

■ PRESS RELEASE – CBS Co-operative

Date: August 2025

Builders Busy Now, But Caution Creeping In – CBS Member Survey

CBS Co-operative's latest nationwide member survey has taken the pulse of New Zealand's building sector — and while the current picture is far from bleak, a cautious undercurrent is flowing through the industry.

The August 2025 CBS Member Survey, completed by builders, tradies, and suppliers across the country, reveals most businesses remain active now, but the outlook over the next few months is mixed.

Key findings:

- Current activity: 54% steady, 37% slowing, 10% flat out, 9% with no work.
- Pipelines: Only 16% report a strong pipeline; 52% have a mix of confirmed jobs and gaps; 22% are struggling to fill their books.
- Work types: Renovations dominate (53%), followed by new builds (29%) and maintenance/subcontracting (26%).
- Regional picture: Canterbury (26%) and Auckland (20%) lead in activity, with the Bay of Plenty (15%) and Wellington close behind.
- Top challenges: Client hesitation (39%), lack of leads (23%), and cashflow pressure (22%).
- Confidence score: 6.7/10 for the next 12 months.

CBS CEO Carl Taylor says the results reflect an industry at a turning point:

"Our members are busy in August, but there's a real sense of 'wait and see' when it comes to forward work. Client hesitation is the biggest single issue, and that affects not just builders, but suppliers, subbies, and the whole supply chain."

Taylor notes that renovations are holding up strongly, a sign that homeowners are still willing to invest in upgrading existing properties even as the new-build market cools.

"Renovations are the bright spot right now. They're less dependent on land availability and council consent delays, and homeowners can tackle them in stages. But new builds and commercial work are under more pressure."

The survey also shows regional differences in market confidence, with Canterbury respondents more upbeat than those in parts of the North Island.

"Where there's strong local infrastructure and population growth, workloads are holding. But in some regions, particularly where pipelines are thinner, businesses are watching every lead closely," Taylor says.

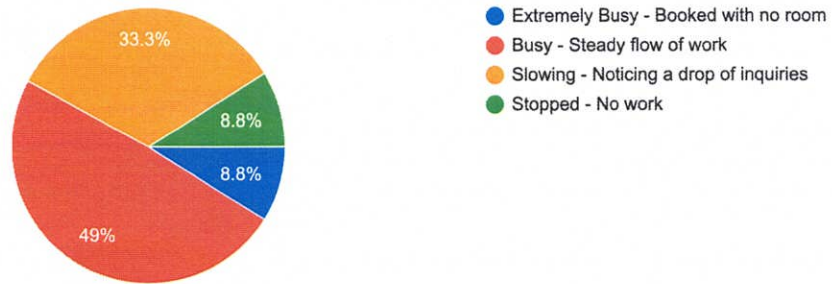
The CBS Member Survey is conducted regularly to track trends in the industry, giving a grassroots perspective from those actually on the tools and running the businesses that keep the sector moving.

About CBS Co-operative

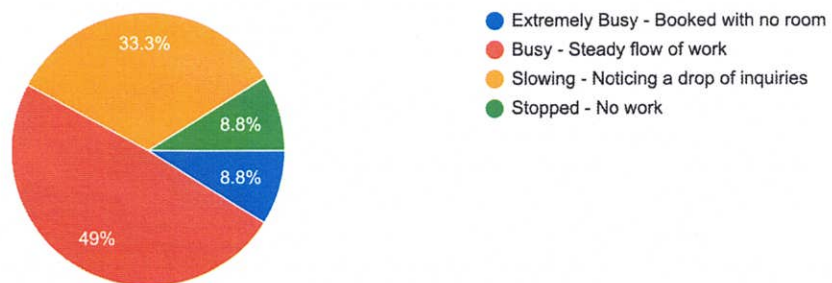
CBS Co-op is New Zealand's only 100% member-owned building industry buying group, representing builders, tradies, and suppliers nationwide.

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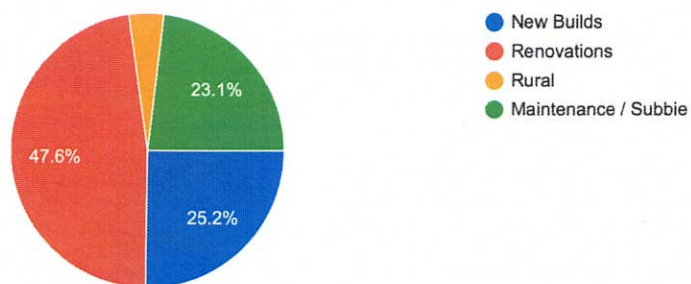
How would you describe your current level of business activity ?



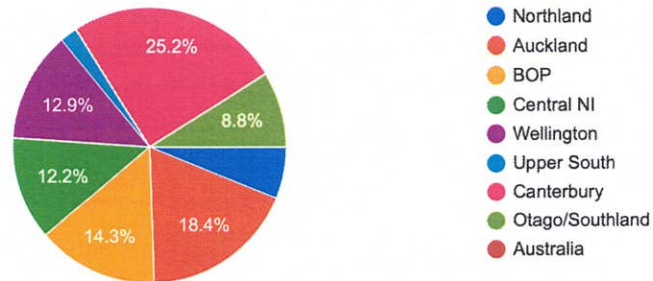
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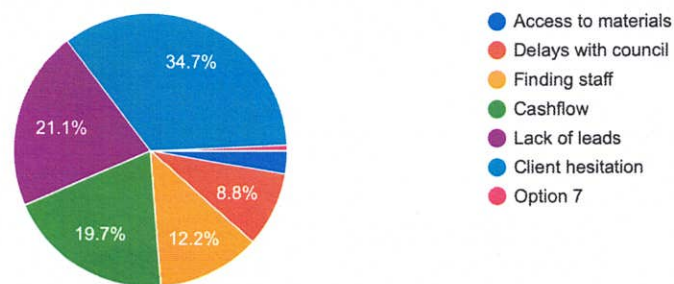
What type of work makes up most of your pipeline ?



Which region are you operating in ?



What are the biggest challenges facing your business right now ?



On a scale of 1 - 10, How confident are you about the next 12 months ?

