

Top 100

Furniture Stores in USA

post another strong year with specialty stores among the strongest and top retailers on expansion mode

USA's largest furniture stores racked up another good year, combining for a 7.2% sales gain in 2016 as furniture, bedding and accessory sales increased to \$43.51 billion. It wasn't nearly as strong as the 11% gain for last year's list of top stores in 2015, but the growth far outpaced that of the overall furniture store channel and gave the Top 100 yet another bump in market share as the big kept getting bigger.



The Impact

The \$43.51 billion sales figure was up from \$40.61 billion for the same stores in 2015, the seventh consecutive sales increase for the list, and beat the \$41.87 billion in 2015 sales for last year's Top 100 companies. The 7.2% gain also easily topped the estimated 2% increase to \$53.88 billion for all furniture stores.

In Furniture Today's 34th annual ranking of USA's largest furniture chains, this year's Top 100 took an 81% share of that overall furniture store sales pie. That's up from the 80% share for last year's Top 100 and was the fourth consecutive year the group captured 75% or more of the market. Compared with all distribution channels, the Top 100 took 40% of the estimated \$104.8 billion overall sales pie vs. the 39% share for last year's top companies.

Top 100 growth in sales and units, 2015-2016

	Sales in billions*			Units		
	2016	2015	%change	2016	2015	%change
All Top 100	\$43.5	\$40.6	➔ 7.2%	12,781	11,277	➔ 13.3%
Top 10	\$23.3	\$21.2	➔ 9.8%	7,159	5,823	➔ 22.9%
Top 100 conventional furniture stores	\$23.4	\$22.0	➔ 6.4%	3,300	3,151	➔ 4.7%
Top 100 specialty stores	\$20.1	\$18.6	➔ 8.0%	9,481	8,126	➔ 16.7%

*Sales of furniture, bedding and accessories

Source: PBM Strategic Insights, 2017 Furniture Today Survey of Top 100 U.S. Furniture Stores



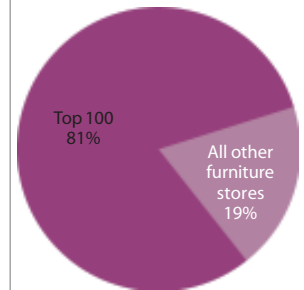
Record store growth

While sales growth didn't match the success of the former Top 100, this year's stores made up for it with the greatest store count growth since Furniture Today began tracking the measure. The group added a whopping 1,504 stores for a 13.3% increase. This could suggest that the retail apocalypse so many have reported has not had much of an impact on large

furniture store operators as other retailer channels, but there's one big caveat to that called Mattress Firm. The No. 2 company on the Top 100 gobbled up the former No. 12, Sleepy's, at the beginning of a new fiscal reporting period last year. With that move, it added about 1,050 stores

to its count and the Top 100 lost Sleepy's in the process. However, comparing this year's Top 100 and its combined 12,781 stores with last year's list yields a much more modest 440-store increase. Still, the biggest of the big continue to grow at the fastest rate. The Top 10 on this year's list saw a 9.8% sales increase to \$23.27 billion, the best gain of any subcategory. Store count for the group grew fastest, too, by 22.9%, or 1,336 units, to end the year with a combined 7,159 stores. But again, thank Mattress Firm for most of that. Ashley HomeStore, the dedicated network of company-owned and licensed Ashley stores, continued its dominance, taking the No. 1 slot for the 11th year in a row. Ashley grew its US HomeStore sales 8.8% to \$3.84 billion, while US store

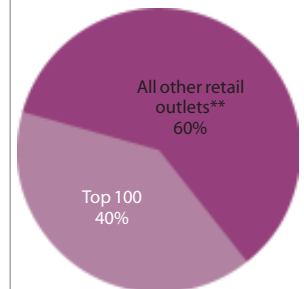
The Top 100's 2016 share of Sales through U.S. furniture stores



Estimated furniture, bedding and accessory sales through U.S. furniture stores were \$53.9 billion in 2016, up 2% from \$52.8 billion in 2015.

Total U.S. furniture store sales from all product categories were \$58.6 billion in 2016 and \$57.4 billion in 2015.

Sales through all distribution channels



Estimated furniture and bedding sales through all distribution channels were \$104.8 billion in 2016.

*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: PBM Strategic Insights, 2017 Furniture Today Survey of Top 100 U.S. Furniture Stores and the U.S. Dept. of Commerce.

growth eased slightly, as the company added a net 43 units for a total of 558 stores at year end. (Add international stores, and the store network is now up to more than 700 showrooms.)

Furniture Today adjusts combined sales and store count data for the HomeStore network and other multidealer dedicated store networks to eliminate double counting in cases in which the licensed dealers show up independently on the Top 100. That's particularly significant in Ashley's case, as 16 Top 100 retailers operate HomeStores either exclusively or in addition to their multi-line stores.

There was a little change in the Top 10 this year as Fort Worth, Texas-based Pier 1 Imports slipped off the list from the No. 8 spot last year to No. 11 this year. That made room for a new name, No. 9 Raymour & Flanigan, returning after a one-year drop to No. 11 last year.

In other Top 10 moves, Mattress Firm moved up a spot to No. 2, and Ikea moved down one spot to No. 3. Also, Big Lots gained ground, moving to No. 8 from No. 9. Three on, three off. There are three newcomers to the list this year, including one retailer who has been here before. Brand new to the Top 100 is No. 93 Matter Brothers Furniture, the Fort Myers, Fla.-based chain of five full-line stores featuring primarily upscale coastal tropical styles and six leather upholstery specialty stores. Matter Brothers' furniture, bedding and accessory sales grew 1.8% this past year to an estimated \$58 million. No. 97 The Original Mattress Factory is another appearing on the list for the first time. The Cleveland, Ohio-based bedding retailer and manufacturer ended the year with 109 stores in nine states and retail sales of about \$55 million, according to an estimate by PBM Strategic Insights, a division Furniture Today's parent company.



Dulles, Va.-based Belfort Furniture returned to the list at No. 100 and after a two-year absence, as 2016 sales for the five-store retailer increased slightly to an estimated \$46.7 million. And that turned out to be the sales cutoff this year, down from the \$48.1 million cutoff last year. Three on means three from the previous year are gone, and two of them dropped off via consolidation. Sleepy's, as noted earlier, was acquired by Mattress Firm, and Warminster, Pa.-based Mealey's Furniture was acquired by No. 44 Regency Furniture of Brandywine, Md. The other missing retailer is Phoenix-based The Room-Store, the 12-store chain that filed for Chapter 11 bankruptcy in December 2015 and subsequently closed down. It was the first bankruptcy-related fall from the list since the 2014 report, when the former California retailer Easy Life Furniture shut down.

Sales gains and losses

While the vast majority of Top 100 companies posted sales increase, fewer posted gains than last year's Top 100. Seventy-eight companies posted gains this time vs. 87 on last year's list. And only 20 retailers saw double-digit gains compared to 38 companies a year ago.

The largest increase, both in terms of percentage growth and net dollar growth, belonged to Mattress Firm, with sales up 35.2%, or by \$900 million, to \$3.46 billion.

No. 66 Big Sandy Superstore owned the next best percentage gain with furniture, bedding and accessory sales up 26.8% to an estimated \$104 million. No. 68 Wellsville Carpet Town was third with sales up 26.3% to \$97.5 million.

The next best net volume gain behind Mattress Firm came from the Ashley HomeStore network, which added \$310.7 million in U.S. sales, followed by No. 6 Berkshire Hathaway's furniture division, which tacked on another \$170.6 million in furniture, bedding and accessory business and topped \$2 billion for the first time. Sixteen stores posted sales decreases. Only one was down double digits, and that was No. 86 FAMSA, the 28-store Hispanic market retailer where furniture, bedding and accessory business was off 11.7% to \$68 million.

More than half boost store count

Fifty-one companies added stores last year (down slightly from 54 on last year's Top 100), and 13 added 10 or more units. Among the top five gainers, three are bedding specialists, and one operates sleep stores in addition to full-line stores. Behind the quadruple net store count gain for Mattress Firm, was No. 10 Sleep Number, which added a net 52 stores to end the year with 540 showrooms.

Ashley HomeStore was third with a 43-store net gain, followed by last year's Top 100 newcomer No. 45 Mattress1One with a 30-store gain. The fifth greatest store expansion belonged to No. 18 Art Van, which added a net 19 stores, including a dozen Art Van PureSleep locations.

Additional performance metrics

Wellsville Carpet Town, which operates 15 Ashley HomeStores in New York, Pennsylvania and Ohio, jumped 10 spots up the Top 100 (more than any other retailer) to No. 68. The Weston Mills, N.Y.-based retailer's 26.3% sales increase to \$97.5 million came without adding any showrooms, although expansion is under way this year. There were no other doubledigit rank jumpers this year, although four retailers moved eight places up the ranking: No. 56 Broad River Furniture, No. 73 FFO Home, No. 76 Roche Bobois and No. 84 Russell Turner Furniture Holding. This time, the Top 100 lost ground in two of three other performance measures — median stock turns and gross margin — but saw an increase in median sales per square foot.

With 30 companies reporting, median sales per square foot increased to \$276 from \$270 for last year's companies. No. 80 Lovesac was again the leader with average sales per square foot of \$1,308, followed by No. 25 Room & Board (\$955), Sleep Number (\$937), and No. 52 Gallery Furniture (\$644). With 16 companies reporting, median stock turns declined to 6.8 times from 7 times for last year's Top 100, and there's a new No. 1 in the category: Mattress1One, which turned inventory an average of 30 times, topping Gallery Furniture's 19 turns and the 16 turns for No. 34 Hill Country Holdings, the Ashley HomeStore licensee that had been the leader in the performance metric for four straight years. Median gross margin statistics were developed for 15 companies and fell to 47% from 50% for last year's group. Topping the list, as it has for 17 years now, was No. 10 Sleep Number with an average gross margin of 61.8%. Next best was No. 16 Havertys at 54% and then Hill Country 51.6%.

Specialty stores dominate in growth

As usual, the specialty retailers on the Top 100 thoroughly dominated their larger conventional store counterparts. And as usual, they owed that domination to the bedding specialist subset. Without them, the conventional stores would have ruled both in terms of sales and store growth. The 27 specialty stores on the Top 100 — same number as last year, combined for an 8% increase in 2016 sales to \$20.13 billion. The 73 conventional stores saw a 6.4% increase to \$23.38 billion.



Specialty stores added more units, too, growing by 16.7% 1,355 stores for a total of 9,481 stores at yearend. Conventional stores added just 149 stores, a 4.7% increase to end the year with 3,300 units. But a deeper dive into the specialty players shows that they owe every bit of that performance to the nine-company bedding specialist subset on the list. No other specialty sub-category — the lifestyle specialist, the living room specialty stores or the miscellaneous specialist — produced sales or store growth on par with the conventional stores or the combined Top 100.

Within the bedding subgroup, three or four retailers really did the heavy lifting, starting with No. 2 Mattress Firm, the largest specialty retailer and the fastest growing. The Houston-based business, acquired by South Africa-based Steinhoff this past fall, grew sales 35.2% to an estimated \$3.46 billion, while its store count jumped more than 50%, or by 1,227 units, to 3,630 at its fiscal yearend.

The vast majority of that growth was due to the acquisition of former Top 100 bedding specialist Sleepy's, adding roughly 1,050 stores and more than \$1 billion to Mattress Firm's revenue stream. No. 45 Mattress 1 One also helped out. The Orlando, Fla.-based bedding specialist grew sales by an estimated 9.6% to \$195 million and added 30 stores (a 12.1% jump) for 278 stores at yearend. No. 10 Sleep Number was the only other bedding specialist with a Top 100-topping sales increase, up 8.2% to \$1.28 billion, while its store count increased 10.7%, or by 52 units, to 540 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 2015 to 2016	Number of units	
		2016	2015		2016	2015
1	Ashley HomeStore	\$3,835.1	\$3,524.4	08.8%	558	515
5	Rooms To Go	\$2,350.0	\$2,200.0	06.8%	135	134
6	Berkshire Hathaway furniture division	\$2,003.2	\$1,832.6	09.3%	33	33
9	Raymour & Flanigan	\$1,307.2	\$1,177.2	11.0%	115	111
12	Bob's Discount Furniture	\$1,157.6	\$1,008.8	14.8%	76	64
14	American Signature	\$1,026.4	\$1,032.3	-0.6%	117	119
16	Havertys	\$821.6	\$804.9	2.1%	124	121
17	Ethan Allen	\$758.7	\$719.2	5.5%	187	195
18	Art Van	\$740.0	\$675.0	9.6%	117	98
19	American Furniture Warehouse	\$640.0	\$595.6	7.5%	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 2015 to 2016	Number of units	
		2016	2015		2016	2015
2	Mattress Firm	\$3,460.0	\$2,560.0	35.2%	3,630	2,403
3	Ikea	\$3,200.0	\$3,075.0	4.1%	42	40
4	Williams-Sonoma	\$2,715.0	\$2,635.0	3.0%	583	571
7	RH	\$1,755.0	\$1,705.0	2.9%	91	79
8	Big Lots	\$1,365.0	\$1,300.0	5.0%	1,432	1,449
10	Sleep Number	\$1,281.1	\$1,184.1	8.2%	540	488
11	Pier 1 Imports	\$1,260.0	\$1,303.0	-3.3%	941	953
13	La-Z-Boy Furniture Galleries	\$1,134.0	\$1,114.7	1.7%	310	299
15	Crate and Barrel	\$943.8	\$845.0	11.7%	106	104
24	Cost Plus World Market	\$408.0	\$405.0	0.7%	276	276

The 13 lifestyle specialty retailers combined for a 3.4% sales increase to \$11.85 billion and a 1.4%, 31-unit increase in store count. Top sales performers included No. 76 Roche Bobois with a 12.7% increase to \$80.4 million; No. 54 Mitchell Gold + Bob Williams, up 12.1% to \$130 million; and No. 15 Crate & Barrel, up 11.7% to \$943.8 million. No. 7 RH was a lifestyle store growth leader, adding 12 stores for a 15.2% increase to 91 stores at yearend. No. 46 Z Gallerie increased its store count 13.3%, or by eight stores, for 68 total units; and Mitchell Gold added three stores, for a 12% increase to 28 showrooms at yearend.

Dragging down the lifestyle specialists was No. 11 Pier 1 Imports. Furniture, bedding and accessory sales for the Fort Worth, Texas-based chain decreased by 3.3% to an estimated \$1.26 billion (the only decline among the subgroup), and the retailer's store count declined by a net 12 units.

The three living room specialists, No. 13 La-Z-Boy Furniture Galleries, No. 80 Lovesac and No. 82 EBCO (a La-Z-Boy licensee), combined for a 1.7% sales increase to \$1.21 billion and a 3.6% increase in store count.

Miscellaneous specialists No. 8 Big Lots and No. 60 Chair King/Fortunoff Backyard Stores grew sales by 5% for a combined \$1.49 billion in furniture, bedding and accessory sales. Store count went down by 17 units at Big Lots and up by three at Chair King/Fortunoff.

The conventional stores accounted for 54% of the Top 100's total sales volume and 26% of the store count. Among the standout sales performers is No. 66 Big Sandy Superstore, up 26.8% to \$104 million in furniture, bedding and accessory sales in 2016, for the second best sales increase among Top 100 companies, behind Mattress Firm. No. 68 Wellsville Carpet Town, an Ashley HomeStore licensee, had the next best sales gain, up 26.3% to \$97.5 million and climbed 10 spots from its No. 78 ranking last year.

Sales for No. 27 Living Spaces increased 20% to an estimated \$360 million and California competitor, No. 37 Jerome's, saw a 16.8% sales increase to \$230.1 million. On the store growth side, No. 1 Ashley HomeStore led the conventional stores with a net increase of 43 U.S. stores for a total of 558 at yearend. No. 44 Regency Furniture had the best percentage growth, up 36.4%, or eight stores, thanks largely to

its acquisition last year of former Top 100 company Mealey's Furniture. No. 20 Mathis Brothers was another top grower, with its store count up 31.8% with the addition of seven stores. No. 86 FAMSA, the Dallasbased retailer serving the Hispanic market, was a top drag for conventional stores with the only double-digit sales decline for the group, down 11.7% to \$68 million.



Top retailers continue in expansion mode

Just over half the companies on the Top 100 added at least one store last year as most big chains have yet to be hurt by the so-called "retail-apocalypse," such as the mass closings by department stores and other retailers finding it difficult to compete online. Fifty-one Top 100 companies added to their net store counts, while only 10 dropped stores, and 55 either reported expansion plans or are known to have more growth in the works for this year or over the next couple of years.

Mattress Firm expands, is sold and splits with a key supplier. The No. 2 Top 100 company started early in the 2016 calendar year with the acquisition of former Top 100 Sleepy's, adding roughly 1,050 stores with that buy and a net 1,227 stores for the year for the greatest jump in store count of any Top 100 company. The Houston-based retailer wound up accounting for all but 277 stores of the Top 100's combined 1,504-store net growth.

In September, Mattress Firm was acquired by South African home furnishings retailer Steinhoff International for \$3.8 billion, and in the first quarter of this year, Tempur Sealy announced it was cutting its ties to the bedding specialty chain. It's been a less than amicable split, as the two parties are fighting in court over the terms of the divorce.

Private equity makes a mark. The money flowing in from private equity sources has fueled furniture store expansion while other retail sectors have struggled to grow anywhere but online. No. 12 Bob's Discount Furniture, owned by Bain Capital, added a dozen stores last year, extending its presence in Chicago. This year, the retailer pushed further west, into Milwaukee and St. Louis and is entering Indianapolis Memorial Day weekend.

In the first quarter of 2018, Bob's plans to leap to the West Coast with its first Los Angeles-area stores. Owned by Sun Capital Partners, No. 73 FFO Home of Fort Smith, Ark., made good on CEO Larry Zigerelli's contention that the private equity firm's backing would lead to accelerated expansion. The company opened five stores last year (including its first in Texas), ending the year with 41 stores in five Mid-South states. Already this year, the promotional to mid-priced retailer has opened its first Mississippi store (in the greater Memphis, Tenn., market) and is likely to open a total of eight to 10 stores before

the year is out. The retailer is one of a handful of Top 100 companies taking advantage of the demise of other retailers to expand into new territory. No. 99 Boston Interiors was acquired by Castle Island Partners in April 2016 and has since announced plans for two new stores opening this year in Bedford, N.H., and Dedham, Mass.

Two more in yet-to-be identified markets are slated for next year. And one to watch is No. 18 Art Van Furniture. The Warren, Mich.-based retailer was sold to private equity firm Thomas H. Lee Partners in March, and while it has grown pretty steadily on its own, the Art Van CEO noted the now “unlimited access to capital for growth,” at the time of the deal. President Gary Van Elslander added that Art Van’s growth track was one of the things that caught THL’s eye in the first place, “and they felt they could really assist us with additional capital and even accelerate” that expansion.

New market and new experiences coming to No. 29 City Furniture. While 2016 was quiet for the Tamarac, Fla.-based retailer growth-wise, it’s making up for it with big plans for new stores with new features. Among the highlights is a smaller footprint Midtown Miami showroom opening this fall and concentrating on modern furniture, and two 120,000-square-foot City Furniture stores coming to the Orlando, Fla., (new territory) in late 2018 or early 2019. City also is updating its KC Café into KC Café & Wine Bar, which will host happy hours and offer wine and craft beer. In addition, the company will open 4,000- to 5,000-squarefoot home accent stores within City Furniture stores as the retailer

aims to make frequently refreshed accents, area rugs, wall art and other accessories a bigger part of its business and a bigger consumer draw.

No. 52 Gallery expands into manufacturing.

Although business has slowed down in the economically hard-hit Houston market, Gallery Furniture is continuing to bring new store-experiences of its own to the forefront. Late last year, it decided to get into the furniture-making business, investing in a high-tech CNC router to make custom-wood furniture in its flagship store. It’s one of the latest examples of in-store theater promoted by owner and CEO Jim McIngvale. No word on how the parrots and monkeys in the store are taking the noise.

RH, Ikea and Williams-Sonoma aren’t the only lifestyle retailers in expansion mode. No 25 Room & Board and No. 26 Arhaus have been busy, too. While its store count held steady at 15, Minneapolis-based Room & Board relocated its Santa Ana store to a better location in Costa Mesa and expanded its Denver showroom, adding, among other things, a rooftop patio displaying outdoor furniture. This year, the company will open new stores in Portland, Ore., San Diego and Dallas all new markets. Boston Heights, Ohio-based Arhaus, meanwhile, added five stores last year, including its first in South Carolina in Charleston. Its first Alabama store opened in February in Birmingham and was followed by a second Kentucky store in Lexington in April. More are planned for Wisconsin, Fort Worth, Texas, and La Jolla, Calif., later this year.

No. 66 Big Sandy is back in growth mode. After dissolving a partnership with Furniture & ApplianceMart, which

took a bite out of estimated sales and store count numbers for 2015, Big Sandy Superstore was back in growth mode last year and promising more to come. The Franklin Furnace, Ohio based chain opened two Columbus, Ohio-area stores, adding a combined 150,000 square feet of selling space, which helped boost 2016 furniture, bedding and accessory sales to an estimated \$104 million. The retailer has since announced two more Columbus-area stores coming to Heath and Zanesville later this year.



Quiet expansion on tap at No. 9 Raymour & Flanigan and No. 42 Farmers. These companies don't often make headlines in Furniture Today, but they should. Liverpool, N.Y.-based Raymour tacked on four stores last year as its sales jumped 11% to \$1.31 billion. Five more locations are slated for this year, which would push the retailer's store count to 120. Dublin, Ga.-based Farmers Home Furniture opened a net 10 stores last year, including nine in Tennessee (a new state) and additional stores in Alabama. The promotional to mid-priced player ended the year with 205 stores across six Southern states and \$208.4 million in estimated furniture, bedding and accessory sales, up 5.1% from the year before.

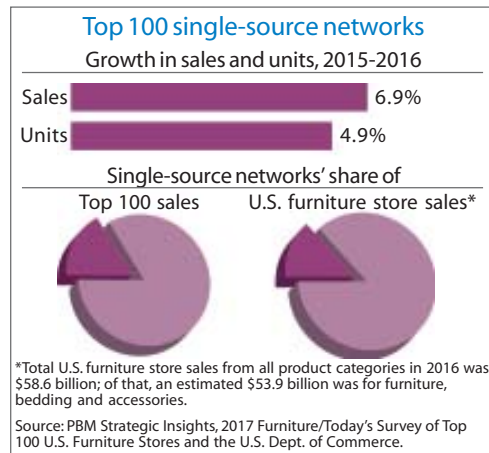
Single-source stores near pace of full group

Once again, sales for the single-source dedicated store networks lagged the Top 100 as a whole, but it was a much closer race this time vs. the year before. The subset of 10 companies—up from nine the previous year, combined for a 6.9% increase in 2016 furniture, bedding and accessory sales to \$7.88 billion. While that's shy of the 7.2% gain for all of the Top 100, it's nowhere near the more than four percentage point gap that separated the two last time. Single-source networks are the company-owned, licensed or franchised stores dedicated to a single home furnishings brand, operating under one retail banner. The group also includes vertically integrated companies, such as No. 17 Ethan Allen, No. 54 Mitchell Gold + Bob Williams and newcomer No. 97 The Original Mattress Factory. The combined sales increase was slightly ahead of the 6.7% sales gain for the dedicated store networks on last year's Top 100. After a dip last year, the group's share of Top 100 sales



climbed back to 18% from 17% for the previous group, thanks in part to the addition of Original Mattress, the vertically integrated bedding specialist with estimated 2016

sales of \$55 million. The share of total U.S. furniture store sales this past year increased to 15% from 14% for last year's single-source networks. Four of the networks posted Top 100-beating sales gains, led by No. 76 Roche Bobois, up 12.7% to \$80.4 million, and Mitchell Gold + Bob Williams, up 12.1% to \$130 million. No. 1 Ashley HomeStore had another solid sales gain, as well, up 8.8%, or \$310.7 million, to \$3.84 billion. No. 10 Sleep



Top single-source store networks
Ranked by sales of furniture, bedding and accessories

Rank	Company	Estimated furniture, bedding, accessory sales in \$ millions		Percent change 2015 to 2016	Number of units	
		2016	2015		2016	2015
1	Ashley HomeStore	\$3,835.1	\$3,524.4	8.8%	558	515
10	Sleep Number	\$1,281.1	\$1,184.1	8.2%	540	488
13	La-Z-Boy Furniture Galleries	\$1,134.0	\$1,114.7	1.7%	310	299
17	Ethan Allen	\$758.7	\$719.2	5.5%	187	195
28	Bassett Home Furnishings	\$358.9	\$344.9	4.0%	90	92
50	America's Mattress	\$167.4	\$165.4	1.2%	301	299
54	Mitchell Gold + Bob Williams	\$130.0	\$116.0	12.1%	28	25
76	Roche Bobois	\$80.4	\$71.4	12.7%	27	27
80	Lovesac	\$76.0	\$75.0	1.3%	60	58
97	The Original Mattress Factory	\$55.0	NA	NA	109	NA

Number was next with an 8.2% gain to \$1.28 billion. There were no sales decreases among the dedicated stores this year.

Most of the single-source networks added stores or held flat with the exception of Ethan Allen, which cut its store count by a net eight showrooms, and No. 28 Bassett Home Furnishings, which dropped by two stores. Sleep Number posted the greatest net store gain, up 52 stores, followed by Ashley's 43 net new stores and No. 13 La-Z-Boy Furniture Galleries' 11-store gain. Combined, the networks added 103 stores for 2,210 showrooms at yearend.

2017 Top 100 U.S. Furniture Stores

Rank (last year)	Company, home base and notes	Estimated furniture, bedding, accessory sales in \$ millions		Percent change 2015 to 2016	Number of units		Selling space all stores sq. ft. 1000s	Furniture, bedding, accessories percent of selling space	average sales per sq. ft.
		2016	2015		2016	2015			
1 (1)	Ashley HomeStore Arcadia, Wis.	\$3,835.1	\$3,524.4	8.8%	558	NA	100%	100%	NA
	<p>Manufacturer's dedicated store network with more than 700 licensed and company-owned promotional to mid-priced stores in 36 countries. Sales and store counts for U.S. only. Sales from other merchandise areas, primarily textiles, \$41.7 million. Offers an e-commerce program to its furniture stores featuring thousands of items. Average unit size for a conventional Ashley Home-Store is about 40,000 square feet and for the smaller rural market stores about 15,000 to 20,000 square feet. Showrooms are filled with living room, dining room, bedroom, home accents, youth furniture, mattresses and home office furniture displayed in lifestyle collections such as Urbanology, Vintage Casual, Traditional, Contemporary and New Traditions. The Dream Destination Mattress Gallery has top name brands like Sealy, Simmons, Stearns & Foster, Tempur-Pedic and Ashley Sleep. In January 2017, its 700th store opened in Vero Beach, Fla., by No. 29 City Furniture. The grand opening also coincided with the celebration of 20 years in the retail business for Ashley HomeStores. The company has a social media presence through Facebook, Twitter, Pinterest, YouTube, Instagram, Snapchat and Google+, as well as a company blog. Ashley HomeStore owners on the Top 100 are Mathis Brothers, City Furniture, Dufresne Spencer Group, Hill Country Holdings, Furniture Mart USA, Regency Furniture, Broad River Furniture, Crest Furniture, Morris Furniture, Wellsville Carpet Town, Sam Levitz Furniture, C.S. Wo & Sons, Trivett's Furniture, Russell Turner Furniture Holding Corp., Olinde's and The Parrott Group.</p>								
2 (3)	Mattress Firm Houston	\$3,460.0	\$2,560.0	35.2%	3,630	2,403	18,500%	100%	NA
	<p>Fiscal years ended Oct. 4 and Oct. 6. Sales and store count for 2015 revised to reflect change in fiscal year ending. Bedding specialty chain founded in 1986. At fiscal yearend operated 3,503 company-owned units and 127 franchised units across 49 states and Washington D.C. The company offers a broad selection of both traditional and specialty mattresses, bedding accessories and other related products from leading manufacturers including Serta, Simmons and its own private label brand, Hampton & Rhodes. In September 2016, the company was acquired by South African home furnishings retailer Steinhoff International for \$3.8 billion and now operates as a subsidiary of Steinhoff. Tempur Sealy announced on Jan. 30 that it had issued formal termination notices for all of the company's brands to Mattress Firm as of Jan. 27 and anticipated it would cease doing business with the bedding specialist in the first quarter. The move came after nearly two decades of business partnership. Mattress Firm also sells online at its brands' websites and has a social media presence through Facebook, Twitter, Instagram, YouTube, Google+ and LinkedIn, as well as a company blog.</p>								
3 (2)	Ikea Conshohocken, Pa.	\$3,200.0	\$3,075.0	4.1%	42	40	NA	NA	NA
	<p>Fiscal year ends Aug. 31. Founded in 1943, the Sweden-based specialist with a large ready-to-assemble furniture business has more than 390 stores in 48 countries, including 43 stores currently in the U.S. Phone-order sales from a Baltimore call center and online sales are included. Ikea opened a 380,000-square-foot unit in St. Louis in September 2015, the retailer's 41st store. In May 2016, opened a 351,000-square-foot store in Las Vegas, and in December 2016, opened its first store in Tennessee, in Memphis, with 277,000 square feet. In February 2017, replacement stores opened in Burbank, Calif., and Renton, Wash. The 456,000-square-foot store in Burbank replaced Ikea's first California store, which opened in 1990 with almost twice as much square feet. Ikea has some 10 new stores in varying stages of planning scheduled to open within the next few years with a store in Columbus, Ohio, being the first of those. The 354,000-square-foot unit will open June 2017. A 294,000-square-foot unit in Jacksonville, Fla.; a 290,000-square-foot store in Grand Prairie, Texas; and a 293,000-square-foot store in Fishers, Ind., are scheduled to open fall 2017. After 2017, Ikea is looking at opening its third San Francisco area-store in Dublin, Calif.; its first store in Wisconsin in Oak Creek; its second location in Virginia in Hampton Roads; its second location in Colorado in Broomfield; and two more in Texas in the Fort Worth and San Antonio areas. Ikea has a social media presence through Facebook, Pinterest, Instagram and YouTube. Its stores offer free WiFi for customers.</p>								
4 (4)	Williams-Sonoma San Francisco	\$2,715.0	\$2,635.0	3.0%	583	571	NA	NA	NA
	<p>Fiscal years ended Jan. 29 and Jan. 31. Publicly held specialty retailer selling home products 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 629 retail stores in the U.S., Puerto Rico, Canada, Australia and the United Kingdom, including 201 Pottery Barn stores, 89 Pottery Barn Kids and 98 West Elm stores, as well as e-commerce websites and directmail catalogs for each of the brands. Also has 66 franchised stores in a number of countries in the Middle East, the Philippines and Mexico through third parties. Sales and store counts for U.S. and Puerto Rico only. The company's overall net revenue increase was driven by its e-commerce net revenues, primarily from West Elm, Williams-Sonoma and Rejuvenation, with particular strength in furniture. West Elm, the company's third largest brand, again led in revenue growth with an 18% increase in 2016. Its growth was broad-based across merchandise categories, primarily furniture. The brand also operates West Elm Workspace providing furnishings to the commercial sector and recently announced its expansion into the travel and hospitality industry with West Elm Hotels. The company's largest brand, Pottery Barn, tested a new store model last year and will be selectively remodeling additional stores this year. WS plans to open 21 stores in 2017, including a net seven West Elm and a net three Pottery Barn. The company has a social media presence through Facebook, Twitter, Pinterest, YouTube, Google+ and Instagram, as well as company blogs.</p>								
5 (5)	Rooms To Go Seffner, Fla.	\$2,350.0	\$2,200.0	6.8%	235	134	NA	100%	NA(4)
	<p>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 2016, RTG opened showrooms in Selma and Cypress, Texas. Also closed one showroom last year. Expansion plans in 2017 include new showrooms in Ft. Lauderdale, Fla.; Covington, La.; Murfreesboro, Tenn.; Huntsville, Ala.; and Round Rock, Rockwall and Humble, Texas. Earlier this year, an investor group led by Rooms To Go President Jeff Seaman acquired the U.S. rights to Furniture.com from Blueport Commerce. The website remains a separate business from RTG. Rooms To Go has a social media presence through Facebook, Twitter, Pinterest, Google+ and YouTube.</p>								
6 (6)	Berkshire Hathaway furniture division Omaha, Neb.	\$2,003.2	\$1,832.6	9.3%	33	33	NA	NA	NA
	<p>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 showroom in Omaha; a 450,000-square-foot showroom in Kansas City, Kan.; a 560,000-square-foot showroom in The Colony, Texas; a 30,000-square-foot showroom specializing in flooring, appliances and electronics in Clive, Iowa; and a Homemakers Furniture store in Des Moines, Iowa. Jordan's operates six retail locations and a distribution center, with three stores and the distribution center located in the greater Boston area; one retail store includes a Colossal Clearance Center. The other three stores are in Warwick, R.I.; New Haven, Conn.; and in Nashua, N.H. R.C. Willey operates 11 stores: six in northern Utah, three in Nevada, and one each in Idaho and California. It has three distribution centers that support operations in Salt Lake City, Las Vegas and Sacramento, Calif. R.C. Willey is constructing its second California store, a 160,000-square-foot two-level store in Sacramento, opening in early 2018. Star operates 11 stores with six showrooms and two clearance centers in the Houston area, and one store each in Austin, San Antonio and Bryan/College Station, Texas. Each store brand sells online and has a presence on social media through Facebook, Twitter, YouTube, Pinterest and company blogs, plus one or more businesses have a presence through Google+, Instagram and Houzz.</p>								

7	RH	\$1,755.0	\$1,705.0	2.9%	91	79	885	NA	NA
(7)	Corte Madera, Calif.	\$2,060.0 total revenues			<p>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 70 RH retail galleries: 50 Legacy Galleries, six larger format Design Galleries, eight next generation Design Galleries, one RH Modern Gallery and five RH Baby & Child Galleries, as well as 28 outlet stores, throughout the U.S. and Canada. Sales and store count for U.S. only. In 2016, acquired Danbury, Conn.-based luxury bath and kitchen brand, Waterworks with 15 showrooms in the U.S. and U.K. Continued transforming its real estate platform to the larger format showrooms opening four next generation Design Galleries, in Leawood, Kan.; Austin, Texas; Las Vegas; and Seattle. Three of those markets closed a smaller legacy Gallery location; Las Vegas was a new market. Also opened 12 outlets last year. In addition to the openings, a couple of other RH initiatives included launching RH Modern across all stores and remodeling existing Legacy Galleries, including the installation of Design Ateliers. In 2017, plans to open three to five galleries. Will also introduce an integrated hospitality experience in its galleries in select markets.</p>				
8	Big Lots	\$1,365.0	\$1,300.0	5.0%	1,432	1,449	NA	NA	NA
(9)	Columbus, Ohio	\$5,200.4 total revenues			<p>Fiscal years ended Jan. 28 and Jan. 30. Publicly held non-traditional discount retailer operating stores in 47 states and Washington D.C. 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 22,000 selling square feet offering value-priced merchandise from both traditional and close-out channels. Furniture, including upholstery, mattresses, case goods and ready-to-assemble, is sourced either from recognized brand-name manufacturers or sold under its own brand. Included in this list is Ameriwood, Serta, Signature Design by Ashley, Simmons and Stratolounger, among others. Big Lots increase in furniture sales last year was led by upholstery, mattresses, case goods and ready-to-assemble, which benefited from an increase in square footage in May 2016 of 300 to 500 square feet — on average — per store. Also positively impacting sales was the Easy Leasing lease-to-own program and a new private label credit card. The company will begin testing new store concepts in two markets this year and, with positive results, will expand in a multi, multi-year rollout. Big Lots has a social media presence through Facebook, Twitter, Pinterest, YouTube and Instagram.</p>				
9	Raymour & Flanigan	\$1,307.2	\$1,177.2	11.0%	115	111	NA	100%	NA
(11)	Liverpool, N.Y.	<p>Mid-priced Northeastern chain established in 1947. Operates stores in New York, Massachusetts, Pennsylvania, New Jersey, Connecticut, Rhode Island and Delaware, including eight clearance centers. Also sells online. Showrooms range in size from 15,000 to 75,000 square feet. In 2016, opened four showrooms in Rockaway, Paramus, and East Brunswick, N.J.; and in Christiana, Del. Plans to open five stores in 2017. Raymour & Flanigan has a social media presence through Facebook, Twitter, Pinterest, Google+ and YouTube.</p>							
10	Sleep Number	\$1,281.1	\$1,184.1	8.2%	540	488	1,399	100%	\$937
(10)	Minneapolis	<p>Sleep Number is the commercial banner for Select Comfort, the publicly held, vertically integrated company offering consumers individualized sleep solutions and services with its line of Sleep Number beds, bases and bedding accessories. Founded in 1987, Select Comfort sells its products through two distribution channels. The company-controlled channel, which includes retail, online and phone, sells directly to consumers. The wholesale channel sells to retailers and wholesale customers in the U.S. and the QVC shopping channel. The wholesale channel accounted for about 2.3% of sales and is not included in the results. Online sales accounted for approximately 3% of 2016 sales. Units average 2,538 square feet. Average stock turns, 6.5 times. Average gross margin, 61.8%. Comp store sales increased 1%. Last September, Select Comfort entered the bed-in-the-box category with its introduction of the "it bed," which is delivered directly to the customer's doorsteps compressed into a sleek box. In January 2017, the company introduced the Sleep Number 360 smart bed product line that will eventually replace the current Sleep Number line. Select Comfort announced it is relocating its headquarters from suburban Plymouth to downtown Minneapolis this October. Expects to end 2017 with 559 locations. The company has a social media presence through Facebook, Twitter, YouTube, LinkedIn and Instagram.</p>							
11	Pier 1 Imports	\$1,260.0	\$1,303.0	-3.3%	941	953	NA	NA	NA
(8)	Fort Worth, Texas	\$1,704.1 total revenues			<p>Fiscal years ended Feb. 25 and Feb. 27. Founded in 1962. Publicly held specialist of imported home decor and furniture. At fiscal yearend operated 1,018 retail stores in the U.S. and Canada in addition to its e-commerce website, pier1.com, selling a wide variety of furniture, decorative accessories, candles, housewares, gifts and seasonal products. Sales and store counts for U.S. only. E-commerce represented approximately 20% of fiscal year sales, up from 16% the previous year. Units average approximately 8,000 square feet of selling space. Furniture has remained constant at 35% of sales for the past few years and consists of furniture for the living, dining, office, kitchen and bedroom areas, sunrooms and patios. Furniture is generally made of metal or handcrafted natural materials, including rattan, pine, acacia and oak. Last year, Pier 1 opened seven new stores and closed 21, about a quarter of which were relocations. This year, plans to close 20 to 25 stores, primarily through lease expirations and relocations. Pier 1 has a social media presence through Facebook, Twitter, Pinterest, Google+, Instagram and YouTube. Its stores offer free WiFi for customers.</p>				
15	Bob's Discount Furniture	\$1,157.6	\$1,008.8	14.8%	76	64	NA	100%	NA
(15)	Manchester, Conn.	<p>Privately owned, founded in 1991. Promotional to mid-priced chain operating stores in 15 states in the Northeast, Mid-Atlantic and Midwest regions: Connecticut, Delaware, Illinois, Indiana, Maine, Maryland, Massachusetts, Missouri, New Hampshire, New Jersey, New York, Pennsylvania, Rhode Island, Virginia and Wisconsin. Opened 12 stores in 2016, including eight in the greater Chicago area where the retailer had opened a distribution center in late 2015 to support its store expansion. Four other stores opened in Latham and Riverdale, N.Y.; Wharton, N.J.; and Hagerstown, Md. Over Presidents' Day weekend 2017, Bob's entered two new states with the opening of five stores, three in the Milwaukee area in Brown Deer, Greenfield and Racine, Wis., and two in the St. Louis market in Manchester and Saint Ann, Mo. Over Memorial Day weekend, Bob's will open four more stores, one each in Castleton and Greenwood, Ind.; Madison, Wis.; and Joliet, Ill. In January, Bob's announced it will be opening multiple stores in the Los Angeles metro area in the first quarter of 2018 and is lining up an 806,000-square-foot distribution center in San Bernardino, Calif., to support the 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.</p>							
13	La-Z-Boy Furniture Galleries	\$1,134.0	\$1,114.7	1.7%	310	299	NA	100%	NA
(13)	Monroe, Mich.	<p>Manufacturer's dedicated store network of dealer-owned and company-owned units. Figures exclude the 34 La-Z-Boy Furniture Galleries in Canada. Average stock turns, 5 times. Same-store sales decreased 0.9%. In 2016, opened 15 galleries including ones by Top 100 retailers Mathis Brothers and EBCO in Oklahoma City and Prescott Valley, Ariz. Also closed four galleries. Plans to end 2017 with 315 to 320 U.S. stores, including five stores opened earlier this year in Pooler, Ga.; Dublin, Ohio; Woodbury, Minn.; Taylor, Mich.; and Amarillo, Texas (a relocation). The company has a social media presence through Facebook, Twitter, Pinterest, Google+ and YouTube. La-Z-Boy store owners on the Top 100 are Mathis Brothers and EBCO.</p>							

Estimated furniture, bedding, Rank (last year)	Company, home base and notes	Percent accessory sales in \$ millions		Number change 2015 to 2016	Selling space Furniture, bedding, accessories of units		percent of selling space	average sales per sq. ft.	
		2016	2015		2016	2015			
14 (14)	American Signature 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.	\$1,026.4	\$1,032.3	-0.6%	117	119	NA	100%	NA
15 (16)	Crate and Barrel Northbrook, Ill. Fiscal years ended Feb. 28 and Feb. 29. Founded in 1962. Owned by Otto Group, a privately held German retail and services group. Lifestyle multi-channel specialty retailer operating through Crate & Barrel, CB2, Land of Nod, e-commerce websites and catalogs, and franchised locations. Stores are located in the U.S. and Canada including 11 CB2, seven Land of Nod stores and one Land of Nod mini shop at the Crate & Barrel in Palo Alto, Calif. Also operates 19 franchised stores in countries around the world. Estimated sales and store counts for U.S. only. Online sales account for approximately half of all sales. In April 2017, opened its first CB2 in Texas, at The Domain in Austin. Recently signed a franchise deal with regional mall and retail firm, Majid Al Futtaim, with a Crate & Barrel franchise scheduled to open in the fourth quarter in Doha Festival City in Qatar. The retailer has a social media presence through Facebook, Twitter, Pinterest, Google+, Houzz, Instagram and YouTube, as well as a blog for each brand.	\$943.8	\$845.0	11.7%	106	104	NA	NA	NA
16 (17)	Havertys Atlanta Publicly held company founded in 1885. Mid-priced to upper-mid-priced chain serving 83 cities in 16 states in the Southern and Midwest regions. Also sells online within its delivery network for furniture and to the continental U.S. for accessories. Credit income, about \$229,000. 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 Beautyrest, Stearns & Foster and Tempur-Pedic. Average gross margin, 54%. Same-store sales increased 2.1%. In 2016, Havertys opened four stores including a dedicated clearance store near its largest distribution center in Atlanta. The store was opened in late December as part of the company's store improvements where selling space for clearance items was removed or reduced from virtually all of its stores. In 2017, opened its new Lubbock, Texas, store in early March, replacing a temporary location after its showroom was destroyed from a blizzard in late December 2015. Other plans for 2017 include a store in Greensboro, N.C., opening in early May and a replacement store in Columbia, S.C. The company will also close one store in the fourth quarter. Havertys has a social media presence through Facebook, Twitter, Pinterest, Instagram and YouTube.	\$821.6	\$804.9	2.1%	124	121	4,494	100%	\$188
17 (18)	Ethan Allen Danbury, Conn. 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 187 U.S. Design Centers (137 company-owned and 50 dealer-owned) and 109 international locations at fiscal yearend. Sales and store count for U.S. only. Design Centers are 16,000 square feet on average with 75% 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 U.S. plus one plant each in Mexico and Honduras. Approximately 75% of its products are made in its North American plants. In November 2016, Ethan Allen launched the Ethan Allen Disney line, a collection of 500 products that includes upholstery, case goods, soft goods, lighting, rugs, artwork and decorative accessories. This spring, the company announced it would establish an Ethan Allen Design Studio on Amazon.com that will allow Ethan Allen to offer its products to Amazon shoppers. The site is expected to launch this summer. Ethan Allen has a social media presence through Facebook, Twitter, Pinterest, Google+, Instagram, YouTube, LinkedIn and Houzz.	\$758.7	\$719.2	5.5%	187	195	NA	NA	NA
19 (18)	Art Van Warren, Mich. Founded in 1959 by Art Van Elslander, the business was sold to private equity firm Thomas H. Lee Partners in March 2017. Fiscal years ended Sept. 30. Mid-priced to high-end Midwest retailer operating stores throughout Michigan, Illinois, Ohio, Indiana and Iowa. Art Van brands include Art Van Furniture, Art Van PureSleep, Art Van Flooring, Scott Shuptrine Interiors and Hillside Contemporary Furniture, franchise locations and an e-commerce website. The Art Van Flooring stores and sales from the flooring departments are not included in the results. Offers furniture from a number of brand name manufacturers including Cindy Crawford Home, Bernhardt, Broyhill, La-Z-Boy and Natuzzi. In 2016, Art Van added a net 19 stores: two new Art Van stores, 12 PureSleep mattress stores and six franchise stores including its first two in Iowa in Coralville and Cedar Falls. In late 2017, will open a two-level, 80,000-square-foot showroom in the Detroit suburb of Canton, Mich. The retailer has a social media presence through Facebook, Twitter, Pinterest, Instagram and Google+.	\$740.0	\$675.0	9.6%	117	98	NA	NA	NA
20 (19)	American Furniture Warehouse Englewood, Colo. Family-owned business founded in 1975. Primarily promotional to upper-middle 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. Also sells online with Internet sales accounting for approximately 3.2% of 2016 sales. Sales from electronics, \$5.9 million. Revenues other than sales, \$2.4 million. Units average 122,407 square feet. Key vendors include American Furniture, Ashley, Conдор, Healthcare Memory Foam, JMH Trading, Jackson, Sealy, Simmons, Standard, Sunny Designs and World Source Trading. Average stock turns, 6 times. Average gross margin, 42.8%. AFW has a social media presence through Facebook, Twitter, Pinterest, YouTube and Instagram.	\$640.0	\$595.6	7.5%	14	14	1,714	97%	\$380

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
Source : Furniture Today, USA

Who's who among the leading stores

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