

HVAC Distribution Market Size, Share & Trends Analysis Report By Equipment (Heat Pump, Furnace), By Application (New Construction, Retrofit & Renovation), By End Use (Commercial, Residential), By Distribution Channel, By Region, And Segment Forecasts, 2025 - 2030

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Abstracts

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HVAC Distribution Market Growth & Trends

The global HVAC distribution market size is anticipated to reach USD 408.03 billion by 2030, growing at a CAGR of 6.7% during the forecast period, according to a new report by Grand View Research, Inc. The HVAC distribution industry has witnessed significant growth in recent years, driven by a combination of factors including urbanization, increasing construction activity, and rising demand for energy-efficient solutions. As the global population continues to move to urban centers, the demand for residential, commercial, and industrial buildings has surged, creating a growing need for HVAC systems. This trend is especially prevalent in emerging markets where infrastructure development is rapidly advancing.

A key trend in the HVAC distribution industry is the shift towards energy-efficient and sustainable systems. With growing concerns over climate change and the push for carbon reduction, both consumers and businesses are increasingly adopting systems that promote energy savings. This has led to a surge in demand for products that feature advanced technologies like variable refrigerant flow systems, geothermal heating, and solar-powered HVAC units. Additionally, regulatory frameworks and

government policies that incentivize green building certifications, such as LEED, further bolster this demand.

The market is also seeing an increasing shift toward digitalization and smart HVAC systems. Internet of Things (IoT)-enabled HVAC solutions are becoming more common, allowing for real-time monitoring and optimization of energy use. This trend is spurred by advances in smart home technology, where HVAC systems are integrated with other building management systems, allowing for seamless automation and increased control. The adoption of cloud-based platforms for HVAC monitoring and predictive maintenance is also helping distributors and service providers improve operational efficiency and customer satisfaction.

Moreover, e-commerce and direct-to-consumer (D2C) distribution channels are transforming the HVAC market. The rise of online marketplaces and B2B platforms has made HVAC products more accessible to consumers, especially in regions where traditional distribution networks are not well-established. This shift is not only making it easier for end-users to purchase HVAC products but also enabling HVAC distributors to reach a wider audience with enhanced visibility and product availability. As a result, HVAC distributors are increasingly focusing on building robust e-commerce strategies and offering comprehensive after-sales services to stay competitive in the market.

HVAC Distribution Market Report Highlights

Based on equipment, the air conditioning equipment segment led the market in 2024. The HVAC distribution of air conditioning is increasingly focused on energy-efficient, eco-friendly models like inverter and VRF systems, driven by sustainability regulations and consumer demand for lower operating costs.

In the residential HVAC distribution market, there is a growing preference for energy-efficient, compact systems like ductless mini-splits and smart thermostats, driven by rising energy costs and environmental concerns. Additionally, home automation integration is becoming more common, as homeowners seek seamless control over their HVAC systems through mobile apps and voice assistants.

The offline HVAC distribution market continues to thrive through traditional dealer networks, contractors, and wholesalers, providing hands-on support and expertise to customers. Despite the rise of online sales, many consumers and businesses still prefer the personalized service, installation, and after-sales

support offered by offline distributors.

In the new construction sector, the HVAC distribution industry is witnessing increased demand for centralized HVAC systems, energy-efficient solutions, and smart building integration to meet sustainability standards and enhance comfort. Builders are opting for modular and scalable HVAC systems that can be easily customized for various building sizes and layouts, ensuring long-term performance and energy savings.

Based on region, Asia Pacific led the market in 2024. The Asia Pacific HVAC distribution market is expanding rapidly due to urbanization, infrastructure development, and rising demand for energy-efficient systems across residential, commercial, and industrial sectors. Countries like China, India, and Southeast Asia are leading this growth, driven by government regulations on energy efficiency and the increasing adoption of smart HVAC technologies. ?

In May 2025, DSG launched a new distribution center and branch in North Dakota, expanding its capacity threefold to better meet growing market demand.

Companies Mentioned

HVAC Distributors

Watsco, Inc.

CAREL Japan

Salvador Escoda

Ferguson Enterprises

Reece Group

Winsupply Inc.

Johnstone Supply

Dynamic distributors

Gustave A. Larson Company

United Refrigeration, Inc.

2J Supply HVAC Distributors

Duncan Supply Co. Inc.

Crescent Parts & Equipment

Northeastern Supply Co.

Guangzhou Tofee Electro-Mechanical Equipment Co., Ltd.

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