Furniture Market

Analysis of leading stores in USA

Top 100 post 11% sales increase

Bedding specialty stores include stores where bedding is the majority of product. Examples include Mattress Firm, Sleep Number, Mattress1One, America's Mattress and Sit'n Sleep. Conventional furniture stores include furniture stores with a traditional merchandise mix of furniture, bedding and decorative accessories. Stores may or may not include consumer electronics and/or major appliances. Conventional furniture stores can be a local, regional or national furniture store or a manufacturer-branded store. Examples include Ashley HomeStore, Rooms To Go, Raymour & Flanigan, American Signature and Havertys. Single-source networks include stores where all furniture and/or bedding products or the majority of product comes from a single manufacturer. Local ownership may vary. Examples include Ashley HomeStore, Sleep Number, La-Z-Boy Furniture Galleries and Ethan Allen. Specialty stores are furniture stores with a specialized product mix. This includes stores with a product-specific ocus, such as Mattress Firm, La-Z-Boy Furniture Galleries and Chair King/Fortunoff Backyard; stores with a style-specific focus, such as Room & Board and Roche Bobois; stores with a lifestyle product mix, such as Ikea, Williams-Sonoma and RH; and stores with a non-traditional product mix, such as Big Lots. Lifestyle specialty stores carry furniture, bedding, decorative accessories, as well as housewares, small appliances, gourmet foods, apparel, jewelry and/or personal care items.

The Impact

USA's largest furniture store chains combined for their biggest sales gain in 16 years last year, outpacing their smaller store counterparts and once again boosting their share of the overall furniture store market. Top 100 US furniture stores posted an 11% increase in 2015 furniture, bedding and accessory sales, growing to $41.87 billion. That's up from $37.71 billion for the same companies last year and better than the combined $37.05 billion for the Top 100 companies on last year's list (which was up 8.3% from the year before). It was the sixth consecutive sales gain for the list and the first double-digit increase since 2000, when that group of Top 100 companies grew 1999 sales by 11.9%.

Last year's gain for the Top 100 compares to a 7% increase to $52.5 billion at all US furniture stores. That means the Top 100 took home a bigger slice of the overall store sales pie, grabbing an 80% share, up from 79% for last year's Top 100. It's the third time in a row the largest furniture stores took three quarters or more of the market. Against all furniture distribution channels (an estimated $102 billion in sales), the Top 100 grew its share to 39%. That compares to 37% for the previous Top 100. And just like last year, the biggest of the big grew at a faster clip than the overall Top 100. The Top 10 companies increased sales 13% to $21.4 billion — the largest percentage increase of any Top 100 subcategory, except bedding specialty stores.

Top 100 growth in sales and units

	Sales, in billions*			Units		
	2015	2014	% change	2015	2014	% change
All Top 100	$41.9	$37.7	11%	12,341	11,748	5.0 %
Top 100	$21.4	$19.0	13%	6,743	6,418	5.1 %
Top 100 conventional furniture stores	$22.0	$20.0	10.2%	3,171	3,032	4.6 %
Top 100 specialty stores	$19.8	$17.7	11.9%	9,170	8,716	5.2 %

*Sales of furniture, bedding and accessories
Source: Furniture/Today's 2016 Survey of Top 100 U.S. Furniture Stores

Strong showing

The Top 100's record sales pace came despite a slowdown in the store expansion rate. The group netted 593 stores last year, up 5% from the year before. That compares to a net 711 new stores (a 7.4% increase) for the companies on last year's list. For industry analyst Jerry Epperson, the strong showing makes perfect sense and mirrors the strength of industry in general last year. It seemed like month after month, business built with confident retailers investing in their businesses, opening stores, expanding ad budgets, refurbishing and hiring. It was all over the place. A number (of Top 100 companies) are out buying other chains, and that brings stores into that universe that were outside before. However, the strength the industry saw in 2015 didn't continue into the first quarter of this year. Economic growth slowed, and the furniture industry was not immune to the pause. While there were no major issues like housing, consumer income and household formations were strong. Even though there was better weather, retailers didn't really get the bang for the buck in the first quarter.

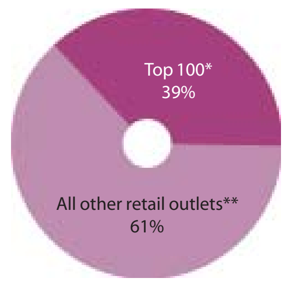
The Top 100's share of

Sales through U.S. furniture stores

Estimated furniture, bedding and accessory sales through U.S. furniture stores were $52.2 billion in 2015, up 7% from $49.0 billion in 2014.

Total U.S. furniture store sales from all product categories were $56.8 billion in 2015 and $53.3 billion in 2014.

Sales through all distribution channels



Estimated furniture and bedding sales through all distribution channels were $102 billion in 2015.

*Top 100 sales of furniture and bedding only, excluding decorative accessories.

**Includes furniture stores not within the Top 100, as well as sales through department stores, warehouse membership clubs, online retailers, discount department stores, catalog merchants, television sellers, designers, office supply stores, rental stores, used outlets, home accent/gift specialty stores, appliance/electronics stores, military exchanges, home improvement centers, garden centers, supermarkets and drug stores, among others.

Source: Furniture/Today's 2016 Survey of Top 100 U.S. Furniture Stores and the U.S. Dept. of Commerce.

Impact of e-commerce

Many of the retailers on this ranking have well established e-commerce businesses alongside their physical footprints now, so they're competing across channels and appealing to consumers in ways some of the pure-play e-commerce retailers cannot. Some of the retailers show online sales gains in the 20% and 30% range. There seems to be some magic in the combination of brick and mortar and Internet. Part of it is

the consumer takes some comfort from buying from an entity that actually has real stores and real knowledge and a history behind it. There's also a greater perception of convenience when it comes to returns and easier ways for furniture stores to liquidate that product.

Ashley HomeStore, previously referred to as Ashley Furniture HomeStore, repeated as No. 1 on the Top 100 for the 10th consecutive year, with furniture, bedding and accessory sales growing an estimated 7.7% to $3.52 billion. The network of companyowned and licensed stores added a net 53 US showrooms last year, many coming from the growing number of HomeStore licensees who also appear on this list.

Some additional takeaways from this year's list include Columbus, Ohio based Big Lots, which managed to break into the Top 10 at No. 9, with estimated furniture, bedding and accessory sales of $1.3 billion. Big Lots last appeared on the list back in 2004 (at No. 99) based solely on the $58 million in sales at 45 free-standing furniture stores it operated back then. This time, its main discount stores made the cut as Big Lots furniture, bedding and accessory business accounted for 25% of total sales, just enough to qualify the giant discount chain for this ranking. Bedding specialist Mattress-1One, of Orlando Fla., is another newcomer, at No. 49, with estimated sales of $178 million at 248 stores last year. The company posted the greatest percentage sales gain of any Top 100 company, up 41.3% thanks in part to the addition of 68 stores. The list gained one additional Ashely HomeStore licensee in No. 98, The Parrott Group, which operates a multi-line Parrott's Furniture at its home base in Florence, S.C., and 11 HomeStores in the Carolinas and Georgia. Also Stoughton, Mass.-based Boston Interiors (No. 99) and Johnny Janosik (No. 100) rejoined the list after a brief absence.

The Top 100 said goodbye for now to the Thomasville Home Furnishings store network as changes in the dealer network structure and product mix obstructed attempts to develop an accurate sales and store count estimate. JCPenney Home Store —No. 100 on last year's list — and Jennifer Convertibles, now going by Jennifer Furniture, didn't make the cut, either. Two sleep chains — Sleep Train (No. 24 last year) and Back to Bed/Bedding Experts/Mattress Barn (No. 99 last year) — were cut via their acquisitions by No. 3 Mattress Firm in the latter half of 2014.

Sales gains, losses

Eighty-seven companies posted increased sales this year, compared to 79 on last year's list, while 10 companies showed decreases and three retailers were flat. The top percentage sales gainer, Mattress1One, was followed by No. 3 Mattress Firm, which grew 38.6% to $2.68 billion, and No. 82 Trivett's Furniture, up 36.6% to $75.1 million. A total of 38 companies had double-digit gains, compared to 24 on last year's list. Only two of the 10 decliners were in double-digit territory. No. 90 The RoomStore — the Phoenix-based retailer in the process of shutting down following its bankruptcy filing late last year — fell 14.9% to an estimated $63 million. No. 73 Big Sandy Superstore declined 22.6% to $82 million as the retailer dissolved a partnership with the 10-store Furniture & ApplianceMart in Stevens Point, Wis. As it did the previous year, Houston-based Mattress Firm, the nation's largest bedding chain, posted the largest net sales gain in 2015, up by $746.8 million, thanks in part to its heavy acquisition diet of former Top 100 players. No. 6 Berkshire Hathaway furniture division posted the second best net gain, up $377.9 million to $1.83 billion, with a big assist coming from the opening of Nebraska Furniture Mart's 560,000-square-foot Dallas market store last spring. The Ashley HomeStore network was next with a $250.7 million increase.

While the Top 100 grew by fewer stores this year, the number of companies growing vs. shedding stores was nearly the same as the previous year. Fifty-four Top 100 chains grew by one or more stores in 2015, the same as last year, while 34 held steady (vs. 30 the previous year.) A dozen companies trimmed their store count in 2015, fewer than the 16 retailers that cut stores in 2014. For the sixth straight year, Mattress Firm posted the greatest net gain in stores count (up 273 stores), and for the fourth consecutive year, it was the only Top 100 company to grow its count by triple digits. Mattress1One recorded the second best gain, up 68 units, followed Ashley HomeStore's 53-store increase.

Sleepy's, which will become part of Mattress Firm on the next Top 100, had the fourth greatest net store gain, up 41 stores to 1,065 units. It was among the 11 Top 100 companies posting double-digit net store count increases in 2015.

Changes in the Top 10

No. 9 Big Lots was the one addition to the Top 10 this year and with that move, Raymour & Flanigan, previously No. 9, moved to No. 11. Mattress Firm climbed two spots to No. 3, while Williams-Sonoma and Rooms To Go each slipped a spot to No. 4 and No. 5, respectively. In addition, Berkshire Hathaway furniture division and Corte Madera, Calif.-based RH, formerly Restoration Hardware, switched places, coming in at No. 6 and No. 7 respectively.

Top rank jumpers

The 12-store Trivett's Furniture of Fredericksburg, Va., climbed more spots up the Top 100 — 13 places to No. 82— than any other Top 100 company. The Home-Store licensee and multi-line store operator grew sales 36.6% to $75.1 million, and it did so without adding stores. The only other double-digit rank jumper is No. 58 Wolf Furniture of Bellwood, Pa., which jumped 11 spots, thanks in part to its acquisition of the five-store Baltimore-based Gardiners Furniture. No. 78 Wellsville Carpet Town, the Weston Mills, N.Y.-based Ashley licensee, and No. 83 Lovesac each jumped eight places, while Orland Park, Ill.-based Darvin Furniture jumped seven spots to No. 72.

The cutoff for making the Top 100 slipped slightly to $48.1 million from $49 million the previous year, as Laurel, Del.-based Johnny Janosik claimed the final spot.

Gains in key categories

This past year, the Top 100 saw gains in all three key performance metrics — average sales per square foot, average stock turns and average gross margin; that's an indication that bottom line growth came along with the stronger topline performance for this list of primarily privately held companies. Median sales per square foot increased for the fifth consecutive year to $270 in 2015, based on 30 company estimates, up from $262 for the previously Top 100 and $241 the year before that. No. 83 Lovesac repeated as the top performer in the category with average sales per square foot of $1,175, down slightly from the year before. No. 10 Sleep Number claimed the next largest average at $980. Others with performances well above the median include No. 25 Room & Board ($939), No. 53 Gallery Furniture ($935) and No. 21 Mathis Brothers ($577).

Median stock turns increased to seven times (18 companies reporting) after two years of being stalled at 6.6 times. Ashley HomeStore licensee Hill Country Holdings is becoming the perennial leader in the category, posting the greatest average stock turns —16 times — for the fourth straight year. The average was down, however from 18 turns the previous year. Other top stock turn performers included Gallery Furniture (12 times); No. 92 Russell Turner Furniture Holding, the Thomasville, Ga.-based Ashley HomeStore operator (11.3 times); and No. 60 Bernie & Phyl's of Norton, Mass. (11 times). Lovesac was the only other company estimated in double digits, turning stock 10 times on average. With 16 companies reporting, median gross margin increased to 50% from 49% for last year's Top 100. Sleep Number led the pack as it has since the 2000 list (back when it was known as Select Comfort) with an average gross margin of 61%. Second best again was No. 8 Pier 1 Imports with an average gross margin of 57%, followed by Lovesac at 56%, EBCO at 55.5% and No. 17 Havertys at 53.5%.

The group's share of total Top 100 sales decreased to 17% from 18% the year before. With one less player, that share was down from 19% for the 10 single source networks on the previous Top 100. The networks' share of total furniture stores sales this past year held steady at 14%. All but one network, Ethan Allen, posted sales increases, with the strongest percentage growth coming from No. 83 Lovesac. Despite being down one store, the Stamford, Conn.-based specialty modular upholstery producer and retailer grew sales 25% to an estimated $75 million. Lovesac jumped eight places up the Top 100 from its No. 91 ranking last year.

Mitchell Gold + Bob Williams, the Taylorsville, N.C.-based network of company-owned and dealer-owned high-end stores, had the next best gain, with sales up 17.2% to $116 million at its U.S. locations. The only other dedicated network with a double-digit sales gain was No. 50 America's Mattress, the Serta-exclusive sleep shop banner, with sales up 14.6% to $173.5 million from an adjusted $151.4 million in 2014.

The rest fell behind the combined Top 100's sales growth. Ethan Allen's estimated US sales decreased 0.6% to $719.2 million, and it was down one store to 195 design centers at yearend. The greatest store-count gainer was Ashley HomeStore, which added 53 units for a total of 515 US stores. No. 10 Sleep Number opened a net 25 stores and No. 50 America's Mattress added 24 units.

Specialists vs. Conventional stores

The specialty stores in the Top 100 dominated their larger conventional store counterparts in nearly every performance and growth category, but this year they owe it all to one subset — the bedding specialist. Take bedding stores out of the equation, and the conventional stores grew sales at a faster rate and added more stores than the remaining specialists. Even without this adjustment, the conventional stores managed to claw back the lead in one of three performance categories this past year.

The 27 specialty store chains on this year's list — same number as last year, posted a combined 11.9% sales increase in furniture, bedding and accessory sales to $19.84 billion. That was enough to top the 10.2% sales gain for the 73 conventional stores — which grew sales to $22.03 billion, as well as the 11% gain for the Top 100 as a whole.

The Top 10 (a combination of both subcategories) posted a larger increase than the specialists — up 13% to $21.44 billion — but the specialists now account for seven of the 10 names on the list. That's up one company from the previous year with the addition of No. 9 Big Lots.

Double-digit gains

Regardless, 2015 was a bit of a rebound year for conventional stores. While two bedding specialists accounted for the best sales gains among all Top 100 companies, seven of the 10 greatest percentage sales gains belonged to conventional stores this year, led by No. 82 Trivett's Furniture, up 36.6%, and No. 58 Wolf Furniture, up 35.2%. That compares to last year's Top 100, when five of the 10 greatest percentage sales gains belonged to conventional stores.

Top 10 conventional furniture stores

Ranked by sales of furniture, bedding and accessories

Rank	Company	Estimated furniture, bedding, accessory sales in $ millions		Percent change 2014 to	Number of units	
		2015	2014	2015	2015	2014
1	Ashley HomeStore	$3,524.4	$3,273.7	7.7%	515	462
5	Rooms To Go	$2,200.0	$1,980.0	11.1%	134	131
6	Berkshire Hathaway furniture division	$1,832.6	$1,454.7	26.0%	33	32
11	Raymour & Flanigan	$1,177.2	$1,142.7	3.0%	111	106
14	American Signature	$1,032.3	$962.2	7.3%	119	124
15	Bob's Discount Furniture	$1,008.8	$823.2	22.5%	64	54
17	Havertys	$804.9	$768.4	4.7%	121	119
18	Ethan Allen	$719.2	$723.8	-0.6%	195	196
19	Art Van	$690.0	$620.0	11.3%	98	86
20	American Furniture Warehouse	$595.6	$494.5	20.4%	14	14

Top 10 specialty stores

Ranked by sales of furniture, bedding and accessories

Rank	Company	Estimated furniture, bedding, accessory sales in $ millions		Percent change 2014 to	Number of units	
		2015	2014	2015	2015	2014
2	Ikea	$3,075.0	$2,830.0	8.7%	40	39
3	Mattress Firm	$2,679.9	$1,933.1	38.6%	2,481	2,208
4	Williams-Sonoma	$2,635.0	$2,400.0	9.8%	571	562
7	RH	$1,705.0	$1,490.0	14.4%	79	77
8	Pier 1 Imports	$1,303.0	$1,272.2	2.4%	953	984
9	Big Lots	$1,300.0	$1,215.0	7.0%	1,449	1,460
10	Sleep Number	$1,184.1	$1,119.7	5.8%	488	463
12	Sleepy's	$1,130.4	$1,053.0	7.4%	1,065	1,024
13	La-Z-Boy Furniture Galleries	$1,114.7	$1,051.0	6.1%	299	294
16	Crate and Barrel	$845.0	$760.0	11.2%	104	102

Among the Top 10 largest stores, two of the four double-digit sales increases went to conventional stores — No. 5 Rooms To Go (up 11.1%) and No. 6 Berkshire Hathaway furniture division (up 26%). Last year, the conventional stores only owned one of the four double-digit gains. The specialists in the Top 10 with double digit increases were No. 3 Mattress Firm (up 38.6%) and No. 7 RH (up 14.4%). The conventional stores also won back one of three performance metrics, with median stock turns of 7.1 times, besting the specialty stores' median stock turns of 6.9 times.

Specialists lead

But beyond this, the specialty stores dominated. In addition to the better sales growth rate, the specialists added a lot more stores — a net 454 units vs. the net 139 store gain for conventional stores. At yearend, the specialty chains operated 9,170 stores, a 5.2% increase, while the conventional stores had 3,171 stores, up 4.6%. The specialists grew their share of Top 100 total sales, too — to 47% from 45% on last year's list.

Conventional stores, on the other hand, took a market share hit, dropping to 53% of the total sales from 55%. The share of total stores also grew for the specialists to 74% (vs. 69% for the previous year's specialists), while the conventional stores lost the corresponding five percentage points, dropping to a 26% share of the Top 100 total store count. The median sales per square foot for specialty stores was $939, far greater than the $262 for conventional stores. Median gross margin for the specialist was 56% vs. 47% for conventional stores.

Of the five newcomers to the Top 100 this year, three were conventional retailers. But the two largest were specialists — Big Lots, which brought in 1,449 stores and $1.3 billion in furniture, bedding and accessory sales, and No. 49 Mattress1One, the bedding specialist with 248 stores and $178 million in sales last year. That made up for the loss of two bedding specialty names from last year, companies that were absorbed via acquisition by No. 3 Mattress Firm. The conventional stores joining, meanwhile, took the three last spots on the Top 100 — No. 98 The Parrott Group, No. 99 Boston Interiors and No. 100 Johnny Janosik — combining for $150.2 million in sales and 23 stores.

Bedding gains

The specialty stores are divided into four subcategories — bedding, lifestyle, living room and miscellaneous. And just like last time, it was the bedding specialists doing the heavy lifting, posting the best sales gains and store count increases in the Top 100 any way the list gets divided. The nine bedding retailers combined for a 20.7% sales increase to $5.77 billion, while store count grew 9.9%, or by 456 stores to 5,077 units. The 13 lifestyle retailers had the next best sales increase among specialists, up 9.2% for a combined $11.46 billion, while their store count grew by only four units, or 0.2% to 2,244 stores. No. 2 Ikea is the largest among them, with 40 U.S. stores and $3.08 billion in furniture, bedding and accessory sales last year (up 8.7%). But No. 47 Z Gallerie posted the best sales increase among the subset, up 19.2% to $183.5 million. The three living room specialty stores — No. 13 La-Z-Boy Furniture Galleries, No. 83 Lovesac and No. 86 EBCO — combined for a 7.1% sales increase to $1.19 billion and also added four stores for a total of 357 showrooms at yearend. In a miscellaneous category, Big Lots and No. 62 Chair King/Fortunoff Backyard Store, combined for a 6.8% sales increase to $1.42 billion, but the store count declined as Big Lots dropped a net 11 units and Chair King/Fortunoff Backyard added only one. They ended the year with 1,492 stores between them.

Bedding specialists dominate in sales, store count

The bedding specialists on the Top 100 were down one company from the previous year, but that didn't stop them from once again dominating all other subcategories on the list in sales and store count growth. The nine bedding specialists this year, instead of 10, combined for a 20.7% increase in sales to $5.77 billion. Store count for the group grew 9.9%, or by 456 units to 5,077 stores at yearend.

It was the second consecutive year this subset thoroughly outpaced the sales gains of all other stores on the list while tacking on more stores. The next closest category was the combined specialty stores, which includes the bedding retailers, with sales up 11.9%, followed by the larger 73-store conventional furniture store category, which posted a 10.2% sales gain. The bedding group had one less company in its ranks, but it didn't really matter, as No. 3 Mattress Firm absorbed the sales and stores of two former Top 100 bedding companies, and newcomer No. 49 Mattress1One added stores and sales that had previously gone uncounted.

Over 50 companies added new stores in 2015

It was another big expansion year for the Top 100, and if the group holds true to form, 2016 will be just as strong if not stronger. For the second consecutive year, 54 companies added at least one new store in 2015. In one case, it was a single massive 560,000-square-foot showroom opened by Nebraska Furniture Mart — part of No. 6 Berkshire Hathaway furniture division —in greater Dallas. In another, it was a list-leading 273 small bedding stores tacked on in various markets by No. 3 Mattress Firm, the publicly held and largest bedding chain in the country.

There were several moves into new state territories. NFM in Texas is one example, but there were at least six more, including No. 21 Mathis Brothers, which opened a Mathis Sleep Center in Lubbock, Texas; No. 33 Hill Country Holdings, which entered Meridian, Idaho, with its first stores in the state; No. 44 Furniture Mart USA, which entered Wisconsin; and No. 93, Weekends Only Furniture & Mattress, which opened in Indianapolis, its first store outside the St. Louis market. What's more, some 57 companies on the list either indicated new stores have or will come this year, or in the near future. That's up slightly from the 55 companies on last year's list with expansion in their sights. Here's a look at some of what will be going on this year and beyond:

Bob's Discount Furniture heads to a new state (maybe more than one). Already this year, No. 15 Bob's made its anticipated move into Chicago, opening its first five there in February and with three more are slated to open this month. The Manchester, Conn.-based retailer has made no secret of its plans to eventually become a national player.

Two Top 100 companies were acquired by private equity firms this year, and they both say the move will fuel their growth. No. 81 FFO Home was already growing at a healthy clip — a net three new stores last year — when the Fort Smith, Ark.-based retailer was acquired by Sun Capital Partners in February. The 36-store chain was on track to open about one store a quarter, but now the retailer says, the industry can expect more. Separately, No. 99 Boston Interiors was acquired by Castle Island Partners in April, and with it, growth is now a big focus for the retailer. The seven-store Boston-area retailer is looking to open an eighth New England store.

No. 1 Ashley HomeStore has begun rolling out Ashley HomeStore Select showrooms — a smaller format store with less expensive build-out requirements for rural North American markets. The company has said it has commitments for a total of 59 Selects to open by the end of the year. Among HomeStore Top 100 licensees eyeing the concept are Furniture Mart USA, with two to four Selects planned for next year; No. 64 Broad River Furniture; and newcomer No. 98 The Parrot Group, which is planning to open its first Select in Statesboro, Ga., this year. Overall, the dedicated HomeStore network of corporate and licensed stores plans to grow by more than 100 stores.

Mattress Firm gets Sleepy's and chalk up another 1,000-plus stores for No. 3 Mattress Firm, which acquired No. 12 Sleepy's in February. The initial plan is to keep operating the stores as Sleepy's. For now, that's about 1,050 stores added to the Mattress Firm count. Sleep Number going up, too. The nation's second largest bedding chain isn't slouching either. No. 10 Sleep Number, which grew by a net 25 stores in 2015, expects to add a net 48 more this year and end the year with 536 stores. No. 20 American Furniture Warehouse and No. 32 Living Spaces both entered the Phoenix market in 2013, and both opened their second giant stores there the following year. Now both are planning their third showrooms.

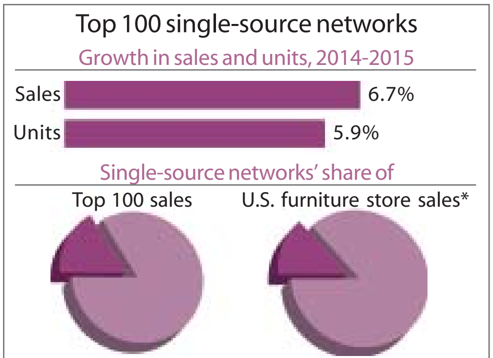
Ikea keeps rolling. The home furnishings lifestyle specialty store giant opened its 41st US store in St. Louis in September— at the beginning of its fiscal year. Ikea Las Vegas opens this month, and Ikea Memphis is coming this fall. After that, four more — in Columbus, Ohio; Jacksonville, Fla.; Grand Prairie, Texas; and Fishers, Ind., are coming in 2017. A third San Francisco store and first Milwaukee location are slated for 2018.

La-Z-Boy gets aggressive. Most times, over the past 10 or so years, No. 13 La-Z-Boy Furniture Galleries has bounced up and down by a net five stores annually. 2014 was an exception, when the dealer-owned and company-owned specialty store network grew by a net 13 stores. It looks like 2016 will be another exception, as the company expects to end it with 310 to 315 US showrooms. That would be a net 11- to 16-store gain.

Single-source stores lag behind top 100 overall

The singlesource dedicated store networks continued to lag the Top 100 as a whole despite aggressive expansion by No. 1 Ashley HomeStore and double-digit sales increases from three companies in the ranks. The group of nine companies — down one name from the 10 on last year's list — combined for a 6.7% increase in 2015 furniture, bedding and accessory sales to $7.32 billion. That was well below the 11% increase for the combined Top 100 and the smallest increase of any subcategory on the list this year. The gain also fell slightly behind the 7% increase for the dedicated store networks on last year's list. The one missing name this time around is Thomasville Home Furnishings Stores. Changes in the dealer network structure and the product mix of some of Thomasville dealer stores affected attempts to develop an accurate estimate for the brand, owned by Heritage Home Group.

Most of the nine remaining dedicated store networks, however, had a solid year of store openings, adding a net 111 stores among them, for a 5.9% increase and a total of 2,008 stores at yearend. That percentage growth was better than the 5%, 593-store growth, for the Top 100 as a whole. Single-source store networks are the company-owned, licensed or franchised stores dedicated to a single home furnishings brand, operating under a single retail banner. That includes vertically integrated companies, such as No. 18 Ethan Allen and No. 61 Mitchell Gold + Bob Williams. The group's share of total Top 100 sales decreased to 17% from 18% the year before. With one less player, that share was down from 19% for the 10 single source networks on the previous Top 100.



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The networks' share of total furniture stores sales this past year held steady at 14%. All but one network, Ethan Allen, posted sales increases, with the strongest percentage growth coming from No. 83 Lovesac. Despite being down one store, the Stamford, Conn.- based specialty modular upholstery producer and retailer grew sales 25% to an estimated $75 million. Lovesac jumped eight places up the Top 100 from its No. 91 ranking last year. Mitchell Gold + Bob Williams, the Taylorsville, N.C.-based network of company-owned and dealer-owned high-end stores, had the next best gain, with sales up 17.2% to $116 million at its U.S. locations. The only other dedicated network with a double-digit sales gain was No. 50 America's Mattress, the Serta-exclusive sleep shop banner, with sales up 14.6% to $173.5 million from an adjusted $151.4 million in 2014. The rest fell behind the combined Top 100's sales growth. Ethan Allen's estimated US sales decreased 0.6% to $719.2 million, and it was down one store to 195 design centers at yearend. The greatest store-count gainer was Ashley HomeStore, which added 53 units for a total of 515 US stores. No. 10 Sleep Number opened a net 25 stores and No. 50 America's Mattress added 24 units.

Top single-source store networks

Ranked by sales of furniture, bedding and accessories

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18	Ethan Allen	$719.2	$723.8	-0.6%	195	196
28	Bassett Home Furnishings	$344.9	$315.8	9.2%	92	92
50	America's Mattress	$173.5	$151.4	14.6%	309	285
61	Mitchell Gold + Bob Williams	$116.0	$99.0	17.2%	25	22
83	LOVESAC	$75.0	$60.0	25.0%	58	59
84	Roche Bobois	$71.4	$66.6	7.3%	27	24

2016 Top 100 U.S. Furniture Stores

Rank (last year)	Company, home base and notes	Estimated furniture, bedding, accessory sales in $ millions 2015	2014	Percent change 2014 to 2015	Number of units 2015	2014	Selling space all stores sq. ft. 1000s	Furniture, bedding, accessories percent of selling space	average sales per sq. ft.
1	Ashley HomeStore	$3,524.4	$3,273.7	7.7%	515	462	NA	100%	NA
(1)	Arcadia, Wis.	$3,562.6 total revenues							
	Manufacturer's dedicated store network with 600 licensed and company-owned promotional to mid-priced stores in 28 countries at yearend. Sales and store counts for U.S. only. 2014 store count revised to exclude those outside the U.S. Sales from other merchandise areas, primarily textiles, $38.2 million. Offers an e-commerce program to its furniture stores featuring thousands of items. Ashley is in the process of rolling out an abbreviated banner name — Ashley HomeStore — and new logo for its store operations. The change will be a gradual one as licensees and the company graduate to the newest store format, referred to as "Generation 6" or 6.0 design. Ashley has also started rolling out a smaller store format for rural markets in North America. Called Ashley HomeStore Select, the stores will average 15,000 to 20,000 square feet compared to the conventional HomeStores average of about 40,000 square feet. The company has commitments for 59 HomeStore Selects to open by the end of 2016, including five that have opened since late last year. Ashley has plans for opening a total of more than 100 units in 2016. The company has a social media presence through Facebook, Twitter, Pinterest, You-Tube, Instagram and Google+, as well as a company blog. Ashley HomeStore owners on the Top 100 are Mathis Brothers, City Furniture, Hill Country Holdings, Dufresne Spencer Group, Furniture Mart USA, Regency Furniture, Crest Furniture, Broad River Furniture, Morris Furniture, Sam Levitz Furniture, C.S. Wo & Sons, Wellsville Carpet Town, Trivett's Furniture, Russell Turner Furniture Holding Corp., Olinde's and The Parrott Group.								
2	Ikea	$3,075.0	$2,830.0	8.7%	40	39	NA	NA	NA
(2)	Conshohocken, Pa.	$5,000.0 total revenues							
	Fiscal year ends Aug. 31. Founded in 1943, the Sweden-based specialist with a large ready-to-assemble furniture business has more than 370 stores worldwide, including 41 stores currently in the United States — eight in California; four in Florida; three each in Pennsylvania and Texas; two each in Illinois, Maryland, New Jersey and New York; and one each in Arizona, Colorado, Connecticut, Georgia, Kansas, Massachusetts, Michigan, Minnesota, Missouri, North Carolina, Ohio, Oregon, Utah, Virginia and Washington. Phone-order sales from a Baltimore call center and online sales are included. Opened its 40th store in September 2014, a 359,000-square-foot Kansas City-area store in Merriam, Kan. In 2015, completed the expansion of its Detroit-area store in Canton, Mich., and opened its 41st store, a 380,000-square-foot unit in St. Louis in September. In 2016, will open a 351,000-square-foot store in Las Vegas in May and a 277,000-square-foot store in Memphis, Tenn., in the fall. Future planned openings include a 354,000-square-foot unit in Columbus, Ohio, summer of 2017; a 294,000-square-foot unit in Jacksonville, Fla., a 293,000-square-foot store in Grand Prairie, Texas, and a 293,000-square-foot store in Fishers, Ind., are scheduled to open fall 2017. Also in summer 2018, Ikea plans to open its third San Francisco area-store in Dublin, Calif., and its first store in Wisconsin, in Oak Creek. In addition to the new openings, replacement stores for its Renton, Wash., and Burbank, Calif., stores are scheduled to open spring 2017. Ikea has a social media presence through Facebook, Twitter, Pinterest, Google+, Instagram and YouTube. Their stores offer free WiFi for customers.								
3	Mattress Firm	$2,679.9	$1,933.1	38.6%	2,481	2,208	NA	100%	NA
(5)	Houston								
	Fiscal years ended Feb. 2 and Feb. 3. Publicly held bedding specialty chain founded in 1986. At yearend operated 2,359 company-owned units and 122 franchised units located coast-to-coast in 138 markets across 48 states and Washington D.C. In the first week of its current fiscal year, Mattress Firm added approximately 1,050 stores with its acquisition of No. 12 Sleepy's. The company's current store base primarily operates under the Mattress Firm, Sleepy's and Sleep Train brand names. Stores carry an extensive assortment of conventional and specialty mattresses from a variety of brands including Tempur-Pedic, Sealy, Serta, Simmons and Stearns & Foster, plus bedding related products. Also sells online at its brands' websites; its bedding, furniture and accessories website www.olejo.com; and at www.dreambed.com. The Dream Bed is a new bed-in-a-box brand from Mattress Firm launched in September 2015. The retailer has a social media presence through Facebook, Twitter, Instagram, YouTube, Google+ and LinkedIn, as well as a company blog.								
4	Williams-Sonoma	$2,635.0	$2,400.0	9.8%	571	562	NA	NA	NA
(3)	San Francisco	$4,677.0 total revenues							
	Fiscal years ended Jan. 31 and Feb. 1. Publicly held, multi-channel, multi-brand specialty retailer of high quality products for the home through Pottery Barn, Pottery Barn Kids, PBteen, West Elm, Williams-Sonoma, Williams-Sonoma Home, Rejuvenation and Mark and Graham. Furniture is sold primarily through the Pottery Barn brands, West Elm and Williams-Sonoma Home. At fiscal yearend, had 618 retail stores in the United States, Puerto Rico, Canada, Australia and the United Kingdom, including 197 Pottery Barn stores, 89 Pottery Barn Kids and 87 West Elm stores, as well as e-commerce websites and direct-mail catalogs for each of the brands. W-S also has multi-year franchise agreements with third parties that currently operate 48 stores in a number of countries in the Middle East, the Philippines and Mexico. Sales and store counts for U.S. and Puerto Rico only. Units average 13,800 square feet for Pottery Barn, 13,200 square feet for West Elm and 7,500 square feet for Pottery Barn Kids. The company continued to see strong furniture growth last year, with each brand noting furniture as a growth category. West Elm, the company's third largest brand, again led in revenue growth with a 23% increase in 2015. Pottery Barn, the company's largest brand, was next with a 2.6% increase. Williams-Sonoma plans a net gain of nine stores this fiscal year, including a net gain of 11 stores for West Elm and four stores for Pottery Barn. The company has a social media presence through Facebook, Twitter, Pinterest, You-Tube, Google+ and Instagram, as well as company blogs.								
5	Rooms To Go	$2,200.0	$1,980.0	11.1%	134	131	NA	100%	NA
(4)	Seffner, Fla.								
	Privately owned, mid-priced chain with stores in Florida, Georgia, the Carolinas, Louisiana, Mississippi, Tennessee, Texas, Alabama and Virginia as well as several franchise units in Puerto Rico. Operations include Rooms To Go, Rooms To Go Kids & Teens, clearance centers and online sales. In 2015 RTG opened showrooms in Alafaya Trail, Fla.; The Colony, Texas; and Dunn, N.C., as well as a new clearance center in Gainesville, Fla. Also closed one showroom last year. The 60,000-square-foot showroom that opened in Dunn is part of the retailer's new 1.5 million-square-foot distribution center complex that was completed last year as well. Expansion plans in 2016 include new showrooms in Ft. Lauderdale, Fla.; Baton Rouge, La.; Alpharetta, Ga.; and Selma and Cypress, Texas. Rooms To Go has a social media presence through Facebook, Twitter, Pinterest, Google+ and YouTube.								
6	Berkshire Hathaway furniture division	$1,832.6	$1,454.7	26.0%	33	32	NA	NA	NA
(7)	Omaha, Neb.	$2,904.0 total revenues							
	The furniture division of Berkshire Hathaway includes Nebraska Furniture Mart, R.C. Willey, Star Furniture and Jordan's Furniture. NFM operates a 475,000-square-foot complex in Omaha; a 450,000-square-foot store in Kansas City, Kan.; a 560,000-square-foot NFM in The Colony, Texas; a 30,000-square-foot store specializing in flooring, appliances and electronics in Clive, Iowa; and a Homemakers Furniture store in Des Moines, Iowa. R.C. Willey operates 11 stores — six in northern Utah, three in Nevada and one each in Idaho and California. Star operates 11 stores in Houston, Austin, San Antonio and Bryan/College Station, Texas, including two clearance centers in Houston. Jordan's operates four stores in the greater Boston area, one in Warwick, R.I., and one in New Haven, Conn. Each store brand also sells online. Revenues from other merchandise areas, $993.9 million. Revenues other than sales, $77.4 million. In 2015, NFM opened its largest retail store with 560,000 square feet in the Dallas suburb of The Colony, Texas, in April; R.C. Willey relocated its Orem, Utah, store in April and closed the clearance center in Provo, Utah; and Jordan's opened its sixth location, a 192,500-square-foot store in New Haven, Conn., in December. In 2016, R.C. Willey will remodel its Salt Lake City store and begin construction on its second California store, a 160,000-square-foot two-level store in Sacramento, opening in 2017. Social media is different for each brand, but one or more of the retailers has a presence through Facebook, Twitter, YouTube, Pinterest, Google+, Instagram and Houzz, as well as company blogs.								

7	RH	$1,705.0	$1,490.0	14.4%	79	77	725	NA	NA
(6)	Corte Madera, Calif.	$2,109.0 total revenues							
	Fiscal years ended Jan. 30 and Jan. 31. Publicly held luxury brand in the home furnishings marketplace offering collections of timeless, updated classics and reproductions across a number of categories, including furniture, lighting, textiles, bathware, décor, outdoor and garden, tableware, and child and teen furnishings. RH operates an integrated business across multiple channels of distribution comprised of its stores, Source Books and websites. At yearend operated 69 retail galleries — 53 legacy Galleries, six larger format Design Galleries, four next generation Design Galleries, one RH Modern Gallery and five RH Baby & Child Galleries as well as 17 outlet stores, throughout the United States and Canada. Sales and store count for U.S. only. The retailer continues to replace its legacy retail stores which display less than 10% of its product assortment with next generation Design Galleries with 25,000 to 60,000 square feet of selling space. In 2015, opened four next generation Design Galleries in Denver; Tampa, Fla.; Austin, Texas; and Chicago. The Gallery in Chicago featured the company's entry into hospitality with a Club Cafe, Wine Vault & Tasting Room and Pantry & Expresso Bar. Also opened two RH Baby & Child galleries in West Palm Beach, Fla., and Greenwich, Conn., and launched RH Modern and RH Teen. The two new businesses launched last fall with dedicated Source Books, websites and significant retail space including a free-standing RH Modern Gallery in Los Angeles in the West Hollywood Design District. RH has plans to open in Milwaukee's historic Third Ward and at Pier 70 on San Francisco's waterfront.								
8	Pier 1 Imports	$1,303.0	$1,272.2	2.4%	953	984	7,602	NA	NA
(8)	Fort Worth, Texas	$1,762.6 total revenues							
	Fiscal years ended Feb. 27 and Feb. 28. Founded in 1962. Publicly held specialist of imported home decor and furniture. Operates retail stores and an e-commerce website in North America selling a wide variety of furniture, decorative accessories, candles, housewares, gifts and seasonal products for the home. Sales and store counts for U.S. only. Sales from other merchandise areas, $448.3 million. Revenues other than merchandise sales, $11.5 million. Units average 7,976 square feet. Average stock turns, 1.7 times. Average gross margin, 57%. The company's e-commerce sales were the primary driver of total sales growth in 2015, accounting for approximately 16% of total sales compared to 11% the year before. Last year, opened 16 stores and closed 47, about a quarter of which were relocations. Pier 1 has a social media presence through Facebook, Twitter, Pinterest, Google+ and YouTube. Its stores offer free WiFi for customers.								
9	Big Lots	$1,300.0	$1,215.0	7.0%	1,449	1,460	NA	NA	NA
(NR)	Columbus, Ohio	$5,190.6 total revenues							
	Fiscal years ended Jan. 30 and Jan. 31. Publicly held non-traditional discount retailer operating stores in 47 states and the District of Columbia with approximately 33% of stores operating in four states — California, Texas, Ohio and Florida. Stores are primarily in strip shopping centers with an average of 21,900 in selling square feet offering value-priced merchandise from both traditional and close-out channels. In 2014, Big Lots began reducing its reliance on closeout offerings in certain merchandise categories, including furniture, to improve the consistency of the merchandise offered in stores. Furniture, including upholstery, mattresses, ready-to-assemble and case goods, is sourced either from recognized brand-name manufacturers or sold under its own brand. Included in this list is Ameriwood, Sealy, Serta, Signature Design by Ashley, Simmons and Stratolounger among others. Big Lots increase in furniture sales last year was led by mattresses and upholstery. The retailer launched its e-commerce business during the first quarter of this year. Plans to open 15 stores in 2016 and close 30. Big Lots has a social media presence through Facebook, Twitter, Pinterest, YouTube and Instagram.								
10	Sleep Number	$1,184.1	$1,119.7	5.8%	488	463	1,214	100%	$980
(10)	Minneapolis								
	Publicly held, vertically integrated company offering consumers individualized sleep solutions and services with its line of Sleep Number beds and bedding accessories. Founded in 1987, Select Comfort sells its products through two distribution channels. The company-controlled channel, which includes its retail stores, direct marketing and e-commerce, sells directly to consumers. The wholesale channel sells to the QVC shopping channel and to retailers and wholesale customers in the United States. The wholesale channel accounted for about 2.4% of sales and is not included in the results. Internet sales accounted for approximately 3% of 2015 sales. Units average 2,445 square feet. Average stock turns, 6.9 times. Average gross margin, 61%. Comp store sales increased 3%. Select Comfort opened 38 stores last year and closed 13. The company also acquired BAM Labs last year (now operating as SleepIQ LABS), a producer of sleep monitoring technology, including SleepIQ technology. Expects to end 2016 with 536 locations. The company has a social media presence through Facebook, Twitter, YouTube, LinkedIn and Instagram.								
11	Raymour & Flanigan	$1,177.2	$1,142.7	3.0%	111	106	NA	100%	NA
(9)	Liverpool, N.Y.								
	Mid-priced Northeastern chain established in 1947. Operates stores in New York, Massachusetts, Pennsylvania, New Jersey, Connecticut, Rhode Island and Delaware, including 10 Clearance Centers. Also sells online. Showrooms range in size from 15,000 to 75,000 square feet. In 2015, opened five showrooms in West Springfield, Mass.; North Brunswick, N.J.; and in Plymouth Meeting, Red Lion and Langhorne, Pa. Plans to open another five stores in 2016. Raymour & Flanigan has a social media presence through Facebook, Twitter, Pinterest, Google+ and YouTube.								
12	Sleepy's	$1,130.4	$1,053.0	7.4%	1,065	1,024	NA	100%	NA
(11)	Hicksville, N.Y.								
	No. 3 Mattress Firm completed its acquisition of Sleepy's on Feb. 5, 2016. Founded in 1957, the bedding specialty chain operates Sleepy's and Mattress Discounters branded retail stores in 17 states plus Washington D.C. in the Northeast, New England, the Mid-Atlantic and Illinois. Sleepy's also operates through 1800mattress.com, sleepys.com and its toll-free telemarketing division. At this time, the retailer will continue to operate under its own brand names and maintain an East Coast office. Adam Blank, Sleepy's former chief operating officer and general counsel, has joined the Mattress Firm executive management team as president of Sleepy's. The retailer has a social media presence through Facebook, Twitter, YouTube, Google+ and Pinterest.								
13	La-Z-Boy Furniture Galleries	$1,114.7	$1,051.0	6.1%	299	294	NA	100%	NA
(12)	Monroe, Mich.								
	Manufacturer's dedicated store network of dealer-owned and company-owned units. Figures exclude the 32 La-Z-Boy Furniture Galleries in Canada. Average stock turns, 5 times. Same-store sales increased 2.9%. In 2015, opened Galleries in Thornton, Colo.; Columbus, Ohio; Maple Grove, Minn.; Exton and York, Pa.; Washington D.C.; Fairfield, Calif.; Snellville, Ga.; Waco, Texas; and Wayne, N.J. Also closed five Galleries. The Washington D.C. opening was La-Z-Boy's first urban, small-footprint retail store with roughly 3,000 square feet, about one-fourth the size of La-Z-Boy's typical stores. Plans to end 2016 with 310 to 315 U.S. stores, including five stores opened earlier this year in Murfreesboro, Tenn., and in McAllen, Midland, Beaumont and Humble, Texas. The company has a social media presence through Facebook, Twitter, Pinterest, Google+ and YouTube. La-Z-Boy store owner on the Top 100 is EBCO.								
14	American Signature	$1,032.3	$962.2	7.3%	119	124	NA	100%	NA
(13)	Columbus, Ohio								
	Fiscal years ended Aug. 1 and Aug. 2. Owned by Schottenstein Stores Corp. Not affiliated with Dayton, N.J.-based Crest Furniture (No. 61). Currently operates 119 stores in 18 states and 42 markets primarily in the Midwest and on the East Coast. The stores operate under the names Value City Furniture and American Signature Furniture and through ecommerce at www.valuecityfurniture.com and www.americansignaturefurniture.com. Both retail stores include an expansive social footprint and engage with their customers through Facebook, Twitter, Instagram, Google+, Pinterest and YouTube. Stores also have blogs and a complimentary magazine, Furniture Shopper's Guide, with stylish inspiration, helping customers with their furniture selections and tips to help customers create a well-furnished life.								

Estimated Rank (last year)	Company, home base and notes	Furniture, bedding, accessory sales in $ millions 2015	2014	Percent change 2014 to 2015	Number of units 2015	2014	Selling space all stores sq. ft. 1000s	Furniture, bedding, accessories percent of selling space	average sales per sq. ft.
15	Bob's Discount Furniture	$1,008.8	$823.2	22.5%	64	54	NA	100%	NA
(14)	Manchester, Conn.								
	Privately owned, founded in 1991. Promotional to mid-priced chain operating stores in 12 states in the Northeast, Mid-Atlantic and Midwest regions — Connecticut, Delaware, Illinois, Maine, Maryland, Massachusetts, New Hampshire, New Jersey, New York, Pennsylvania, Rhode Island and Virginia. In 2015, opened 10 stores including its first Baltimore-area and Pittsburgh-area stores. Showrooms opened in NE Philadelphia, Langhorne, Robinson, Monroeville, Harrisburg and Wyomissing, Pa.; Deptford and May's Landing, N.J.; and Columbia and Cockeysville, Md. Bob's also relocated three stores last year in Seabrook, N.H.; Paramus, N.J.; and in Scarborough, Maine, closing the Portland, Maine, location. Bob's acquired a 752,000-square-foot warehouse and distribution center in greater Chicago early last year to support its store expansion. In February 2016, opened its first five Chicagoland stores in Skokie, Burbank, Orland Park, Villa Park and Aurora. In May 2016, three more Chicagoland stores are planned to open in Calumet City and Schaumburg, Ill., and Merrillville, Ind., as well as a new showroom in New York in Latham. Bob's is looking to build a 103,000-square-foot facility adjacent to its current Manchester, Conn., store/headquarters to support future growth. The retailer has a social media presence through Facebook, Twitter, Pinterest, Google+, Instagram, YouTube and LinkedIn. Each store has a complimentary cafe with coffee, ice cream, fresh baked cookies and candy for customers.								
16	Crate and Barrel	$845.0	$760.0	11.2%	104	102	NA	NA	NA
(16)	Northbrook, Ill.								
	Fiscal years ended Feb. 1 and Jan. 31. Founded in 1962. Owned by Otto Group, a privately held German retailer. Lifestyle multi-channel specialty retailer operating 112 stores in North America, including 11 CB2, five Land of Nod stores and five Land of Nod mini shops. Also has 20 franchised stores in countries around the world. Crate and Barrel operates e-commerce websites for each brand, servicing customers in more than 90 countries. Estimated sales and store counts for U.S. only. In 2015, the company opened five Land of Nod mini shops inside Crate and Barrel stores, relocated a store in Alpharetta, Ga., and closed an outlet store in Chicago and two CB2 stores in Atlanta and Santa Monica, Calif. Also further increased its international presence last year opening its first franchise stores in Peru and Taiwan with additional franchise agreements for Chile and Columbia. The retailer has a social media presence through Facebook, Twitter, Pinterest, Google+, Houzz, Instagram and YouTube, as well as a blog for each brand.								
17	Havertys	$804.9	$768.4	4.7%	121	119	4,380	100%	$185
(15)	Atlanta	$805.2 total revenues							
	Publicly held company founded in 1885. Mid-priced to upper-mid-priced chain serving 82 cities in 16 states in the Southern and Midwest regions. Also sells online within its delivery network for furniture and to the continental United States for accessories. Credit income, about $286,000. Stores are approximately 35,000 square feet on average but range from 19,000 to 66,000 selling square feet. Major lines carried include Havertys brand and mattress product lines Sealy, Serta, Simmons, Stearns & Foster and Tempur-Pedic. Average gross margin, 53.5%. Same-store sales increased 2.5%. In 2015, opened four stores and closed two. The stores in Coconut Creek and Fort Lauderdale, Fla., opened in existing markets; the stores in Rogers, Ark., and Waco, Texas, opened in new markets for the retailer. Closed one store in Memphis, Texas, and one in Lubbock, Texas, due to significant damage from a blizzard in late December. A temporary location is being used during the rebuilding of that store. Havertys will open two stores in new markets during the third quarter of 2016 in College Station, Texas, and Charlottesville, Va., and close one store in Florida this year. The retailer has a social media presence through Facebook, Twitter, Pinterest, Instagram and YouTube.								
18	Ethan Allen	$719.2	$723.8	-0.6%	195	196	NA	NA	NA
(17)	Danbury, Conn.	$782.6 total revenues							
	Fiscal year ends June 30. Publicly held interior design company, manufacturer and retailer of home furnishings, founded in 1932. Oldest manufacturer's dedicated store network offering complimentary interior design service to its clients and a full range of furniture products and decorative accessories through ethanallen.com and 195 U.S. Design Centers (137 company-owned and 58 dealer-owned) and 104 international locations at fiscal yearend. Sales and store count for U.S. only. Design Centers are 16,000 square feet on average with 80% between 15,000 and 25,000 square feet. Ethan Allen owns and operates nine manufacturing facilities including six manufacturing plants and one sawmill in the United States plus one plant each in Mexico and Honduras. Approximately 70% of its products are made in its North American plants. Earlier this year, Ethan Allen announced a partnership with Disney Consumer Products for a new line of furniture and home decor. The company has a social media presence through Facebook, Twitter, Pinterest, Google+, Instagram, YouTube, LinkedIn and Houzz.								
19	Art Van	$690.0	$620.0	11.3%	98	86	NA	NA	NA
(18)	Warren, Mich.								
	Family-owned business founded in 1959. Mid-priced to high-end Midwest retailer operating stores throughout Michigan, Illinois, Ohio, and Indiana, including freestanding Art Van PureSleep mattress stores, Art Van Flooring stores, Scott Shuptrine Interiors, and Art Van Furniture franchise locations as well as an e-commerce website. At yearend operated 55 Art Van Furniture stores, 41 PureSleep bedding stores and two Scott Shuptrine showrooms. The three Art Van Flooring stores as well as sales from the flooring departments are not included in the results. 2014 store count revised to exclude flooring stores. Added 12 stores in 2015, including its first franchised store in Ohio in Findlay and its first two franchised stores in Chicagoland, in Rockford, Ill., and Portage, Ind. Earlier this year, Art Van opened its 10th and 11th Chicagoland furniture stores — a 48,000-square-foot unit in Algonquin and a 42,459-square-foot unit in Glendale Heights. In March, acquired one-store Hillside Contemporary Furniture in Bloomfield Hills, Mich. The upscale contemporary store will continue to operate under the Hillside name as one of Art Van's store brands. Other openings planned for 2016 include a PureSleep in Muskegon, Mich., and an Art Van Furniture in Schaumburg, Ill. In fall 2017, will open a two-level, 80,000-square-foot showroom in the Detroit suburb of Canton. The retailer has a social media presence through Facebook, Twitter, Pinterest, Instagram and Google+.								
20	American Furniture Warehouse	$595.6	$494.5	20.4%	14	14	1,714	97%	$351
(19)	Englewood, Colo.	$604.6 total revenues							
	Family-owned business founded in 1975. Primarily promotional to mid-priced chain operating 12 units in Colorado and two in Arizona. In Colorado, AFW has six units in metro Denver, two south of Denver in Pueblo and Colorado Springs, two north of Denver in Firestone-Longmont and Fort Collins, and two on the Colorado western slope in Glenwood Springs and Grand Junction. In Arizona, the retailer has two units in the Phoenix market, in Gilbert and Glendale. Sales from electronics, $6.5 million. Revenues other than sales, $2.5 million. Units average 122,407 square feet. Key vendors include American Furniture, Ashley, Condor, Healthcare Memory Foam, JMH Trading, Jackson, Sealy, Simmons, Standard, Sunny Designs and World Source Trading. Average stock turns, 6 times. Average gross margin, 42%. AFW plans a third store in the Phoenix market in Scottsdale, Ariz., opening later this year. AFW also sells online and has a social media presence through Facebook, Twitter, Pinterest, Google+, LinkedIn, YouTube and Instagram, as well as a company blog.								

All sales information, except for that supplied by publicly held companies that break out furniture sales, are Furniture/Today market research estimates. In cases where companies have identical sales of furniture, bedding and accessories, the one with the fastest sales growth is ranked first. Stock turns and average gross margin are for furniture, bedding and decorative accessories, including lamps and area rugs. Estimated sales for manufacturer gallery store networks reflect dedicated-store sales only and exclude sales from in-store galleries. All data for calendar 2015 and 2014 unless otherwise noted. Average unit size refers to selling space. NR = Not ranked NA = Not available

Who's who among the leading stores

Company, home base, Web address	Rank
ABC Carpet & Home, New York, www.abchome.com	57
American Freight Furniture & Mattress, Delaware, Ohio, www.americanfreight.us	31
American Furniture Warehouse, Englewood, Colo., www.afwonline.com	20
American Mattress, Addison, Ill., www.americanmattress.com	85
American Signature, Columbus, Ohio, www.valuecityfurniture.com, www.americansignaturefurniture.com	14
America's Mattress, Hoffman Estates, Ill., www.americasmattress.com	50
Arhaus, Boston Heights, Ohio, www.arhaus.com	27
Art Van, Warren, Mich., www.artvan.com	19
Ashley HomeStore, Arcadia, Wis., www.ashleyhomestore.com	1
Badcock Home Furniture & more, Mulberry, Fla., www.badcock.com	26
Baer's, Pompano Beach, Fla., www.baers.com	45
Bassett Home Furnishings, Bassett, Va., www.bassettfurniture.com	28
Berkshire Hathaway furniture division, Omaha, Neb., www.nfm.com, www.starfurniture.com, www.jordans.com, www.rcwilley.com	6
Bernie & Phyl's Furniture, Norton, Mass., www.bernieandphyls.com	60
Big Lots, Columbus, Ohio, www.biglots.com	9
Big Sandy Superstore, Franklin Furnace, Ohio, www.bigsandysuperstore.com, www.pieratts.com	73
Bob Mills Furniture, Oklahoma City, www.bobmillsfurniture.com	70
Bob's Discount Furniture, Manchester, Conn., www.mybobs.com	15
Boston Interiors, Stoughton, Mass., www.bostoninteriors.com	99
Broad River Furniture, Fort Mill, S.C., www.broadriverfurniture.com	64
C.S. Wo & Sons, Honolulu, www.cswo.com	75
Chair King/Fortunoff Backyard Store, Houston, www.chairking.com, www.fortunoffbys.com	62
City Furniture, Tamarac, Fla., www.cityfurniture.com	29
Conlin's Furniture, Billings, Mont., www.conlins.com	96
Conn's, The Woodlands, Texas, www.conns.com	23
Cost Plus World Market, Oakland, Calif., www.worldmarket.com	24
Crate and Barrel, Northbrook, Ill., www.crateandbarrel.com	16
Crest Furniture, Dayton, N.J., www.valuecitynj.com	63
Darvin Furniture, Orland Park, Ill., www.darvin.com	72
Design Within Reach, Stamford, Conn., www.dwr.com	36
Dufresne Spencer Group, Memphis, Tenn., www.stashhome.com, www.ashleyhomestore.com	35
EBCO, Phoenix, www.la-z-boy.com/arizona	86
El Dorado Furniture, Miami Gardens, Fla., www.eldoradofurniture.com	38
Ethan Allen, Danbury, Conn., www.ethanallen.com	18
FAMSA, Dallas, www.famsa.us	79
Farmers Home Furniture, Dublin, Ga., www.farmershomefurniture.com	41
FFO Home, Fort Smith, Ark., www.ffohome.com	81
Furniture Mart USA, Sioux Falls, S.D., www.thefurnituremart.com	44
Furnitureland South, Jamestown, N.C., www.furniturelandsouth.com	52
Gallery Furniture, Houston, www.galleryfurniture.com	53
Gardner-White, Auburn Hills, Mich., www.gardner-white.com	56
Grand Home Furnishings, Roanoke, Va., www.grandhomefurnishings.com	54
Havertys, Atlanta, www.havertys.com	17
Haynes Furniture, Virginia Beach, Va., www.haynesfurniture.com, www.thedump.com	34
Hill Country Holdings, New Braunfels, Texas, www.hillcountryholdings.com	33
HOM Furniture, Coon Rapids, Minn., www.homfurniture.com, www.gabberts.com, www.dock86.com	37
Home Furniture, Lafayette, La., www.homefurn.com	91
Hudson's Furniture, Sanford, Fla., www.hudsonsfurniture.com	69
Ikea, Conshohocken, Pa., www.IKEA-USA.com	2
Innovative Mattress Solutions, Lexington, Ky., www.sleepoutfitters.com	66
Jerome's, San Diego, www.jeromes.com	43
Johnny Janosik, Laurel, Del., www.johnnyjanosik.com	100
Kane's Furniture, Pinellas Park, Fla., www.kanesfurniture.com	42
Kimbrell's, Charlotte, N.C., www.kimbrells.com	88
Kittle's Furniture, Indianapolis, www.kittles.com, www.belowmarketfurniture.com	77
Lacks Valley Stores, Pharr, Texas, www.lacksvalley.com	71
La-Z-Boy Furniture Galleries, Monroe, Mich., www.la-z-boy.com	13
Levin Furniture, Smithton, Pa., www.levinfurniture.com	40
Living Spaces, Rancho Cucamonga, Calif., www.livingspaces.com	32
Louis Shanks of Texas, Austin, Texas, www.louisshanksfurniture.com	89
LOVESAC, Stamford, Conn., www.lovesac.com	83
Macy's Furniture Gallery, New York, www.macys.com, www.bloomingdales.com	39
Mathis Brothers, Oklahoma City, www.mathisbrothers.com	21
Mattress Firm, Houston, www.mattressfirm.com	3
Mattress Warehouse, Frederick, Md., www.sleephappens.com	59
Mattress1One, Orlando, Fla., www.mattress1.com	49
Mealey's Furniture, Warminster, Pa., www.mealeysfurniture.com	94
Miskelly Furniture, Jackson, Miss., www.miskellys.com	97
Mitchell Gold + Bob Williams, Taylorsville, N.C., www.mgbwhome.com	61
Mor Furniture for Less, San Diego, www.morfurniture.com	30
Morris Furniture, Dayton, Ohio, www.morrisathome.com	67
Olinde's, Baton Rouge, La., www.olindes.com	95
Pier 1 Imports, Fort Worth, Texas, www.pier1.com	8
Raymour & Flanigan, Liverpool, N.Y., www.raymourflanigan.com	11
Regency Furniture, Brandywine, Md., www.myregencyfurniture.com	48
RH, Corte Madera, Calif., www.rh.com	7
Roche Bobois, New York, www.roche-bobois.com	84
Room & Board, Minneapolis, www.roomandboard.com	25
Rooms To Go, Seffner, Fla., www.roomstogo.com, www.roomstogokids.com	5
Russell Turner Furniture Holding, Thomasville, Ga., www.ahs-se.com	92
Sam Levitz Furniture, Tucson, Ariz., www.samlevitz.com	74
Schewel Furniture, Lynchburg, Va., www.schewels.com	76
Sit'n Sleep, Gardena, Calif., www.sitnsleep.com	55
Sleep Number, Minneapolis, www.sleepnumber.com	10
Sleepy's, Hicksville, N.Y., www.sleepys.com	12
Slumberland, Little Canada, Minn., www.slumberland.com	22
Steinhafels, Waukesha, Wis., www.steinhafels.com	51
Stickley, Audi & Co., Manlius, N.Y., www.stickley.com	65
The Parrott Group, Florence, S.C., www.parrotts-furniture.com	98
The RoomPlace, Lombard, Ill., www.theroomplace.com	46
The RoomStore, Phoenix, www.arizonaroomstore.com	90
Trivett's Furniture, Fredericksburg, Va., www.trivetts.com	82
Walker Furniture, Las Vegas, www.walkerfurniture.com	87
Walter E. Smithe Furniture, Itasca, Ill., www.smithe.com	68
Weekends Only Furniture & Mattress, St. Louis, www.weekendsonly.com	93
Weir's Furniture, Dallas, www.weirsfurniture.com	80
Wellsville Carpet Town, Weston Mills, N.Y., www.ourhomestories.com	78
Williams-Sonoma, San Francisco, www.williams-sonomainc.com	4
Wolf Furniture, Bellwood, Pa., www.wolffurniture.com	58
Z Gallerie, Gardena, Calif., www.zgallerie.com	47