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EGIA Releases Comprehensive 2026 HVAC Contractor Survey Research Report

The second annual state-of-the-industry report was compiled based on surveying hundreds of HVAC contractors across the United States and Canada, uncovering powerful trends and must-know insights for every contracting business and the organizations that serve them.

FOR IMMEDIATE RELEASE

SACRAMENTO, CA – April 15, 2026 – The Electric & Gas Industries Association (EGIA), a leading nonprofit association dedicated to helping home services contractors build better businesses, has released its 2026 HVAC Contractor Survey Research Report. Developed in partnership with market research firm Decision Analyst, this definitive, data-driven look at the state of the residential HVAC industry reveals important insights from hundreds of contractors across North America.

The 2026 report uncovers what top-performing contractors are doing to succeed in their businesses—and what’s holding others back. Key takeaways include:

- **Top threats remain consistent year-over-year:** labor shortages, increased costs, and government regulation
- **Relationships with Distributors & Manufacturers:** many contractors have or are considering switching distributors or brand of equipment, and their relationship with Distributor Territory Managers ranks as the most important factor
- **Price increases:** almost all companies have raised prices within the past year
- **Services offered:** an increase in the number of contractors who have added plumbing and electrical services
- **Biggest internal challenges:** hiring and retention, lead generation, and operations
- **High consumer financing adoption** and an expanding interest in AI tools
- Plus deep insights into **marketing strategy, training investment, growth expectations,** and more

“This report gives contractors a clearer view of what is happening across the industry and where the market is headed,” said Bruce Matulich, CEO of EGIA. “From business challenges and growth priorities to shifting customer needs and buying trends, the insights in this year’s survey are designed to help contractors make more informed decisions and better position their businesses for long-term success.”

EGIA Contractor University and HVAC Distributor University members can now access the full report for free via their Member Dashboard. For non-members, the report is available for purchase at: EGIA.org/2026Survey.

“This report reflects a thorough look at the residential HVAC industry and the forces shaping it today,” said Julie Trujillo, Senior Vice President at Decision Analyst. “EGIA’s goal was to provide meaningful, actionable insights grounded in the real experiences and perspectives of contractors across the market. The result is a report that helps uncover the challenges, priorities, and opportunities that will influence contractor success in 2026 and beyond.”

For more information, visit EGIA.org or access the full report at EGIA.org/2026Survey.

About the Electric & Gas Industries Association (EGIA)

EGIA is a nonprofit organization that empowers home services contractors to get the most out of their businesses through industry-leading training, financing and marketplace solutions. Its Contractor University offers access to the industry’s most recognized educators, who deliver innovative keys to success through online training systems, in-person workshops, conferences and webinars. OPTIMUS Financing, which has facilitated financing for hundreds of thousands of residential and business projects valued at over \$9 billion, provides contractors with a best-in-class suite of financing options. EGIA’s HVAC Distributor University delivers powerful and convenient training solutions designed to empower sales team success within HVAC distribution businesses. EGIA is also a recognized leader in delivering sponsored demand management and resource efficiency services on behalf of electric, gas and water utilities and municipalities. These services include financing; rebate program administration and rebate processing; contractor network management, training and certification; and sales channel development and support. Learn more at www.EGIA.org.

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