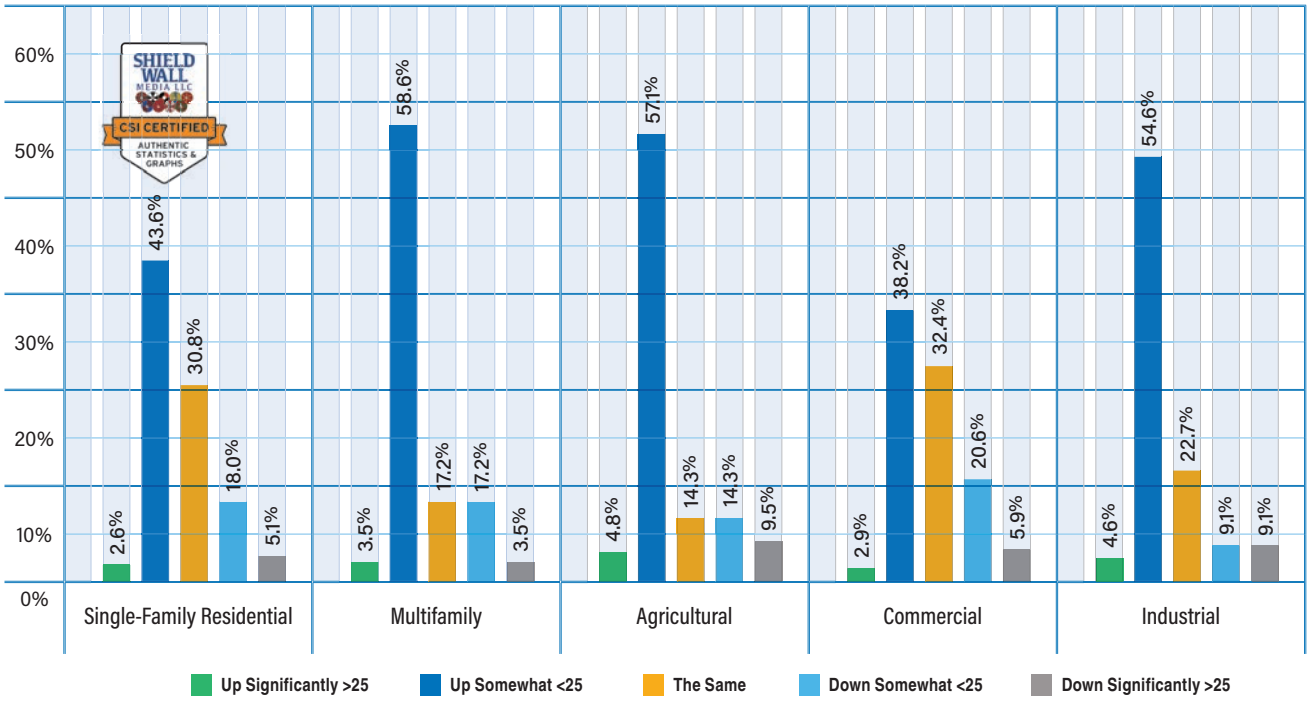


Chart C11 – Expansion Plans

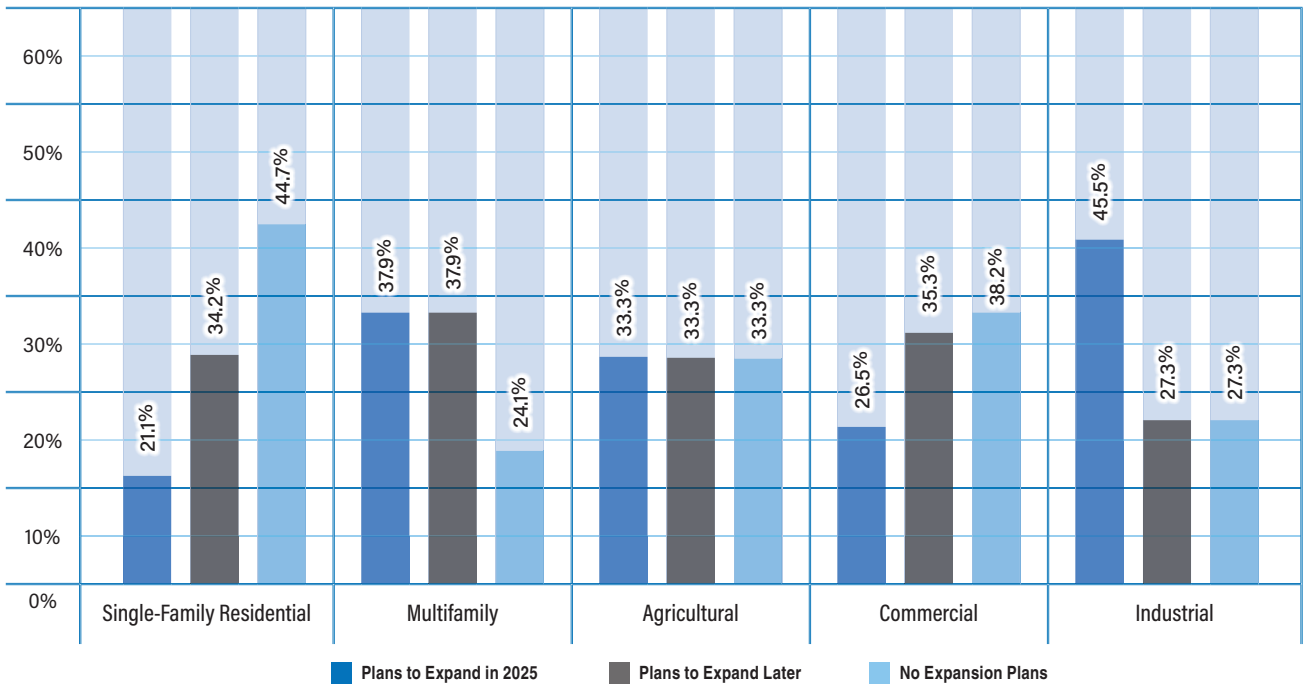
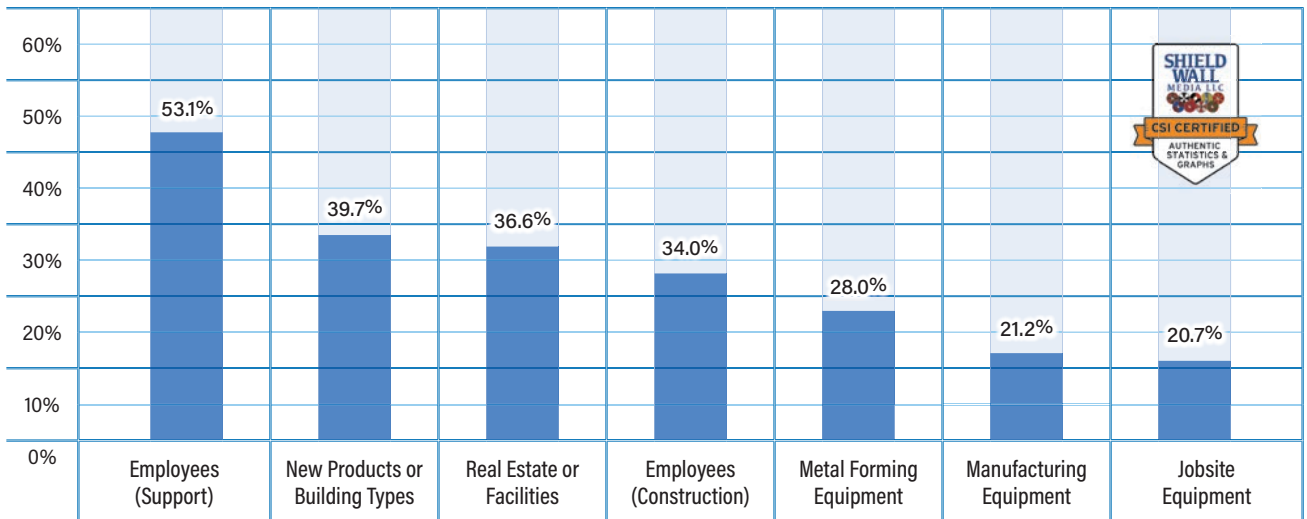


Chart C12 – Plans to Add Resources



(39.7%), adding facilities (36.6%), and investing in equipment.

The addition of support employees (53.1%) and field crews (34%) will be required to meet the growth demands from adding new products or increased project volume in existing product lines. Overall, the data reflects cautious but deliberate growth strategies, with companies prioritizing people and investing capital in productivity-enhancing assets to position themselves for increased demand in 2026 and beyond. **C13**

New technology is expected to play a meaningful role going forward among companies engaged in garage, shed, and carport construction, led by strong interest (47.6%) in artificial intelligence (AI). In addition, can improve estimating accuracy, sales forecasting, and customer engagement, making it

one of the most influential emerging tools. Manufacturing automation (41%) and broader automation to save labor (31.2%) also rank high, reflecting ongoing pressure to improve productivity amid workforce constraints.

Business management and sales software remain central to operational efficiency, with many firms viewing upgrades as essential to scaling operations. Manufacturing software similarly stands out as companies look to streamline production workflows and reduce waste. Design and engineering software continues to gain traction, helping firms deliver faster turnarounds and more customized solutions.

While 3D printing ranks below the others, it still appears among the top technologies, signaling curiosity about its long-term potential. This is the only

Chart C13 – Top Five New Products or Technology Impact

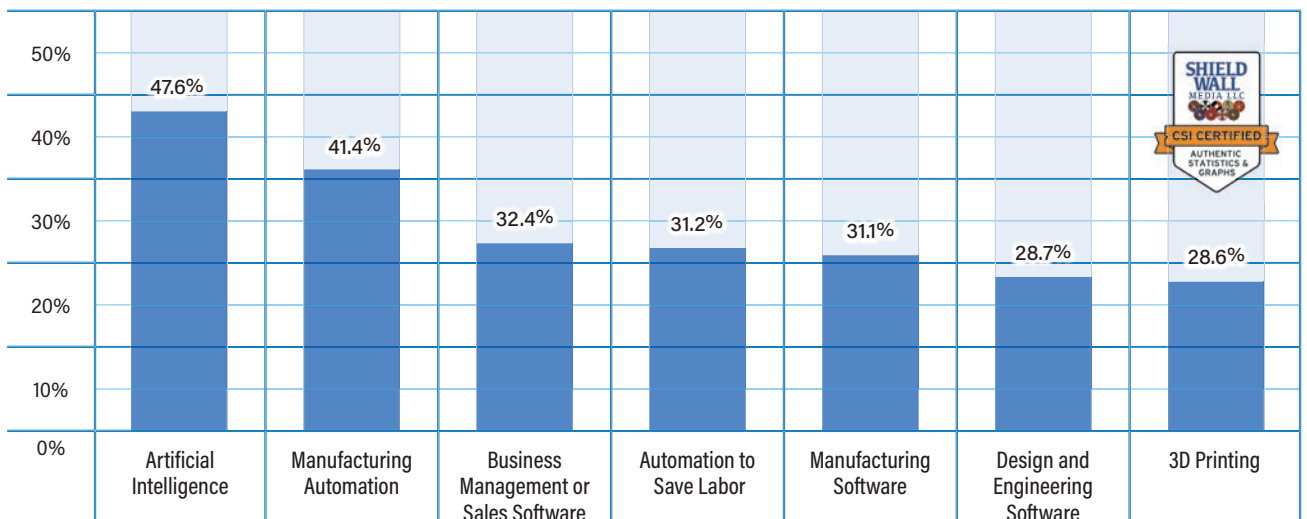
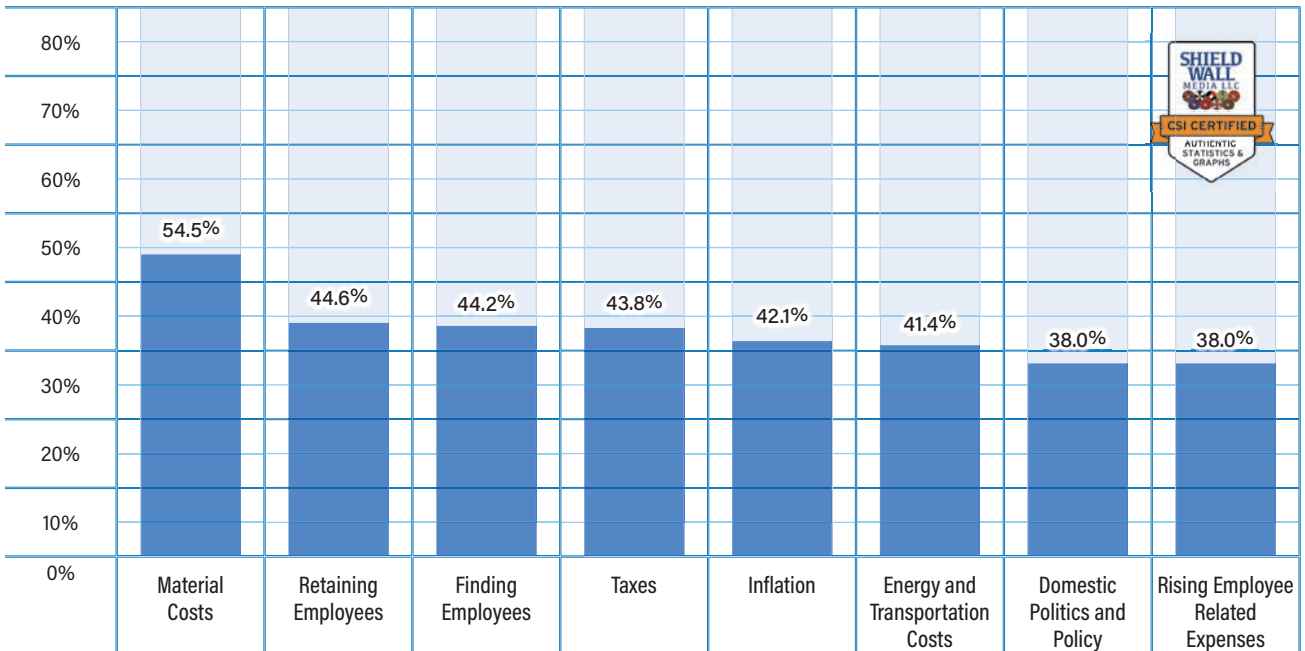


Chart C14 – Challenges in 2026



niche in the CSI report where 3D printing was one of the top seven selected options. Overall, respondents anticipate technology will enhance efficiency, offset labor challenges, and sharpen competitive positioning. **C14**

2026 will be shaped largely by cost pressures and workforce constraints, according to respondents engaged in garage, shed, and carport construction. The cost of materials ranks as the leading concern (54.5%), reflecting continued volatility and limited pricing relief. Inflation (42.1%) remains closely tied to that issue, influencing not only materials but also overhead and customer purchasing power.

Labor challenges are equally prominent. Retaining existing staff (44.6%) and finding qualified employees (44.2%) both rank near the top, underscoring persistent workforce shortages. Rising employee-related expenses—such as wages, benefits, and insurance—compound those concerns,

squeezing margins even as firms attempt to stay competitive in hiring.

Taxes (43.8%) and domestic politics and policy (38.8%) also appear among the most cited challenges, signaling unease about regulatory changes, compliance burdens, and potential shifts in fiscal policy. Meanwhile, the cost of energy and transportation (41.4%) remains a significant operational hurdle, affecting delivery, fuel, and logistics expenses.

Collectively, the top concerns point to an environment where managing costs and securing reliable labor will be critical to maintaining profitability in 2026. Putting that in a larger context, Mike Green, vice president of sales and marketing, Leland Industries, says, “Our largest challenge for 2026 will be navigating the new economic landscape and developing new opportunities amidst the uncertainties that face most businesses.”

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