

Top furniture stores post another strong year

By Clint Engel
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HIGH POINT — The nation'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 \$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 the country'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.

Record store growth

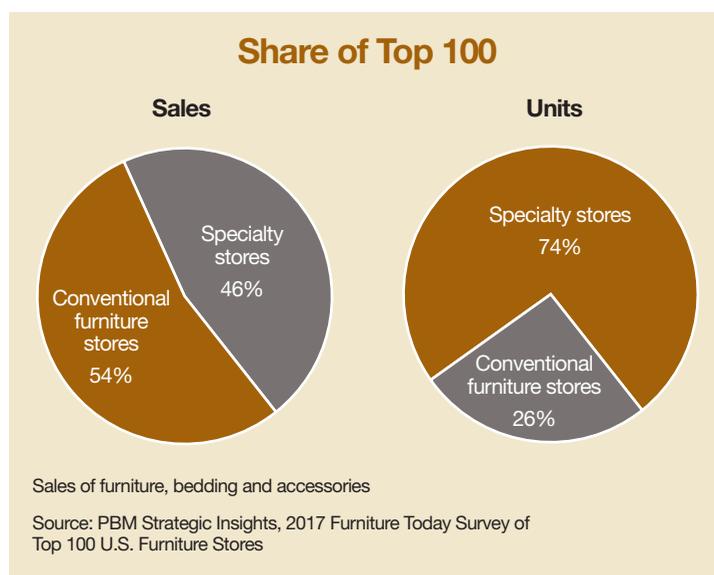
While sales growth didn't match the success of the former Top 100, this year's stores made up for it with the greatest store count growth since Furniture Today began tracking the measure. The group added a whopping 1,504 stores for a 13.3% increase.

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 for-

	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



mer 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 is king ... again.

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 U.S. HomeStore sales 8.8% to \$3.84 billion,

while U.S. store 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 multi-dealer 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 Raymond & 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.

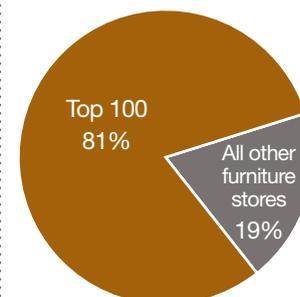
No. 97 The Original Mattress Factory is another appearing on the list for the first time. The Cleveland, Ohio-based bedding retailer and manufacturer ended the year with 109 stores in nine states and retail sales of about \$55 million, according to an estimate by PBM Strategic Insights, a division Furniture 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 Top 100's 2016 share of

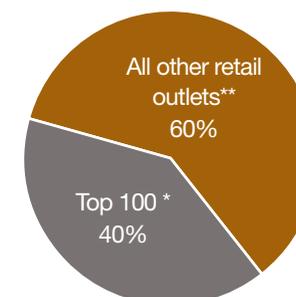
Sales through U.S. furniture stores



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.

The other missing retailer is Phoenix-based The RoomStore, 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. **54**

Specialty stores dominate in growth

By Clint Engel
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HIGH POINT — 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. This is how it shook out without explanation or excuses:

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.

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	8.8%	558	515
5	Rooms To Go	\$2,350.0	\$2,200.0	6.8%	135	134
6	Berkshire Hathaway furniture division	\$2,003.2	\$1,832.6	9.3%	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

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

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 Mattress1One 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.

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 Dallas-based 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. **IT**

Terminology

- **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 focus, 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. **IT**

Top retailers continue in expansion mode

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HIGH POINT — 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-square-foot 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. **FT**

How the Top 100 report is compiled

Furniture Today’s exclusive Top 100 U.S. Furniture Stores ranks furniture stores by 2016 sales of furniture, bedding and decorative accessories, including fabric and furniture protection, warranties and delivery charges.

To qualify, a store must specialize in home furnishings. Sales from furniture, bedding and accessories must account for 25% or more of total sales, and at least 25% of those sales must come from brick-and-mortar stores. A store’s mix may also include electronics, appliances, flooring and other home furnishings.

Retailers with a broad merchandise mix, such as department stores, mass merchants and warehouse clubs that operate separate home furnishings stores are eligible for the Top 100 based on sales from their free-standing home stores only. Macy’s is ranked based on the sales from its dedicated furniture stores only.

Stores may primarily sell overstocked items, factory closeouts and one-of-a-kinds — such as The Dump and American Freight — but not primarily sell furniture that is rented or has been previously owned. Furniture Today will include retailers that lease or rent furniture on its Top 25 Furniture & Bedding Retailer ranking, printing in the Aug. 21 edition.

Groups of stores with common ownership that operate under separate names qualify for the list. Examples are Berkshire Hathaway, which operates Nebraska Furniture Mart, R.C. Willey, Star Furniture and Jordan’s Furniture, and American Signature, which operates Value City Furniture and American Signature Furniture.

Single-source networks, such as Ethan Allen and Bassett, are also included based on sales for their dedicated store networks’ dedicated stores only and not from in-store galleries.

For totals and market share calculations, any overlapping or double-counting of sales volume and store counts is eliminated for those Top 100 that operate single-source stores, such as EBCO, which operates La-Z-Boy Furniture Galleries.

Year-to-year comparisons are made to the same group of Top 100 companies ranked in both years.

In cases of stores with identical 2016 sales, the company with the faster sales growth earns the higher rank.

All sales figures are Furniture Today market research estimates, unless these figures are reported specifically to the Securities and Exchange Commission. All estimates are for the 12 months ended Dec. 31, 2016 and 2015, unless otherwise indicated.

Estimates are based on information collected from surveys sent to retailers and from a variety of other sources, including company filings with the SEC, discussions with industry analysts and suppliers, and published and unpublished reports, including newspaper articles in various retail trading areas.

This ranking is by no means comprehensive and does not represent the entire industry. More than the 100 furniture stores listed are vital companies within the industry. Furniture Today chooses not to include some companies due to lack of verification of sales figures. **FT**

Single-source stores near pace of full group

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HIGH POINT — 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 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. **IT**

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

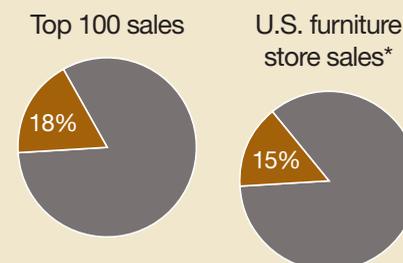
Source: PBM Strategic Insights, 2017 Furniture Today Survey of Top 100 U.S. Furniture Stores

Top 100 single-source networks

Growth in sales and units, 2015-2016



Single-source networks' share of



*Total U.S. furniture store sales from all product categories in 2016 was \$58.6 billion; of that, an estimated \$53.9 billion was for furniture, bedding and accessories.

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

Strong year

continued from p46

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 double-digit 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%. **IT**

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

Rank (last year)	Company, home base and notes	Estimated furniture, bedding, accessory sales in \$ millions		Percent change	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	Ashley HomeStore	\$3,835.1	\$3,524.4	8.8%	558	515	NA	100%	NA
(1)	Arcadia, Wis.	\$3,876.8 total revenues							
	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 HomeStore 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.								
2	Mattress Firm	\$3,460.0	\$2,560.0	35.2%	3,630	2,403	18,500	100%	NA
(3)	Houston								
	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.								
3	Ikea	\$3,200.0	\$3,075.0	4.1%	42	40	NA	NA	NA
(2)	Conshohocken, Pa.	\$5,200.0 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 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.								
4	Williams-Sonoma	\$2,715.0	\$2,635.0	3.0%	583	571	NA	NA	NA
(4)	San Francisco	\$4,762.6 total revenues							
	Fiscal years ended Jan. 29 and Jan. 31. Publicly held specialty retailer selling home products through Pottery Barn, Pottery Barn Kids, PTeen, 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 direct-mail 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.								
5	Rooms To Go	\$2,350.0	\$2,200.0	6.8%	135	134	NA	100%	NA
(5)	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 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.								
6	Berkshire Hathaway furniture division	\$2,003.2	\$1,832.6	9.3%	33	33	NA	NA	NA
(6)	Omaha, Neb.	\$3,098.7 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 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.								
7	RH	\$1,755.0	\$1,705.0	2.9%	91	79	855	NA	NA
(7)	Corte Madera, Calif.	\$2,060.0 total revenues							
	Fiscal years ended Jan. 28 and Jan. 30. 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 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.								

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. If sales growth is identical, the one with fewer stores is higher. 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 2016 and 2015 unless otherwise noted. Average unit size refers to selling space.
NR = Not ranked NA = Not available

Rank (last year)	Company, home base and notes	Estimated furniture, bedding, accessory sales in \$ millions		Percent change	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			
8 (9)	Big Lots Columbus, Ohio	\$1,365.0	\$1,300.0	5.0%	1,432	1,449	NA	NA	NA
	\$5,200.4 total revenues								
	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.								
9 (11)	Raymour & Flanigan Liverpool, N.Y.	\$1,307.2	\$1,177.2	11.0%	115	111	NA	100%	NA
	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.								
10 (10)	Sleep Number Minneapolis	\$1,281.1	\$1,184.1	8.2%	540	488	1,399	100%	\$937
	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, Pinterest, YouTube, LinkedIn and Instagram.								
11 (8)	Pier 1 Imports Fort Worth, Texas	\$1,260.0	\$1,303.0	-3.3%	941	953	NA	NA	NA
	\$1,704.1 total revenues								
	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.								
12 (15)	Bob's Discount Furniture Manchester, Conn.	\$1,157.6	\$1,008.8	14.8%	76	64	NA	100%	NA
	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.								
13 (13)	La-Z-Boy Furniture Galleries Monroe, Mich.	\$1,134.0	\$1,114.7	1.7%	310	299	NA	100%	NA
	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.								
14 (14)	American Signature Columbus, Ohio	\$1,026.4	\$1,032.3	-0.6%	117	119	NA	100%	NA
	Fiscal years ended July 30 and Aug. 1. Owned by Schottenstein Stores Corp. Not affiliated with Dayton, N.J.-based Crest Furniture (No. 61). Currently operates 117 stores in 17 states and 41 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 e-commerce at www.valuecityfurniture.com and www.americansignaturefurniture.com. Acquired two Kittle's Furniture stores and a distribution center in Columbus, Ohio, from No. 83 Kittle's last fall. The stores were converted to the Value City Furniture banner. Both retail stores include an expansive social footprint and engage with their customers through Facebook, Twitter, Instagram, Google+, Pinterest and YouTube.								
15 (16)	Crate & Barrel Northbrook, Ill.	\$943.8	\$845.0	11.7%	106	104	NA	NA	NA
	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.								

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NR = Not ranked NA = Not available

Rank (last year)	Company, home base and notes	Estimated furniture, bedding, accessory sales in \$ millions		Percent change	Number of units		Selling space all stores sq. ft. 1000s	Furniture, bedding, accessories percent of selling space	Furniture, bedding, accessories average sales per sq. ft.
		2016	2015		2016	2015			
16 (17)	Havertys Atlanta	\$821.6	\$804.9	2.1%	124	121	4,494	100%	\$188
		\$821.8 total revenues							
		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.							
17 (18)	Ethan Allen Danbury, Conn.	\$758.7	\$719.2	5.5%	187	195	NA	NA	NA
		\$842.0 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 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.							
18 (19)	Art Van Warren, Mich.	\$740.0	\$675.0	9.6%	117	98	NA	NA	NA
		\$755.0 total revenues							
		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+.							
19 (20)	American Furniture Warehouse Englewood, Colo.	\$640.0	\$595.6	7.5%	14	14	1,714	97%	\$380
		\$648.4 total revenues							
		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, Condor, Healthcare Memory Foam, JMH Trading, Jackson, Sealy, Simmons, Standard, Sunny Designs and World Source Trading. Average stock turns, 6 times. Average gross margin, 42.8%. AFW has a social media presence through Facebook, Twitter, Pinterest, YouTube and Instagram.							
20 (21)	Mathis Brothers Oklahoma City	\$477.7	\$474.5	0.7%	29	22	NA	NA	NA
		\$478.0 total revenues							
		Family-owned, in business since 1960. Promotional to high-end retailer with stores in Oklahoma, California, Texas and Arkansas. Operations include 21 stores in the Oklahoma City and Tulsa areas including two Mathis Brothers, 11 Mathis Sleep Centers, five Ashley HomeStores, one Mathis Outlet and two La-Z-Boy Furniture Galleries; four stores in California in the Greater Palm Springs area and in Ontario including two Mathis Brothers and two Mathis Sleep Centers; two Mathis Sleep Centers in Lubbock, Texas; and two stores in Springdale, Ark., including a La-Z-Boy Furniture Gallery and a Mathis Sleep Center. The company has an ownership stake in the Factory Direct Bedding Factory; revenues not included. Sales from electronics, about \$350,000. Other key vendors include Bernhardt, Hooker, Lady Americana, Lane, Marge Carson, Jonathan Louis, Simon Li, Sealy, Serta and Tempur-Pedic. In 2016, opened eight stores including a 70,500-square-foot furniture complex on Memorial Road in Oklahoma City that has a Mathis Sleep Center, an Ashley HomeStore and a La-Z-Boy Furniture Gallery. Also opened its first stores in Arkansas: a sleep center and a La-Z-Boy Gallery. Opened two more Mathis Sleep Centers in Oklahoma City, its second sleep store in Lubbock, Texas, and closed the Drexel Heritage, Henredon and Thomasville store in Oklahoma City. The retailer also sells online and has a social media presence through Facebook, Twitter, Pinterest, Google+, Instagram and YouTube, as well as a company blog.							
21 (22)	Slumberland Little Canada, Minn.	\$450.0	\$444.7	1.2%	127	125	NA	100%	NA
		Family-owned business founded in 1967. Mid-priced retailer with 53 corporate stores and 74 franchised stores in Minnesota, Wisconsin, Illinois, Iowa, Kansas, Nebraska, Michigan, Missouri, Montana, North Dakota, South Dakota and Wyoming. Operations include seven clearance centers and four outlet stores. Store size ranges from 12,000 to 45,000 square feet. Showrooms carry a number of major brands including Ashley, Broyhill, La-Z-Boy Upholstery, Sealy, Simmons and Tempur-Pedic. The company has plans to relocate its headquarters to Oakdale, Minn., bringing the retailer's spread-out operations together at one campus. Slumberland also sells online and has a social media presence through Facebook, Twitter, YouTube and Pinterest.							
22 (23)	Conn's The Woodlands, Texas	\$421.1	\$409.8	2.7%	113	103	3,940	NA	NA
		\$1,596.8 total revenues							
		Publicly held, fiscal year ends Jan. 31. Founded in 1890 as a plumbing and heating business, the specialty retailer offers furniture and mattresses, home appliances, consumer electronics and home office products through its retail stores and website. At yearend, operated 113 stores as Conn's or Conn's HomePlus in 13 states, including 55 in Texas. Other merchandise sales, \$765.1 million. Revenues other than sales, \$409.1 million. Units average 35,000 square feet. Showrooms offer furniture and related accessories for the living room, dining room and bedroom as well as both traditional and specialty mattresses, from brands such as Catnapper, Franklin, Sealy and Tempur-Pedic. Conn's plans to open three new stores this year, two of which opened in North Carolina in February. Earlier this year entered a three-year agreement with Aaron's Progressive Leasing which will provide lease-to-own financing to Conn's customers who don't qualify for the retailer's own credit offering. Conn's had previously used Rent-A-Center's Acceptance Now program. The retailer has a social media presence through Facebook, Twitter and YouTube.							
23 (26)	Badcock Home Furniture & more Mulberry, Fla.	\$420.1	\$366.9	14.5%	319	315	5,576	NA	NA
		\$681.3 total revenues							
		Fiscal year ends June 30. Family-owned, in business since 1904. Southeastern chain of promotional to mid-priced, credit-oriented stores both company- and dealer-owned, operating primarily as Badcock Home Furniture & more. Sales from other merchandise areas including carpeting, electronics and appliances, \$131.4 million. Revenues other than merchandise sales, \$129.8 million. Units average 17,479 square feet. Opened seven units and closed three last year. Badcock has a social media presence through Facebook.							

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		2016	2015		2016	2015			
24 (24)	Cost Plus World Market Alameda, Calif.	\$408.0	\$405.0	0.7%	276	276	NA	NA	NA
Part of publicly held Bed Bath & Beyond, fiscal years ended Feb. 25 and Feb. 27. Specialist in casual home furnishings and entertaining products, founded in 1958. Operates stores in 36 states and Washington D.C. under the names World Market and Cost Plus World Market, as well as an e-commerce site. The stores feature an eclectic, ever-changing selection of casual home decor and furniture, housewares, gifts, jewelry, decorative accessories, wines, gourmet foods and beverages imported from more than 50 countries with many of those unique and exclusive to World Market. Offers traditional, contemporary and modern furniture for the living room, bedroom, dining room and more. During 2016, the company relocated stores and opened new stores, including its first one in Pennsylvania in Montgomeryville. In January 2017, was one of Bed Bath & Beyond's four brands to open in the company's unique shopping venue in the Sunset Park neighborhood of Brooklyn, N.Y. "BEYOND at Liberty View" houses Cost Plus, Face Values, buybuyBaby and Bed Bath & Beyond all under one roof. Cost Plus moved its headquarters from Oakland to Alameda, consolidating corporate operations from four different sites. The retailer has a social media presence through Facebook, Twitter, Pinterest, YouTube, Instagram and Tumblr, as well as a company blog.									
25 (25)	Room & Board Minneapolis	\$406.0	\$399.0	1.8%	15	15	425	100%	\$955
Founded in 1980, Room & Board says it focuses on the idea that good design should be beautiful, affordable and long-lasting. The company works with American artisans to offer furniture and accessories, including custom pieces to fit the needs of its customers. More than 90% of the products Room & Board sells are made in the U.S., using quality U.S. and imported materials. Room & Board operates 15 stores: two in Minneapolis (one is a weekend-only outlet); two in New York; three in the Chicago area; and one store each in Denver; Boston; Atlanta; San Francisco; Culver City and Santa Ana, Calif.; Washington D.C.; and Seattle. Sales include the company's Shop from Home phone-order department, website and Business Interiors division. In 2016, the company moved its Santa Ana store at South Coast Plaza to the SOCO Collection. The Denver store was completely remodeled to add 7,000 square feet of interior showroom and a 6,000-square-foot rooftop patio. In 2017, Room & Board opened new stores in the Pearl District in Portland this spring; the Westfield UTC Mall in San Diego this summer; and the Knox District in Dallas this December. Room & Board has a social media presence through Facebook, Twitter, Pinterest, Instagram, YouTube and Houzz, as well as a company blog.									
26 (27)	Arhaus Boston Heights, Ohio	\$370.0	\$350.0	5.7%	65	60	NA	100%	NA
Owned by Homeworks Holdings Inc. and private equity firm, Freeman Spogli & Co. Founded in 1986, the upscale furniture retailer offers an eclectic collection of home furniture and accessories influenced by its Midwestern roots as well as the diverse perspective of international travelers. The home furnishings are inspired by finds from around the world reflecting traditional practices and eco-conscious and forward-looking design. Stores, averaging 15,000 square feet, are highly accessorized and filled with architectural and artistic elements, from relics found in centuries-old Indonesian temples to the artistic expressions of Amish wood workers and Mexican coppersmiths. At yearend, operated 65 stores in 24 states, including two clearance centers. In 2016, opened showrooms in Manhasset, N.Y.; Charleston, S.C. (first in the state); Friendswood, Texas; and Walnut Creek and Thousand Oaks, Calif., and moved into a new 770,000-square-foot headquarters and distribution center in the Cleveland suburb of Boston Heights, Ohio. In 2017, the retailer opened its first store in Alabama in Birmingham, in February, and its second showroom in Kentucky, in Lexington, in April. Other planned openings for 2017 include one in Brookfield, Wis., in June; Fort Worth, Texas, in September, and La Jolla, Calif., in October. Arhaus also sells online and has a social media presence through Facebook, Twitter, Pinterest, Google+, YouTube, Instagram and Houzz, as well as a company blog.									
27 (32)	Living Spaces Rancho Cucamonga, Calif.	\$360.0	\$300.0	20.0%	18	14	NA	100%	NA
Co-founded by Grover Geiselman and Sharm Scheuerman in 2003. Promotional to mid-priced chain currently operating 14 showrooms in California, four in Arizona and one in Nevada. Showrooms carry a large selection of home furnishings including some 150 living rooms, 115 dining rooms, 100 bedrooms, kids' rooms, home office, rugs, pillows and other home accents. Stores also offer a supervised kids' fun room. In 2016, opened four stores: two more stores in Arizona, in Gilbert, Ariz., in May and in Glendale, Ariz., in August; a second San Francisco Bay-area store in San Leandro, Calif., in June; and its first store in the state of Nevada in the Las Vegas area, in September. In 2017, opened a third San Francisco Bay-area store in Millbrae, Calif., at the end of March. Living Spaces has a social media presence through Facebook, Twitter, Pinterest, Google+, Instagram, YouTube and Houzz, as well as a company blog.									
28 (28)	Bassett Home Furnishings Bassett, Va.	\$358.9	\$344.9	4.0%	90	92	NA	100%	NA
Fiscal years ended Nov. 26 and Nov. 28. Publicly held company founded in 1902. Created its store program in 1997. Manufacturer's dedicated store network of 31 licensee-owned stores and 59 company-owned mid-priced stores in the U.S. and Puerto Rico at fiscal yearend. In 2016, opened two company-owned stores in Sterling, Va., in April and in Hunt Valley, Md., in August. Also relocated its Newport News, Va., store into better real estate and closed three underperforming stores in Tucson, Ariz., Egg Harbor, N.J., and Fountain Valley, Calif. In addition, two licensee-owned stores closed last year including the one in Canada. Plans to open at least five new stores in 2017 including a showroom on Long Island in Westbury, N.Y., which opened in February and one in the historical Helms Bakery District of Los Angeles County, Calif., which opened in March. Some other store openings for the year include Culver City, Calif.; King of Prussia, Pa.; and Pittsburgh. Bassett also has plans for at least two store relocations including its Scottsdale, Ariz., showroom which moved to a larger, more upscale location in February. During its first quarter has also closed two stores, one licensed and one corporate, and acquired the Columbus, Ohio, Bassett location from No. 83 Kittles. Bassett also sells online and has a social media presence through Facebook, Twitter, LinkedIn, Pinterest, Instagram and YouTube.									

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		2016	2015		2016	2015			
29 (29)	City Furniture Tamarac, Fla. Mid-priced chain operating City Furniture stores and Ashley HomeStores primarily in South Florida in the Miami, Fort Lauderdale, Boca Raton, West Palm Beach, Stuart, Naples, Fort Myers and Vera Beach areas. At yearend, operated 15 City Furniture and 11 Ashley HomeStores. In-store galleries: Bernhardt, 13. In January of this year, opened a 45,000-square-foot, two-store complex in Vero Beach, Fla., featuring both a City Furniture and an Ashley HomeStore showroom. Other plans for the year include a 28,000-square-foot City Furniture showroom in downtown Miami opening in the fourth quarter. Is currently building a 100,000-square-foot City Furniture and Ashley HomeStore combined showroom in the Miami Doral market with a planned opening date of early 2019. Construction will begin in late 2017 or early 2018 on two City Furniture stores in Orlando, one in Altamonte Springs and one across from the Mall of Millennia. The 120,000-square-foot stores should open about 12 months later. The retailer also sells online and has a social media presence through Facebook, Twitter, Pinterest and Instagram.	\$333.3	\$330.9	0.7%	26	26	NA	100%	NA
30 (31)	American Freight Furniture & Mattress Delaware, Ohio Owned by an affiliate of private equity firm The Jordan Company of New York and senior management. Founded by Steve Belford in 1994. Discount furniture chain operating warehouse-style furniture stores in Alabama, Arkansas, Connecticut, Florida, Georgia, Illinois, Indiana, Kentucky, Louisiana, Maryland, Michigan, Minnesota, Missouri, New York, North Carolina, Ohio, Oklahoma, Pennsylvania, South Carolina, Tennessee, Texas, Virginia, West Virginia and Wisconsin. American Freight specializes in selling factory closeouts, dealer cancellations, wholesale liquidations and retail chain buyouts. Some key suppliers include Serta, Simmons and NordicRest as well as its own brand, Stewart & Hamilton. In 2016, opened a net 19 warehouses, including its first in Oklahoma, a 25,000-square-foot store in Oklahoma City. In 2017, has opened eight stores to date, including its first one in North Carolina. The 21,000-square-foot unit opened in Charlotte in February. The retailer has a social media presence through Facebook, Twitter, Pinterest, Google+, YouTube, LinkedIn and Instagram, as well as a company blog.	\$330.0	\$310.0	6.5%	143	124	NA	100%	NA
31 (30)	Mor Furniture for Less San Diego Family-owned and operated by Rick Haux Jr. Founded in 1977. Operates on the West Coast with stores in California, Washington, Oregon, Nevada, Idaho, Arizona and New Mexico. Also operates an online store at www.morfurniture.com. 2015 store count revised. The retailer's home furnishings are designed to fit any budget, and the company caters to all ages with a specialized Kids & Teens store inside every location. Customers shopping experience comes complete with cookies, warm popcorn, soft drinks and coffee, as well as family movies playing throughout the showrooms and video games for the kids. Over the past two years, in addition to opening new stores, the company has upgraded several of its existing stores with its new format featuring multiple store banners under one roof: the main showroom, SleepMor mattress store, a Mor Outlet Store and a Kids & Teens youth bedroom store. In 2016, opened two of those new concept stores, one in the Boise area in Nampa, Idaho, with all four store banners, and one in the Phoenix area in Casa Grande, Ariz., with two of the banners, a Mor main showroom and a SleepMor. The retailer has a social media presence through Facebook, Twitter and Pinterest, as well as a company blog.	\$325.0	\$324.0	0.3%	32	30	NA	100%	NA
32 (35)	Dufresne Spencer Group Memphis, Tenn. Privately owned group founded in 2002. Operates 33 Ashley HomeStores, four outlets and four Stash Home stores in Alabama, Arkansas, Illinois, Indiana, Kentucky, Mississippi, Missouri, Tennessee and Texas. Stash Home is the retailer's multi-line format targeting value-driven, style-conscious consumers. Same store sales increased 12.1%. In November 2016, DSG acquired three Ashley HomeStores in Rogers, Ark., and in Joplin and Springfield, Mo., as well as two distribution centers from Springfield, Mo.-based Covington Enterprises. The company has a social media presence through Facebook, Twitter, LinkedIn, YouTube and Instagram.	\$296.8	\$260.4	14.0%	41	38	NA	100%	NA
33 (34)	Haynes Furniture Virginia Beach, Va. Family-owned, promotional to mid-priced chain operating under both the Haynes and The Dump brands. Haynes' operations are open daily and include two showrooms in Richmond, and one each in Virginia Beach and Newport News, selling mostly in-line product. The Dump stores, which are open Friday through Sunday with occasional extended openings on holidays, are in Hampton, Norfolk and Richmond, Va.; Oaks, Pa.; Turnersville, N.J.; Dallas; Houston; Atlanta; Chicago; and Tempe, Ariz. The Dump specializes in selling overstocked items, factory closeouts, one-of-a-kinds and showroom models. Both brands also sell online. The retailer has a social media presence through Facebook, Twitter, Pinterest, Google+, Instagram and YouTube as well as a company blog. Offers free WiFi for customers in some stores.	\$296.0	\$263.0	12.5%	14	14	NA	NA	NA
34 (33)	Hill Country Holdings New Braunfels, Texas Family-owned group in business since 2002. Operates promotional to mid-priced Ashley HomeStores in Texas, Washington, Oregon and Idaho. Operates 20 in Texas in Houston, San Antonio, Austin, Rio Grande Valley and Temple; six in Washington in Silverdale, Burlington, Tukwila, Tacoma, Richland and Olympia; three in Oregon in Portland and Springfield; and one in Idaho in the Boise area. Operations include outlets attached to warehouses in New Braunfels and Houston, Texas. The company also sells online with Internet sales accounting for approximately 2% of 2016 sales. Sales from its cafe, about \$.1 million. Units average 35,700 square feet. HomeStores also carry bedding by Simmons and Tempur-Pedic. Average retail stock turns, 16 times. Average gross margin, 51.6%. Same-store sales increased 3%. In 2016, opened a new Ashley store in the Eugene, Ore., area in Springfield. Will continue to expand through acquisitions and new construction. HCH has a social media presence through Facebook, Twitter, Pinterest, Google+, Instagram and YouTube.	\$292.6	\$288.2	1.5%	30	29	1,070	87%	\$274
35 (36)	Design Within Reach Stamford, Conn. Owned by Herman Miller. Fiscal year ended May 28, 2016. Sales and store count based on trailing 12-months ended March 4, 2017. Multi-channel retailer of modern furniture, lighting and accessories to consumers and design trade professionals through its retail Studios, catalogs, e-commerce site and Connecticut-based phone sales team. Founded in 1998, DWR has Studios in 15 states, Washington D.C., Mexico City and Toronto as well as a DWR Outlet in Brooklyn. Sales and store counts for U.S. only. DWR offers exclusive collections of modern furniture and accessories from manufacturers such as Benson, Brown Jordan, Carl Hansen & Son, Emeco, Fritz Hansen, Herman Miller, Knoll, Muuto, Roll & Hill, Softline and Thayer Coggin. DWR continues to transition its smaller legacy locations to larger, more efficient formats. In the past 12 months has opened new Studios in Austin, Texas; Manhasset, N.Y.; Washington D.C.; Paramus, N.J.; and most recently in Portland in January and in Westport, Conn., in February. Parent company, Herman Miller, opened a Herman Miller Retail Studio, its first North American retail location. The showroom opened in New York in November. DWR has a social media presence through Facebook, Twitter, Pinterest, Instagram, YouTube, Google+, Tumblr and Houzz, as well as a company blog.	\$265.0	\$253.0	4.7%	31	30	308	NA	NA

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		2016	2015		2016	2015			
36 (37)	HOM Furniture Coon Rapids, Minn. Privately owned business founded in 1981. Upper-middle priced chain operating 15 HOM Furniture stores, five Gabberts Design Studio & Fine Furniture and two Dock 86. Information from its HOM Commercial Flooring & Outlet center in Anoka, Minn., and sales from flooring departments within HOM Furniture stores is not included. The retailer has five standalone HOM stores in greater Minneapolis/St. Paul, as well as one each in Hermantown/Duluth, Rochester and St. Cloud, Minn., and in Eau Claire and Onalaska, Wis. Operates a HOM/Gabberts in Sioux City, Iowa; Fargo, N.D.; and Sioux Falls, S.D. Also operates a HOM/Dock 86 in Rogers, Minn.; a HOM/Gabberts/Dock 86 in Little Canada, Minn.; and Gabberts' flagship store in Edina, Minn. In-store gallery: Stickley. The company also sells online and has a social media presence through Facebook, Pinterest and Google+. Its stores offer free WiFi for customers.	\$233.9	\$236.8	-1.3%	22	22	NA	100%	NA
37 (43)	Jerome's San Diego Family-owned, promotional to mid-priced chain serving southern California since 1954. A retailer best known for Jerry's Price, an everyday low price strategy. At yearend, operated a total of 13 stores with five showrooms and a clearance center (Jerry's Bloopers) in the San Diego area in San Diego, El Cajon, Scripps Ranch, Chula Vista, San Marcus and Rancho Bernardo, and seven showrooms in the Los Angeles area in Murrieta, Corona, Ranch Cucamonga, Torrance, Anaheim, Laguna Hills and Fountain Valley. The clearance center is within the distribution center in Rancho Bernardo. Jerome's also sells online with Internet sales accounting for approximately 2% of 2016 sales. Showrooms average 55,626 square feet. Key vendors include Magnussen, Holland House and Manwah. Average gross margin, 44%. Same store sales increased 11.1%. Over Memorial Day weekend 2016, Jerome's opened a more than 36,000-square-foot showroom in Orange County in Fountain Valley, Calif. Jerome's is opening its first stand-alone mattress store in 2017. Jerome's Dream Shop will open the end of June in San Diego. Jerome's has a social media presence through Facebook, Twitter, Pinterest, Google+, YouTube, LinkedIn and Instagram. Jerome's prints a bi-annual branded magazine with merchandise and design tips and tricks. Jerome's offers free WiFi, fresh baked cookies and coffee for customers.	\$230.1	\$196.9	16.8%	13	12	668	100%	\$345
38 (38)	El Dorado Furniture Miami Gardens, Fla. Owned by the Capo family. Established in 1967, the retailer is celebrating its 50th anniversary this year. Mid-priced to high-end retailer with 14 stores in South Florida, including two outlets. El Dorado has eight stores in Miami-Dade County, including the outlets; three in Broward County in Pembroke Pines, Plantation and Coconut Creek; two in Palm Beach County, in Wellington and West Palm Beach; and one in Lee County in Fort Myers. Revenues other than sales, \$1.7 million. In February 2016, opened a 60,000-square-foot, two-level showroom, in Miami-Dade County, in Cutler Bay, Fla. Plans to open two stores in southwest Florida in 2017. El Dorado Furniture also sells online and has a social media presence through Facebook, Twitter and YouTube.	\$228.0	\$221.8	2.8%	14	13	1,010	100%	\$226
39 (40)	Levin Furniture Smithton, Pa. Third-generation family-owned business operated since 1920. Mid-priced chain serving the greater Pittsburgh and Cleveland areas with 14 Levin Furniture and 18 Levin Mattress stores. Each market includes seven Levin Furniture and nine Levin Mattress stores. In 2016, opened two replacement stores, one in the Cleveland suburb of Avon, Ohio, and one in greater Pittsburgh in Pleasant Hills, Pa. Also opened two bedding stores in 2016, one in each market, and closed one bedding store in Pittsburgh. Levin Furniture sells online and has a social media presence through Facebook, LinkedIn and YouTube.	\$218.3	\$207.3	5.3%	32	31	952	100%	\$229
40 (44)	Furniture Mart USA Sioux Falls, S.D. Privately held, promotional to upper-middle priced chain operating stores within the upper Midwest in the Dakotas, Minnesota, Iowa and Wisconsin under the names of Furniture Mart, Unclaimed Freight Furniture, Ashley HomeStore, Carpet One and Design Inc., a commercial furniture and interior design showroom. Carpeting sales, \$4.9 million. In-store galleries: La-Z-Boy, three. In October 2016, opened an Ashley HomeStore in Dubuque, Iowa. The company is looking at new smaller markets for more Ashley HomeStores, with a new Ashley HomeStore under construction in Mason City, Iowa, and a new distribution center and Ashley HomeStore under construction in Cedar Falls, Iowa. The retailer also sells online and has a social media presence through Facebook, Twitter, Pinterest and Google+. Its stores offer free WiFi for customers.	\$214.2	\$193.8	10.5%	38	37	NA	NA	NA
41 (39)	Macy's Furniture Gallery New York Fiscal years ended Jan. 28 and Jan. 30. Part of publicly held Macy's. Operates 52 Macy's Furniture Gallery stores, including five Furniture Clearance stores, throughout the U.S., as well as a Bloomingdale's Furniture Gallery in Garden City, N.Y., and a Bloomingdale's Furniture Clearance in Wayne, N.J. 2015 store count revised. Macy's offers mattresses by Sealy, Serta, Simmons Beautyrest, Stearns & Foster, Tempur-Pedic and its own private brand, Hotel Collection, as well as furniture collections by Martha Stewart, Ralph Lauren and Kelly Ripa. Bloomingdale's carries mattresses by Sealy, Stearns & Foster, Temper-Pedic, Kluft and Shifman, as well as furniture by Mitchell Gold + Bob Williams and Bloomingdale's own private label. In 2016, launched a new home collection by Kelly Ripa. Kelly Ripa Home includes furniture, area rugs and bedding sets for the contemporary home. Sales estimates exclude figures from the furniture departments of Macy's main department stores. Also sells online and has a social media presence through Facebook, Twitter, Pinterest and YouTube, as well as a company blog.	\$210.0	\$215.0	-2.3%	54	54	NA	100%	NA
42 (41)	Farmers Home Furniture Dublin, Ga. Fiscal year ends Jan. 31. Family-owned business founded in 1949. Promotional to mid-priced Southeast chain with stores in Georgia, South Carolina, North Carolina, Alabama, Florida and Tennessee. Farmers also sells electronics, appliances, computers and gaming, outdoor equipment and toys, revenues not included. In 2016, opened a 325,000-square-foot distribution center in Russellville, Ala., to serve stores in northern Alabama and Tennessee, and opened a net 10 stores. Nine new stores opened in Tennessee — a new state for the retailer — in Dayton, Decherd, Columbia, Savannah, Lewisburg, Jackson, Springfield, Jasper and LaFollette, and six opened in Alabama in Adamsville, Moulton, Huntsville, Oneonta, Atmore and Prattville.	\$208.4	\$198.2	5.1%	205	195	NA	NA	NA
43 (42)	Kane's Furniture Pinellas Park, Fla. Founded in 1948. Florida retailer operating along the Gulf of Mexico and eight major Central Florida markets including Tampa, St. Petersburg, Sarasota, Port Charlotte, Ocala, Melbourne, Fort Meyers and Orlando. Operations include a clearance center in St. Petersburg. Units average 65,000 square feet. Kane's also sells online and has a social media presence through Facebook, Twitter, Pinterest, YouTube and LinkedIn.	\$208.0	\$197.0	5.6%	18	18	1,085	100%	\$192

Rank (last year)	Company, home base and notes	Estimated furniture, bedding, accessory sales in \$ millions		Percent change	Number of units		Selling space all stores sq. ft. 1000s	Furniture, bedding, accessories percent of selling space	Furniture, bedding, accessories average sales per sq. ft.
		2016	2015		2016	2015			
44 (48)	Regency Furniture Brandywine, Md. Family-owned, in business since 1999. Promotional to mid-priced retailer operating five retail banners: Regency Furniture, Ashley HomeStores, Marlo Furniture, Mealey's Furniture and most recently, Raley's Home Furnishings. Operations include seven Regency, five Marlo and 12 Ashley in Virginia and Maryland; six Mealey's in the Philadelphia area; and two Raley's in southern Maryland. In 2016, opened a 12th Ashley HomeStore in Capitol Heights, Md., and its seventh Regency showroom in Catonsville, Md. In late September, the company moved into a new market with the acquisition of former Top 100 Warminster, Pa.-based Mealey's Furniture. Regency acquired six Philadelphia-area full-line furniture stores (including one in New Jersey), an outlet center and a 100,000-square-foot distribution center. In 2017, Regency acquired two-store Raley's Home Furnishings in southern Maryland in February. In May, the company expects to open its eighth Regency showroom in the Capitol Heights, Md., area with 45,000 square feet and have its warehouse in the Philadelphia market online. Regency is finishing up expansion of the warehouse it acquired last year to 370,000 square feet. In late May or June, expects to open a 70,000-square-foot Mealey's clearance center in the Philadelphia market.	\$203.0	\$181.0	12.2%	30	22	NA	100%	NA
45 (49)	Mattress1One Orlando, Fla. Privately held by the Salem family. Bedding specialty retailer founded in 2003 operating stores throughout Florida, South Georgia and in Central and East Texas, including 10 outlet stores. Also operates one unit in St. Thomas, Virgin Islands. Units average 4,000 square feet and offer consumers a number of different brands and models including iComfort, Optimum, Sealy, Serta, Salem Mattress, Simmons Beautyrest, Stearns & Foster and Tempur-Pedic. Also sells mattress accessories such as pillows, mattress protectors and adjustable bases. Average stock turns, 30 times. Opened 50 stores and closed 20 in 2016. Plans to end 2017 with 350 units, having already opened 22 and closed 10. Mattress1One also sells online and has a social media presence through Facebook, Twitter and Google+. Its stores offer free WiFi to customers.	\$195.0	\$178.0	9.6%	278	248	1,112	100%	\$195
46 (47)	Z Gallerie Gardena, Calif. Privately held retailer founded in 1979. Fiscal year ended Jan. 29. Upper-middle priced lifestyle specialty chain offering an ever-changing combination of contemporary home furnishings including furniture, art, home décor, tableware, textiles and gifts from around the world. At yearend, operated 67 units in 25 states plus one outlet in Gardena. Units average 7,200 square feet. In 2016, opened stores in Bellevue, Wash.; Pasadena and Walnut Creek, Calif.; Southlake, Texas; St. Louis; Milwaukee; Cleveland; Annapolis, Md.; and Garden City, N.Y. Also closed one in Redmond, Wash.; Missouri, Maryland, New York and Wisconsin were all new states for the company. Plans to end 2017 with 73 stores, opening ones in Fairfax, Va.; Boston, Mass.; Cincinnati; Fort Worth, Texas; Cranston, R.I.; Paramus, N.J.; and Baltimore, Md. The Fairfax, Va., store will replace the Tysons Corner store in McLean, Va., which closed at the end of January. Massachusetts, Rhode Island and New Jersey will be new states for the retailer. The company plans to open a 225,000-square-foot warehouse distribution and customer service center in Lithia Springs, Ga., to be fully operational by 2019. Z Gallerie also sells online and has a social media presence through Facebook, Twitter, Pinterest and Instagram.	\$193.1	\$183.5	5.2%	68	60	485	NA	NA
47 (45)	Baer's Pompano Beach, Fla. Family-owned business founded in 1945 with active members of the second, third and fourth generations. Mid-priced to high-end South Florida chain with 16 stores from Orlando south on both sides of the state. Units average 50,000 square feet. In-store galleries: Lexington/Tommy Bahama, Bernhardt, Broyhill, Stressless and Natuzzi. Other key suppliers include Serta, Hooker, Kingsdown, Stanley, Theodore Alexander, Thomasville, Universal/Paula Deen, Hunter Douglas and Sherrill/Precedent. Is interested in opening showrooms in St. Petersburg, Tampa and the greater Jacksonville area in the future. Baer's also sells online and has a social media presence through Facebook, Pinterest, Twitter, Google+, LinkedIn, Instagram and YouTube. Its stores offer free WiFi for customers.	\$183.2	\$189.0	-3.1%	16	16	NA	100%	NA
48 (51)	Steinhafels Waukesha, Wis. Fourth-generation, family-owned business operated since 1934. Mid-priced chain serving Wisconsin and northern Illinois with 10 Steinhafels Furniture Superstores and seven Steinhafels Mattress stores. Operates nine stores in the Milwaukee area; four in the Madison area; two in the Kenosha, Wis./Lake Co., Ill., area; and one each in Appleton and Janesville, Wis. Also sells online with Internet sales accounting for approximately 1% of 2016 sales. Owns MidAmerica Bedding, a factory-direct bedding business; revenues not included. Units average 80,000 square feet. Average stock turns, 7.2 times. In-store galleries: La-Z-Boy, seven. In 2016, opened a Mattress store in the Madison area in Sun Prairie, Wis., in October and closed two mattress stores, in Rockford, Ill., and in the Milwaukee area. Also expanded its distribution center located in Waukesha, Wis., by 104,000 square feet last year. In 2017, the company will open a new Madison East 100,000-square-foot Superstore replacing a small mall store this summer and will relocate its furniture store in Greenfield, Wis., to a new, 48-acre mixed-use center as one of the anchor stores this fall. In addition, the company plans to open two additional mattress stores. Steinhafels has a social media presence through Facebook, Twitter, Pinterest, Google+, YouTube, LinkedIn, Houzz and Instagram, as well as a company blog. Its stores offer free WiFi for customers.	\$176.6	\$172.8	2.2%	17	18	765	100%	\$231
49 (46)	The RoomPlace Lombard, Ill. Family-owned furniture store serving Chicago and greater Indianapolis since 1912. Operates furniture and mattress showrooms as well as an e-commerce site, with 19 stores in the Chicagoland area and seven in Indiana, including clearance centers at its Lombard, Ill., and Greenwood, Ind., locations. In 2016, opened two new locations in the Chicagoland area in Waukegan and Homewood, Ill. The showroom in Homewood replaced a nearby Glenwood store. The RoomPlace lost its 325,000-square-foot warehouse and distribution center in Woodridge, Ill., in late April of last year to arson. They opened a new 400,000-square-foot distribution center in December of 2016. The retailer also acquired a 170,000-square-foot former Levitz Furniture warehouse showroom that will remain a warehouse and a new retail showroom to open July 2017. The location will additionally be the new headquarters for the retailer's EasyHome division. The RoomPlace has a social media presence through Facebook, Twitter, Pinterest, Google+, YouTube and Instagram, as well as a company blog.	\$175.0	\$185.0	-5.4%	26	25	NA	100%	NA
50 (50)	America's Mattress Hoffman Estates, Ill. Largest network of independently owned and operated sleep shops in the United States. America's Mattress reports for only those retailers operating specifically under America's Mattress agreements. This includes its America's Mattress sleep shop partners operating in primary markets averaging about \$789,000 per unit in 2016 and its America's Mattress sleep shop partners operating in secondary and tertiary markets averaging about \$320,000 per unit in 2016. An adjustment was made for 2015 sales and store count to reflect the sale of a 10-store America's Mattress chain to another retail entity. 2015 sales for those 10 stores, approximately \$8.1 million. The America's Mattress program combines the brand strength and buying power of a national network with local ownership, providing network partners up-front and ongoing benefits such as site selection assistance, an operations manual, a national website, and support with opening, marketing, training, operations and business management. Strong organic growth from existing owners and America's Mattress robust business development strategy has led the company to a more aggressive store and volume growth budget for 2017 with early results to date exceeding the company's expectations.	\$167.4	\$165.4	1.2%	301	299	NA	100%	NA

Rank (last year)	Company, home base and notes	Estimated furniture, bedding, accessory sales in \$ millions		Percent change	Number of units		Selling space all stores sq. ft. 1000s	Furniture, bedding, accessories percent of selling space	Furniture, bedding, accessories average sales per sq. ft.
		2016	2015		2016	2015			
51 (52)	Furnitureland South Jamestown, N.C.	\$159.7	\$155.9	2.4%	1	1	1,200	100%	\$134
<p>Founded by Darrell and Stella Harris in 1969 and owned by brothers Jeff and Jason Harris. Mid-priced to high-end discount furniture store with more than 1.3 million square feet of showroom space. Specialized galleries include Sleepland, a 20,000-square-foot spa-inspired mattress division; a 29,000-square-foot outdoor furniture gallery; a 22,000-square-foot rug division; and curated On Trend and Best of Furnitureland presentations. Manufacturer galleries include Marge Carson, Huntington House, Wesley Hall, Hooker, Century, Lexington Home Brands, Palliser, Vanguard, Flexsteel, Stanley and Bernhardt. Average stock turns, 8 times. Furnitureland South's 135-acre site also includes an outlet featuring 350,000 square feet of market samples. The retailer has a Starbucks Cafe and a Subway restaurant and has a social media presence through Facebook, Twitter, Pinterest, YouTube, LinkedIn and Instagram. Its owners also own and operate TheDesignNetwork.com, an interactive multi-media e-commerce platform featuring the independent interior design community.</p>									
52 (53)	Gallery Furniture Houston	\$148.1	\$155.8	-5.0%	3	3	230	98%	\$644
<p>Privately owned business founded in 1981. Gallery Furniture said it is continuing to take market share in the local Houston market due in part to retail consolidation in the market over the past two years. Promotional to high-end retailer serving the greater Houston area with two showrooms in Houston, including a satellite store in the Galleria mall area, and one in the Katy/Richmond area. The satellite store, with 22,000 square feet of selling space, includes a dedicated gallery of high-end special order and other goods from the top tier of Gallery's price points. Gallery also sells electronics, sales not included. In-store galleries Made in America vendors include: Vaughan-Bassett, Stickley Furniture, Sherrill Furniture, Mayo Brothers, Tempur-Pedic, Various Independent Amish Family Workshops and United Leather. Average stock turns, 19 times. Average gross margin, 44%. The company has begun making some of its own furniture right in the store. Late last year, installed wood furniture manufacturing equipment, producing its first piece — a contemporary console — under the name Gallery Furniture Factory. The retailer sells online and has a social media presence through Facebook, Twitter, Pinterest, LinkedIn, Instagram, YouTube, Snapchat and Houzz. Gallery Furniture offers free in-home decorator consultations and all stores offer free WiFi for customers.</p>									
53 (56)	Gardner-White Auburn Hills, Mich.	\$135.0	\$124.0	8.9%	9	9	250	100%	\$540
<p>Family-owned retailer serving southeastern Michigan since 1912. Currently operates nine promotional to mid-priced stores in metro Detroit, with two in Warren and one each in Auburn Hills, Brighton, Canton, Macomb Township, Southfield, Taylor and Waterford, Mich. Key vendors include Albany, American, Ashley, Corinthian, Cheers, Flexsteel, Futura Leather, Genesis, Klausner, Jonathan Louis, Lifestyle Enterprise, Restonic, Simon Li, Sealy, Serta, Simmons and Tempur-Pedic. Gardner White also sells online and has a social media presence through Facebook, Twitter, Pinterest, Google+ and Instagram.</p>									
54 (61)	Mitchell Gold + Bob Williams Taylorsville, N.C.	\$130.0	\$116.0	12.1%	28	25	NA	100%	NA
<p>Privately owned, founded in 1989. Manufacturer's dedicated Signature Store network of 32 company-owned and licensee-owned high-end stores in the U.S., including Puerto Rico, Canada and Mexico. Sales and store counts for U.S. and Puerto Rico only. Currently operating stores in Beverly Hills, Santa Ana, and Glendale, Calif.; Austin, Dallas, Houston and Plano, Texas; Boston, Burlington and Natick, Mass.; New York City and Manhasset, N.Y.; Atlanta and Alpharetta, Ga.; Chicago and Oakbrook, Ill.; Paramus, N.J.; Greenwich, Conn.; Nashville, Tenn.; Washington D.C.; Denver; Miami; St. Louis; McLean, Va.; Kansas City, Kan.; Scottsdale, Ariz.; King of Prussia, Pa.; Cincinnati; and San Juan, Puerto Rico. Stores average 8,000 to 12,000 square feet. In 2016, the company opened four stores including its largest showroom with 15,000 square feet in King of Prussia, Pa. Other openings were in Scottsdale, Ariz.; Oakbrook, Ill.; and Austin, Texas. Also closed the one showroom in Portland, Ore. Plans to end 2017 with 30 Signature Stores including the one opened earlier this year in Cincinnati with 11,280 square feet. The company also sells online and has a social media presence through Facebook, Twitter, Instagram and Pinterest.</p>									
55 (54)	Grand Home Furnishings Roanoke, Va.	\$129.4	\$131.5	-1.6%	19	19	NA	100%	NA
<p>Fiscal year ends Oct. 31. Family-owned business founded in 1911. Mid-priced chain with stores in western and central Virginia, east Tennessee and the eastern part of West Virginia. Operations include 13 stores in Virginia — three in Roanoke and one store each in Bristol, Charlottesville, Christiansburg, Harrisonburg, Lexington, Lynchburg, Smith Mountain Lake, Waynesboro, Winchester and Wise; two stores in Tennessee in Johnson City and Kingsport; and four stores in West Virginia in Beckley, Lewisburg, Princeton and Summersville. The Smith Mountain Lake store and one of the stores in Roanoke are outlet stores. The retailer has a social media presence through Facebook, Twitter, Pinterest, Instagram and YouTube, as well as a company blog.</p>									
56 (64)	Broad River Furniture Fort Mill, S.C.	\$127.3	\$114.2	11.5%	16	17	NA	100%	NA
<p>Privately owned group in business since 2003 operating promotional to mid-priced Ashley HomeStores in major markets and DMAs in the Carolinas and Georgia. At yearend, operated 11 HomeStores in North Carolina with seven in the Charlotte area, including an Ashley HomeStore outlet, three in the Triangle Area in Raleigh, Durham and Fayetteville, and one western North Carolina in Arden; four in South Carolina in Columbia and in upstate South Carolina in Greenville, Spartanburg and Anderson; and one in Augusta, Ga. The HomeStores also carry Sealy, Tempur-Pedic and Bedgear. Early in 2016 opened a new "Generation 6" Ashley HomeStore in Durham, N.C., and closed two stores in Asheville and Matthews, N.C., consolidating operations into nearby stores. Broad River is in the process of renovating three of its HomeStores and converting them to the new "Generation 6" model in 2017. In March 2017, Broad River Furniture held a special event and open house outside its corporate offices in Fort Mill, S.C., to celebrate the official launch of Outdoor Furniture by Ashley. Broad River is looking to add new stores in Charlotte and Raleigh, N.C., and in Columbia, S.C., this year and in 2018. The retailer has a social media presence through Facebook, Twitter and YouTube.</p>									
57 (59)	Mattress Warehouse Frederick, Md.	\$126.0	\$120.0	5.0%	202	192	NA	100%	NA
<p>Privately held bedding specialty retailer in business since 1989 operating stores in Delaware, Maryland, New Jersey, North Carolina, Pennsylvania, Virginia, West Virginia and Washington D.C. Mattress Warehouse also sells online and over the phone. The retailer offers mattresses from brands such as Aireloom, Kingsdown, Tempur-Pedic, Sealy and Serta, plus a wide range of pillows, sheets and protectors from Bedgear, Sealy, Brookstone and more. The retailer has a social media presence through Facebook, Twitter, Google+ and YouTube, as well as a company blog.</p>									

Rank (last year)	Company, home base and notes	Estimated furniture, bedding, accessory sales in \$ millions		Percent change	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			
58 (58)	Wolf Furniture Bellwood, Pa.	\$125.4	\$120.6	3.9%	18	18	NA	NA	NA
	\$129.5 total revenues								
	Family-owned, in business since 1902. Mid-priced retailer operating 13 Wolf's and five Gardiner Wolf locations as well as an e-commerce site. Wolf's are located in Altoona, Johnstown, State College, Hanover; Chambersburg, Harrisburg, Mechanicsburg, York and Lancaster, Pa.; Leesburg, Va.; and Frederick and Hagerstown, Md.; and a separate clearance center in Frederick, Md. Gardiner Wolf stores are in Towson, Catonsville, Westminster, Pasadena and Bel Air, Md. Carpeting sales, \$2.4 million. Revenues other than sales, \$1.7 million. In-store galleries: La-Z-Boy, five, averaging 6,000 square feet. Other key vendors include Ashley, Aspen, Best Furniture, Catnapper, Craftmaster, Daniel's Amish, Jackson, Klaussner, Liberty, Magnussen, Palettes, Restonic, Sealy, Smith Brothers, Southern Motion and Universal. Wolf's CEO is part owner of Allegheny Furniture Consignment, AFC, with stores in Harrisburg, Lancaster, Frederick and Catonsville, Pa. Results from those operations are not included. The retailer has a social media presence through Facebook, Twitter, Pinterest, Instagram, Google+ and LinkedIn. Its stores offer free WiFi for customers.								
59 (57)	ABC Carpet & Home New York	\$124.0	\$123.0	0.8%	2	4	NA	NA	NA
	Privately owned business founded in 1897. High-end specialty home furnishings retailer offering a continuously evolving collection of rugs, furniture, antiques, textiles and accessories encompassing a one-of-a-kind, hand-curated assortment from around the world. Sales include a significant business in high-end oriental rugs. ABC has a multi-floor flagship store in Manhattan with a multi-floor carpet store across the street, and one store in Delray Beach, Fla. In December 2016, closed the South Hackensack, N.J., location when its lease expired and sold the warehouse outlet in the Bronx. ABC will be opening a new retail location in late summer 2017 adjacent to its new warehouse at Industry City in Brooklyn, N.Y., that opened in December. The retailer also sells online and has a social media presence through Facebook, Twitter, Pinterest, Google+ and Instagram, as well as a company blog.								
60 (62)	Chair King/Fortunoff Backyard Store Houston	\$123.6	\$117.1	5.6%	46	43	NA	NA	NA
	Mid-priced to high-end retailer operating Chair King Backyard Stores in Texas and Fortunoff Backyard Stores in New York, New Jersey, Connecticut, Delaware, Pennsylvania and Florida. At yearend, operated 18 Chair King, including a warehouse showroom/clearance center, and 27 Fortunoff stores, as well as Leisure Collections, a design showroom in Houston. Also operates e-commerce websites for both brands. 2015 sales revised. Key vendors include Foremost, Agio, Hanamint, Mallin, Treasure Garden, NCI, Erwin and several private labels. In 2016, Chair King opened a new 27,500-square-foot warehouse showroom and clearance center next door to its distribution center on Sam Houston Parkway in Houston in September, and Fortunoff Backyard Store opened in King of Prussia, Pa., and in Patchogue, N.Y. In 2017, the company has opened a new Fortunoff Backyard Store in Montgomeryville, Pa., and in Poughkeepsie, N.Y., as well as a new Chair King Backyard Store in Rockwall, Texas. The retailer has a social media presence through Facebook, Twitter, Pinterest and Instagram.								
61 (63)	Crest Furniture Dayton, N.J.	\$120.9	\$116.0	4.2%	17	16	NA	100%	NA
	Family-owned promotional to mid-priced retailer operating nine Value City Furniture stores, all in New Jersey, and eight Ashley HomeStores — four in New Jersey and four in Pennsylvania. Value City stores are not affiliated with Columbus, Ohio-based American Signature (No. 14). Value City Furniture stores carry brands such as Ashley, Benchcraft, Coaster, Sealy and Stearns & Foster. In 2016, opened an Ashley HomeStore in Philadelphia over the summer. Will open a Value City store in New Jersey later this year. The retailer also sells online and has a social media presence through Facebook, Pinterest, Google+, Instagram and YouTube. Its stores offer free WiFi for customers.								
62 (60)	Bernie & Phyl's Furniture Norton, Mass.	\$120.6	\$116.8	3.3%	8	8	357	100%	\$338
	Parent corporation is Convertible Castle. Family-owned and operated, in business since 1983. Mid-priced chain serving eastern Massachusetts, southern New Hampshire and Rhode Island with stores in Natick, Braintree, Saugus, Westboro, Raynham and Hyannis, Mass.; Nashua, N.H.; and a clearance center in Warwick, R.I. Also sells online with Internet sales accounting for approximately 2% of 2016 sales. Units average 44,500 square feet. Key vendors include Sealy/Tempur-Pedic, Ashley, England, Southern Motion and Klaussner. Average stock turns, 10.5 times. The retailer has an active media presence on Facebook, Twitter, Pinterest, Google+, YouTube, LinkedIn and Instagram. Its stores offer free WiFi for customers.								
63 (65)	Stickley, Audi & Co. Manlius, N.Y.	\$120.0	\$113.7	5.5%	14	12	NA	100%	NA
	\$121.9 total revenues								
	Owned by the Audi family, which owns high-end manufacturer L.&J.G. Stickley. Revenues from manufacturing operations not included. Currently operating 15 high-end stores dedicated to Stickley merchandise and other high-end lines: two in Denver; and one each in Albany, Fayetteville, Manhattan, Rochester, Farmingdale and White Plains, N.Y.; Charlotte, Pineville and High Point, N.C.; Brookfield and Enfield, Conn.; Natick, Mass.; and Paramus, N.J. In addition to Stickley, other key vendors are Hancock & Moore, Shifman, Ekornes, Bradington-Young, Hooker, Century, Marge Carson, American Upholstery and Leather, Sherrill, Jessica Charles and Lexington. In 2016, opened two new stores in Pineville, N.C., and Farmingdale, N.Y. In 2017, opened a new store in Brookfield, Conn., first week of May. Is planning two more new stores this year, one each in New Jersey and Massachusetts. Stickley has a social media presence through Facebook, Instagram, Twitter, Pinterest, LinkedIn, Houzz, Google+ and YouTube.								
64 (55)	Sit 'n Sleep Gardena, Calif.	\$117.9	\$124.4	-5.2%	38	33	376	100%	\$314
	Promotional to high-end Southern California bedding specialist founded in 1997, operating stores in the greater Los Angeles area. Also sells online with Internet sales accounting for approximately 1.3% of 2016 sales. Units average 10,153 square feet. Key vendors include Aireloom, Kingsdown, Sealy, Serta, Sherwood, Simmons, Stearns & Foster, Spink & Edgar and Tempur-Pedic. Average gross margin, 50%. In 2016 opened showrooms in Northridge, Orange, Carson, Sherman Oaks, Rancho Santa Margarita and Encino, Calif., and closed one in Santa Barbara, Calif. In 2017, plans to open three locations including the one in Victorville, Calif., which had its grand opening April 1. The other two openings are planned for Simi Valley and Moreno Valley. The retailer has a social media presence through Facebook, Twitter, Pinterest, Google+, Instagram and YouTube.								
65 (66)	Innovative Mattress Solutions Lexington, Ky.	\$111.0	\$109.0	1.8%	159	156	NA	100%	NA
	Privately held bedding specialty retailer founded in 1983. IMS does business as Sleep Outfitters, Mattress Warehouse and Mattress King in West Virginia, Ohio, Indiana, Kentucky, Tennessee and Alabama. Also sells online at www.sleepoutfitters.com. Mattress vendors include Sealy, Stearns & Foster and Tempur-Pedic, among others. Showrooms also sell adjustable foundations, pillows and mattress protectors. IMS plans to rebrand its stores as Sleep Outfitters over the next few years. The retailer has a social media presence through Facebook, Twitter, Pinterest, Instagram and YouTube, as well as a company blog.								

Rank (last year)	Company, home base and notes	Estimated furniture, bedding, accessory sales in \$ millions		Percent change	Number of units		Selling space all stores sq. ft. 1000s	Furniture, bedding, accessories percent of selling space	Furniture, bedding, accessories average sales per sq. ft.
		2016	2015		2016	2015			
66 (73)	Big Sandy Superstore Franklin Furnace, Ohio	\$104.0	\$82.0	26.8%	19	17	NA	NA	NA
	\$184.0 total revenues								
	Family-owned business founded in 1953. Mid-priced chain operating 19 showrooms: 15 Big Sandy Superstores, including one outlet, in Ohio, Kentucky and West Virginia, and four Pieratt's, including one outlet, in the Lexington, Ky., area. Sales from appliances and electronics, \$80 million. Key vendors include Affordable, Ashley, Catnapper, Craftmaster, England, Flexsteel, Homestretch, Sealy, Serta, Simmons and Tempur-Pedic. In May 2016, opened two new Big Sandy Superstores in Columbus, Ohio, adding an additional 150,000 square feet of selling space. For 2017, is planning to open two more Big Sandy Superstores in the fourth quarter: Both will be in Central Ohio: an 80,000-square-foot store in Heath and a 25,000-square-foot store in Zanesville. The retailer sells online and has a social media presence through Facebook, Twitter, Pinterest and Instagram, as well as a company blog.								
67 (67)	Morris Furniture Dayton, Ohio	\$99.0	\$98.0	1.0%	19	19	550	100%	\$180
	Privately owned mid-priced retailer founded in 1947. Serves central and southwestern Ohio, including Northern Kentucky, Cincinnati, Dayton and Columbus markets with Morris Home, Ashley HomeStore, The Morris Backroom clearance centers and The Better Sleep Shop. Operations include five Morris Home, 10 Ashley HomeStores, four Morris Backroom and 13 The Better Sleep Shops. Morris has two Home Centers located in Northern Kentucky and Cincinnati, which includes one of each of Morris' four branded stores. 2015 store count revised to exclude the Better Sleep Shops. Also sells online with Internet sales accounting for about 1% of 2016 sales. Units average 37,000 square feet. Key vendors include Albany, American, Bernhardt, Cheers, Craftmaster, Futura, HTL, HomeStretch, Jonathan Louis, Lane, King Hickory, Klausner, La-Z-Boy, Aspen, Holland House, SLF, Sealy, Stearns & Foster, Tempur-Pedic and Universal. Average stock turns, 4 times. Average gross margin, 49%. In 2016, opened a 44,000-square-foot Morris Home in Easton Square in the Columbus market in November and closed an Ashley HomeStore. In the fall of 2017, will open a more than 100,000-square-foot Morris Home, Ashley HomeStore and Better Sleep Shop at Polaris Fashion Place in Columbus, Ohio. The retailer's existing Dayton and Cincinnati Morris Home Furnishings showrooms will be rebranded and updated to the new Morris Home showrooms in Columbus. The company has a social media presence through Facebook, Twitter, Pinterest, LinkedIn, Instagram and YouTube, as well as a company blog.								
68 (78)	Wellsville Carpet Town Weston Mills, N.Y.	\$97.5	\$77.2	26.3%	15	15	NA	NA	NA
	\$98.4 total revenues								
	Family-owned group that began as a carpet store in 1967. Currently operates a Carpet Town Carpet One store and 15 promotional to mid-priced Ashley HomeStores including an Ashley Outlet throughout western and central New York, central Pennsylvania and northeast Ohio. Operations include seven Ashley stores and an outlet in New York: two in Rochester and one each in Weston Mills, Horseheads, Syracuse, Amherst, Orchard Park and Batavia (Outlet); two in Pennsylvania in Altoona and Johnstown; and five in Ohio in the greater Cleveland market in Fairlawn, Mentor, Brooklyn, Canton and Mayfield Heights. The Carpet One store is attached to the Ashley HomeStore in Weston Mills. Carpeting sales, about \$0.9 million. Ashley stores average 37,000 square feet and include key vendors Simmons and Sealy for bedding. The Mayfield Heights, Ohio, Ashley HomeStore opened in April 2017. An Ashley HomeStore will open in Liverpool, N.Y., this November. The company has a social media presence through Facebook as well as a company blog.								
69 (68)	Walter E. Smithe Furniture Itasca, Ill.	\$92.0	\$92.0	0.0%	11	11	NA	100%	NA
	Fourth-generation, family-owned business founded in 1945. Mid-priced to high-end special-order chain serving Chicago and Northwest Indiana area with stores throughout greater Chicagoland in Arlington Heights, Geneva, Glendale Heights, Lincoln Park, Lincolnshire, Naperville, Oak Brook, Orland Park, Skokie and Vernon Hills, Ill., and Merrillville, Ind. Operates in-store outlets in the Merrillville and Glendale Heights locations with outlet deals and special buy merchandise. The company launched its first catalog in well over a decade this past fall. Has also been making over its stores with vignettes grouped by styles and trends. The retailer also sells online and has a social media presence through Facebook, Twitter, Pinterest, YouTube, Instagram and Houzz.								
70 (69)	Hudson's Furniture Sanford, Fla.	\$90.0	\$90.0	0.0%	17	17	NA	100%	NA
	Family-owned business founded in 1981. Promotional to high-end Florida retailer serving much of Central Florida with stores in the Tampa, St. Petersburg, Orlando and Ormond Beach areas. Operates 14 Hudson's Furniture showrooms, three outlet centers and Hudson's Vacation Interiors as a division of the Hudson's store in Altamonte Springs. Units average 35,000 square feet. Showrooms carry a number of brands, including American Drew, Best Home Furnishings, Bassett, Broyhill, Daniel's Amish, Flexsteel, Hammary, Klausner, Lexington Home Brands, Natuzzi, Southern Motion, Stanley and Vaughan Bassett, and Serta, Simmons and Tempur-Pedic in bedding. Hudson's Furniture also sells online and has a social media presence through Facebook, Twitter, Pinterest, YouTube and Instagram.								
71 (74)	Sam Levitz Furniture Tucson, Ariz.	\$88.0	\$81.1	8.5%	6	5	290	100%	\$298
	Family-owned business founded in 1953. Promotional to high-end southern Arizona retailer operating two Sam Levitz Furniture stores, two Ashley HomeStores and two Sam's Furniture Outlets in metro Tucson. Stores average 48,333 square feet. Key vendors are Ashley, Cheers, Coaster, EJ Lauren, Lifestyle, Offshore Furniture, Sealy, Simmons Upholstery and Tempur-Pedic. Average stock turns, 6 times. Average gross margin, 42%. In 2016, opened its second Ashley HomeStore in a remodeled former Sam Levitz showroom. The new HomeStore is located next to the Furniture Outlet, both on North Pantano Road. The retailer also sells online and has a social media presence through Facebook, Twitter, Pinterest and LinkedIn. Its stores offer free WiFi for customers.								
72 (70)	Bob Mills Furniture Oklahoma City	\$86.0	\$85.8	0.2%	8	8	306	100%	\$281
	Family-owned business established in 1971. Mid-priced retailer operating six stores in Texas — in Amarillo, Lubbock, Odessa, Temple, Waco and Midland — and two in Oklahoma in Oklahoma City and Tulsa. Units average 35,000 square feet. Bob Mills also sells online and has a social media presence through Facebook, Twitter, Pinterest, LinkedIn and YouTube.								
73 (81)	FFO Home Fort Smith, Ark.	\$85.7	\$76.4	12.2%	41	36	NA	100%	NA
	Owned by Sun Capital Partners. Operates mid-priced, EDLP discount-oriented stores across six states in the mid-south. At yearend, had 19 stores in Arkansas, 12 stores in Missouri, seven stores in Oklahoma, two stores in Kansas, and one in Texas. Founded in 1984 as Furniture Factory Outlet, the company originally specialized in one-time, limited quantity inventory factory overruns and manufacturer cancellations. FFO Home's focus is on maintaining lowest prices with great quality, broad selection, expanded brand name product offerings such as Serta and Flexsteel, superior customer satisfaction and an advertising campaign "Where Great Quality Lives for Less." In 2016, opened five stores: in Siloam Springs and Paragould, Ark.; Shawnee and Stillwater, Okla.; and in Wichita Falls, Texas. The Wichita Falls store opened in November and is the first FFO Home in the state. In April 2017, FFO Home opened its 42nd and 43rd showrooms in Horn Lake, Miss., (its first in the state) and Ponca City, Okla., with plans for several more stores to open this year. The retailer has a social media presence through Facebook, Twitter, Pinterest and Google+, as well as a company blog.								

Rank (last year)	Company, home base and notes	Estimated furniture, bedding, accessory sales in \$ millions		Percent change	Number of units		Selling space all stores sq. ft. 1000s	Furniture, bedding, accessories percent of selling space	Furniture, bedding, accessories average sales per sq. ft.
		2016	2015		2016	2015			
74 (71)	Lacks Valley Stores Pharr, Texas	\$85.0	\$84.0	1.2%	10	10	750	NA	NA
	\$101.7 total revenues Family-owned business founded in 1935. Mid-priced to high-end chain serving South Texas with two stores in McAllen and one store each in Alice, Brownsville, Edinburg, Harlingen, Laredo, Rio Grande City, San Benito and an outlet store in Pharr. Sales from electronics and major appliances, \$8.7 million. Revenues other than merchandise sales, \$8 million. Units average 75,000 square feet. Key vendors include AICO, Bernhardt, Corinthian, Home Elegance, Pulaski, Restonic and Southern Motion. The retailer has a social media presence through Facebook, Pinterest, Instagram and YouTube. Its stores offer free WiFi for customers.								
75 (75)	C.S. Wo & Sons Honolulu	\$83.8	\$79.0	6.1%	23	18	357	100%	\$235
	Family-owned business founded in 1909. Promotional to high-end retailer operating C.S. Wo Gallery stores, SlumberWorlds, HomeWorlds, Red Knot and Ashley HomeStores on three Hawaiian Islands and in California. On Oahu, operates one high-end C.S. Wo Gallery store, three HomeWorld Furniture superstores, four Ashley HomeStores, three contemporary Red Knot stores and five SlumberWorld sleep shops. On Maui, operates a HomeWorld with an attached SlumberWorld, and on the big island operates HomeWorld superstores with attached SlumberWorlds in Hilo and Kona. In California, the retailer operates a C.S. Wo Gallery in Costa Mesa. In-store galleries include La-Z-Boy, Ekornes and Natuzzi. Other key vendors include Jonathan Louis, Simmons and Tempur-Pedic. Opened five stores in 2016 on Oahu, including four in a new 60,000-square-foot retail facility in Kapolei, Hawaii, in October: a Red Knot, a HomeWorld Furniture, a SlumberWorld and an Ashley Homestore. The fifth store opened was an Ashley HomeStore in Pearlridge Shopping Center in Aiea, Hawaii. The retailer has a social media presence through Facebook, Twitter and Instagram. Its stores offer free WiFi for customers.								
76 (84)	Roche Bobois New York	\$80.4	\$71.4	12.7%	27	27	NA	100%	NA
	Family-owned, founded in 1960. Luxury French furniture and interiors company known for its contemporary style of furniture designed and produced exclusively for Roche Bobois. Also carries an exclusive Nouveaux Classiques line of products, which are a reinterpretation of French historical furniture in a modern context. Operates more than 250 stores in more than 50 countries, including 17 company-owned and 10 franchised-owned stores in major metropolitan areas in the U.S. and Puerto Rico. Sales and store counts for the U.S. and Puerto Rico only. Units average 5,000 square feet. In 2017, will be opening stores in New York's Upper West Side and Miami's Design District and closing the Denver area store. The retailer has a social media presence through Facebook, Pinterest, YouTube and Instagram. Its stores offer free WiFi for customers.								
77 (72)	Darvin Furniture Orland Park, Ill.	\$80.0	\$82.0	-2.4%	1	1	200	100%	\$410
	Family-owned, in business since 1920. Mid-priced to upscale retailer serving Chicago, the surrounding suburbs, northern Illinois and northern Indiana with a Darvin Furniture super store, a 35,000-square-foot Clearance & Outlet Center, Area Rug Gallery and Mattress Store all located on 11 acres. Offers more than 80 brand names including AICO, Aireloom, American Drew, Ashley, Aspen Home, Bassett, Bernhardt, Best Chair, Broyhill, Century, Chateau D'ax, Daniel's Amish, England, Flexsteel, Franklin, Homestretch, Hooker, iComfort by Serta, Jonathan Louis, Karastan, King Hickory, Klausner, Lane, Palliser, Pulaski, Restonic, Sealy, Serta, Simmons, Southern Motion, Stanley, Stearns & Foster, Tempur-Pedic, Therapedic and Universal. Darvin will complete a façade renovation this year providing a greater presence on La Grange Road and support the 200,000-square-foot building. Darvin has a social media presence through Facebook, Twitter, Pinterest, YouTube, Instagram, Google+ and LinkedIn.								
78 (76)	Schewel Furniture Lynchburg, Va.	\$79.0	\$79.0	0.0%	52	52	1,000	90%	\$100
	Family-owned business founded in 1897. Mid-priced, credit-oriented chain in Virginia, West Virginia and North Carolina. Sales from appliances, electronics, carpeting and other non-furniture merchandise, \$21 million. Credit income and other non-merchandise revenues, \$14 million. Units average 20,000 square feet. Average stock turns, 3 times. Average gross margin, 44%. The retailer has a social media presence through Facebook, Twitter, Pinterest, Google+, Instagram and YouTube.								
79 (82)	Trivett's Furniture Fredericksburg, Va.	\$77.3	\$75.1	2.9%	12	12	NA	100%	NA
	Family-owned business founded in 1992. Promotional to mid-priced retailer serving Northern Virginia and the Richmond areas with one Trivett's Furniture and 11 Ashley HomeStores. Other key vendors include American Drew, AICO, Crown Mark, Klausner, Liberty Furniture, Sealy, Stearns & Foster, Tempur-Pedic and Vaughan-Bassett. Future plans include growing the Ashley's HomeStore brand and Trivett's Furniture brand throughout the Virginia, Maryland and Washington D.C. areas. The retailer has a social media presence through Facebook and Twitter.								
80 (83)	Lovesac Stamford, Conn.	\$76.0	\$75.0	1.3%	60	58	54	100%	\$1,308
	Fiscal year ended Jan. 29 and Jan. 31. Privately held, in business since 1995. Alternative upholstery manufacturer and retailer of high-end specialty furniture operating across 28 states selling its patented furniture products, the original foam-filled Sac and its modular sectional furniture system called Sactionals. Also has one store each in Sydney and in Jeddah, Saudi Arabia, sales and store counts not included. Units are all mall-based and average 1,100 square feet. In 2016, added a net two stores including its first in Michigan at Twelve Oaks Mall in Novi. That store, along with ones in Paramus, N.J., and Kenwood, Ohio, opened with the retailer's newly redesigned concept store and logo. In 2017, opened stores in San Francisco and Oak Brook, Ill., earlier in the year. This summer the retailer has plans for stores in Arlington, Va.; Bellevue, Wash.; and Bethesda, Md. The retailer also sells online and has a social media presence through Facebook, Twitter, Pinterest, Instagram, YouTube and Tumblr.								
81 (80)	Weir's Furniture Dallas	\$76.0	\$77.0	-1.3%	5	5	NA	100%	NA
	Family-owned business founded in 1948. Mid-priced to high-end Dallas/Fort Worth area retailer operating showrooms in Dallas, Southlake and Plano and Outlet stores in Dallas and Farmers Branch, Texas. Weir's offers a collection of stylish home furnishings from Bernhardt, Hancock & Moore, Sherrill and Magnolia Home by Joanna Gaines, among others, and mattresses from manufacturers such as Eastman House, Kluff, Serta, Simmons and Stearns & Foster. In 2016, Weir's expanded the Farmers Branch Outlet by 16,000 square feet and each of the showrooms in Southlake and Plano, by 5,500 square feet. Weir's Furniture has a social media presence through Facebook, Twitter, Instagram and Pinterest.								

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		2016	2015		2016	2015			
82 (86)	EBCO Phoenix	\$72.5	\$70.6	2.7%	10	9	160	100%	\$452
Family-owned La-Z-Boy licensee group operating in Arizona. Founded in 1982, the group operates seven La-Z-Boy Furniture Galleries in the Phoenix area: two in Scottsdale, including La-Z-Boy Home Furnishings & Décor; two in Glendale, including a La-Z-Boy Bedrooms and Dining store; and one each in Mesa, Chandler and Goodyear. Also operates one Gallery in Prescott Valley, Ariz., and two in the Tuscon, Ariz., area. Units average 16,039 square feet. Other key vendors include American Drew, Canadel, Hammary, Kincaid, Oriental Weavers, Surya and Uttermost. Average stock turns, 9.2 times. Completed the remodeling project at the Chandler store in August 2016 and opened a new Furniture Gallery in Prescott Valley, Ariz., in September. Plans to remodel the Bell Road location in Glendale in 2017. EBCO also sells online and has a social media presence through Facebook, Pinterest, Twitter, LinkedIn, Houzz, YouTube and Instagram.									
83 (77)	Kittle's Furniture Indianapolis	\$72.0	\$75.0	-4.0%	9	13	NA	100%	NA
Family-owned business founded in 1932. Upper-mid-priced Indiana retailer operating six Kittle's stores, one Below Market Furniture store, one Bassett Home Furnishings store and one outlet. 2015 sales revised. In-store galleries: Bassett, Bernhardt, Canadel and Stickley. Other key vendors include Broyhill, Corinthian, Craftmaster, Daniel's Amish, Fusion, HomeStretch, Jonathan Louis, Klaussner, Legacy, Serta, Simmons, Smith Brothers and Vaughan-Bassett. As part of the company's strategy to focus on Indiana and the Kittle's brand, the company sold two Kittle's Furniture stores and a distribution center in Columbus, Ohio, to No. 14 American Signature with the deal closing Jan. 1, 2017. The retailer also liquidated two of its three Rooms Express stores and converted the third one to a Kittle's in Avon. The two liquidated stores are now Bob's Discount Furniture stores. The company has completely renovated its Bloomington store and is the process of doing the same to its Greenwood, Ind., store. A major remodel has been completed at its Avon store as well as its flagship Castleton location. Its Below Market store has also undergone an extensive renovation. Kittle's has a social media presence through Facebook, Pinterest, YouTube and Instagram. Its stores offer free WiFi to customers.									
84 (92)	Russell Turner Furniture Holding Corp. Thomasville, Ga.	\$71.1	\$62.0	14.7%	13	13	NA	100%	NA
Family-owned business founded in 1915. Operates 13 promotional to mid-priced Ashley HomeStores in Albany, Thomasville and Columbus, Ga.; Tallahassee and Pensacola, Fla.; Mobile, Spanish Fort and Opelika, Ala.; Biloxi, Miss.; Danville, Va.; and Greensboro, Winston-Salem and Burlington, N.C. Also sells online with Internet sales accounting for approximately 2% of 2016 sales. In addition to Ashley, other key vendors include Sealy, Tempur-Pedic and Protect-A-Bed. Average stock turns, 11.5 times. Average gross margin, 50.8%. In 2017, plans to open an Ashley Outlet in Greensboro, N.C., in June, and remodel the Columbus, Ga., and Winston-Salem, N.C., locations. The company has a social media presence through Facebook, Instagram and LinkedIn.									
85 (85)	American Mattress Addison, Ill.	\$70.0	\$71.0	-1.4%	101	105	NA	100%	NA
Family-owned business founded in 1988. American Mattress is the largest Serta bedding specialist in the Midwest serving the entire Chicagoland, Northwest Indiana, Indianapolis and Fort Wayne markets. Operations include seven clearance centers and a Tempur-Pedic Gallery store. American Mattress carries Sealy, Simmons and Winston & Key mattress brands in addition to its line of Serta and Tempur-Pedic mattresses. American Mattress opened two stores earlier this year in Indianapolis and in Carpentersville, Ill. The company has a social media presence through Facebook, Twitter and Pinterest, as well as a company blog. Is a strong supporter of local communities and charities.									
86 (79)	FAMSA Dallas	\$68.0	\$77.0	-11.7%	28	27	NA	NA	NA
\$122.0 total revenues Owned by Grupo Famsa, S.A.B. de C.V. Mid-priced, credit-oriented retailer focused on serving the U.S. Hispanic population. FAMSA has 24 stores in Texas and four in Illinois. In Texas, the retailer operates 10 in the Rio Grande Valley including a clearance center; five in Houston; five in San Antonio including a military store; three in Dallas; and one in Austin. All four stores in Illinois are in the Chicago area. Also sells online to customers in Texas and Illinois. 2015 store count revised. Merchandise mix includes furniture, mattresses, appliances, computers and electronics. Key suppliers include Restonic, Serta and Simmons among others. Offers its customers a program called Famsa-to-Famsa through which they purchase goods at its stores and have them delivered to relatives in Mexico, El Salvador, Guatemala or Honduras. FAMSA opened a showroom in downtown San Antonio in June 2016. The retailer has a social media presence through Facebook, Google + and Twitter.									
87 (93)	Weekends Only Furniture & Mattress St. Louis	\$66.8	\$62.0	7.7%	6	6	240	100%	\$278
\$68.1 total revenues Family-owned, in business since 1996. Promotional to mid-priced retailer operating five stores in the St. Louis market area in Fairview Heights, Ill., and in St. Peters, St. Louis, Bridgeton and Manchester, Mo.; and one store in the Indianapolis market in Castleton, Ind. Stores are open only Fridays, Saturdays and Sundays and carry first-quality brand-name furniture as well as closeouts, overstocks and one-of-a-kinds. Also sells online with Internet sales accounting for approximately 3% of 2016 sales. Units average 40,000 square feet. Key vendors include Affordable, Ashley, Albany, Cheers, Elements, Fusion, Holland House, HomeStretch and Restonic. Average stock turns, 5.9 times. In January 2016, Weekends Only opened its new 133,500-square-foot distribution center in Hazelwood, Mo., replacing a 75,000-square-foot facility the company had used since 2002. Is looking at opening one new location in 2017. The retailer has a social media presence through Facebook, Twitter, Pinterest, Google+, Instagram and YouTube, as well as a company blog.									
88 (88)	Kimbrell's Charlotte, N.C.	\$66.0	\$65.5	0.8%	50	49	NA	NA	NA
\$85.3 total revenues Fiscal years end July 31. Family-owned business founded in 1915. Promotional, credit-oriented chain operating 49 stores in the Carolinas and one store in Georgia. Key vendors include Ashley, Ashley's iKidz, Corinthian, Crown Mark and Sealy. In 2016, relocated to new, updated facilities in Concord and Albemarle, N.C., and opened one new showroom in Fayetteville/Fort Bragg, N.C. Kimbrell's has a social media presence through Facebook, Twitter, Pinterest, Google+ and YouTube.									
89 (95)	Olinde's Baton Rouge, La.	\$65.0	\$58.0	12.1%	11	11	NA	100%	NA
Family-owned business serving Louisiana since 1886. Currently operates five Olinde's locations in greater Baton Rouge and Lafayette, including three Olinde's Mattress Superstores, and seven Ashley HomeStores in southern Louisiana in Opelousas, Houma, Lake Charles, Ponchatoula, Harahan, Gonzales and Denham Springs. Olinde's offers a number of brands in addition to Ashley, including Best Home Furnishings, Broyhill, Flexsteel, Hammary, Lane, Pulaski, Schnadig, Sealy, Stearns & Foster, Tempur-Pedic and Vaughan Bassett. In August 2016, the retailer lost nearly everything at its Ashley HomeStore in Denham Springs, La., and at its newest Mattress Superstore in Walker, La., which had just opened in May 2016 as the retailer's 12th store. Both were destroyed by the flooding that struck 20 Louisiana parishes. The Mattress Superstore reopened about a month later; the Ashley HomeStore reopened February 2017. Olinde's has a social media presence through Facebook, Twitter, Pinterest, YouTube and Google+.									

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. If sales growth is identical, the one with fewer stores is higher. 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 2016 and 2015 unless otherwise noted. Average unit size refers to selling space.
NR = Not ranked NA = Not available

Rank (last year)	Company, home base and notes	Estimated furniture, bedding, accessory sales in \$ millions		Percent change	Number of units		Selling space all stores sq. ft. 1000s	Furniture, bedding, accessories percent of selling space	Furniture, bedding, accessories average sales per sq. ft.
		2016	2015		2016	2015			
90 (87)	Walker Furniture Las Vegas	\$64.9	\$66.3	-2.1%	25	24	264	100%	\$246
Fiscal year ends Jan. 31. Owned by principal stockholder Deanne Alterwitz and family. Founded in 1961. Promotional to high-end chain with a nine-acre campus in the northwest Las Vegas Valley housing the main showroom Walker Furniture and the outlet, Rooms by Walker/Walker Outlet/Walker Tent & Clearance Center. At its warehouse location a few miles from the main campus is another outlet, Rooms by Walker/Walker Outlet/Walker Warehouse Outlet & Clearance Center. Operates 22 Serta-exclusive Best Mattress stores including three outlets in Nevada. Revenues other than merchandise sales, \$3.3 million. Also sells online with Internet sales accounting for approximately 7% of 2016 sales. Units average 10,547 square feet. Average stock turns, 4.06 times. Average gross margin, 47%. In 2016 opened one Best Mattress store in Nevada. The retailer will break ground September or October of 2017 on its second superstore and retail complex. The planned 150,000-square-foot store and complex is expected to open in the fall of 2018 or earlier. Walker will continue remodeling its downtown campus with major enhancements coming in late 2018. Walker Furniture has a social media presence through Facebook, Twitter, Google+, YouTube and Instagram. Its stores offer free WiFi for customers.									
91 (91)	Home Furniture Lafayette, La.	\$62.6	\$60.7	3.1%	8	8	240	100%	\$261
Family-owned business founded in 1945 with locations stretching along the Gulf Coast from Baton Rouge, La., to Beaumont, Texas. 2015 sales revised to correspond with the calendar year. The mid-priced retailer operates two stores each in Lafayette and Baton Rouge, La., and one unit each in Lake Charles and New Iberia, La., and in Beaumont and Port Arthur, Texas. Units average 30,000 square feet. Home Furniture also sells online and has a social media presence through Facebook, Twitter, Pinterest, Instagram and YouTube as well as a company blog.									
92 (89)	Louis Shanks of Texas Austin, Texas	\$62.0	\$64.0	-3.1%	3	3	NA	NA	NA
Fourth-generation, family-owned business founded in 1945. Mid-priced to high-end retailer with showrooms in Austin and San Antonio. Showrooms offer consumers a wide selection of home furnishings from major vendors including Bernhardt, Century, Hancock and Moore, Lexington, Tommy Bahama, Marge Carson, Sherrill and Stickley. The retailer also offers other interior furnishings such as flooring, window treatments and cabinetry; revenues not included. In 2016, the company remodeled the lobby entrance and added a transitional area to its Austin showroom and built a new Tommy Bahama area on the upper-level to display both indoor and outdoor collections. It features a 4,000-square-foot rooftop patio, where the retailer plans to entertain during newly scheduled community and consumer social events. In September, the retailer announced it would close its Houston store and attached distribution center consolidating its operations to its other two stores. Louis Shanks hired Watch Hill Furniture Capital of Mt. Pleasant, S.C., to run the sale closing the store Feb. 20, 2017. In April, about 50,000-square-feet of the Houston showroom was reopened under new ownership and a new name and format, but with a lot of Shanks backing. Kenny Vogt, vice president of operations for Louis Shanks, is also CEO of the new Get Furnished and More, an upper-end, but bargain-oriented concept that will open Thursdays through Sundays. Louis Shanks has a social media presence through Facebook, Twitter, Pinterest, Instagram and Houzz.									
93 (NR)	Matter Brothers Furniture Fort Myers, Fla.	\$58.0	\$57.0	1.8%	11	11	300	100%	NA
Family-owned, founded in 1980 by Stewart Matter Sr., and now owned and operated by his five sons. Upper mid-priced retailer on Florida's Gulf Coast from the Tampa/Clearwater area to Naples. Operations include five full-line Matter Brothers Furniture in Ft. Myers, Naples, Pinellas Park, Tarpon Springs and Sarasota and six Florida Leather Gallery specialty stores in Tampa, Clearwater, Sarasota, Ft. Myers, Brandon and Bonita Springs. Matter also owns a mattress factory for its custom order mattresses. Units average 30,000 square feet. The company specializes in coastal tropical designs from a number of brand name manufacturers. In January 2017, opened an outlet store in Pinellas Park, Fla., and is looking at new locations for additional openings.									
94 (98)	The Parrott Group Florence, S.C.	\$57.8	\$52.1	10.9%	12	12	313	100%	NA
Privately owned group in business since 1990. Operates four Ashley HomeStores in South Carolina in North Charleston, Myrtle Beach, Bluffton and Florence; four HomeStores in North Carolina in Shallotte, Greenville, Jacksonville and Morehead City; and two outlets in New Bern and Kinston; one HomeStore in Savannah, Ga.; and a multi-line Parrott's Furniture in Florence, S.C. HomeStores average 31,000 square feet, and the Parrott store is 40,000 square feet. Other key vendors in addition to Ashley include Simmons, Tempur-Pedic and Serta. The company has a social media presence through Facebook and Google+.									
95 (96)	Conlin's Furniture Billings, Mont.	\$56.5	\$56.5	0.0%	23	23	NA	100%	NA
Family-owned business founded in 1937. Mid-priced chain serving Montana, North Dakota, South Dakota, Wyoming and Minnesota with 17 Conlin's Furniture stores, four Conlin's Sleep Centers and two Conlin's Furniture Outlets. Operates 10 units in Montana, including two Sleep Centers and one outlet; nine in North Dakota, including two Sleep Centers and one outlet; two in South Dakota; and one each in Wyoming and Minnesota. Carries a number of brands including Ashley, Best Home Furnishings, Broyhill, Daniel's Amish, Flexsteel, La-Z-Boy, Sealy, Serta, Simmons, Spring Air, Stearns & Foster and Tempu-Pedic. Conlin's has a social media presence through Facebook, Pinterest, Instagram and YouTube.									



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		2016	2015		2016	2015			
96 (97)	Miskelly Furniture Jackson, Miss. Family-owned, founded in 1978. Mid-priced retailer serving central Mississippi with stores in Jackson, Madison, Ridgeland and Flowood. Operates its flagship store with 110,000 square feet of selling space in Jackson, a Miskelly Furniture with 36,000 square feet in Madison, Miskelly Roomstore with 40,000 square feet in Jackson, a Miskelly Sleepstore with 4,000 square feet in Ridgeland, a Miskelly Sleepstore with 5,000 square feet in Flowood and a Miskelly Clearance Store with 13,000 square feet in Jackson. Also sells online. Key vendors include Ashley, Flexsteel, Sealy, Stearns & Foster and Tempur-Pedic. Average stock turns, 7.1 times. Average gross margin, 47.4%. Miskelly Furniture has a social media presence through Facebook, Twitter, Pinterest, Google+ and YouTube, as well as a company blog. Its stores offer free WiFi for customers.	\$55.6	\$55.5	0.2%	6	6	208	100%	\$267
97 (NR)	The Original Mattress Factory Cleveland, Ohio Family-owned, founded in 1990 with the opening of its first store in Cleveland. Manufacturer and retailer of mattresses and box springs with 11 Original Mattress Factory locations and more than 100 Original Mattress Factory stores in nine states in Ohio, North Carolina, Georgia, Virginia, Minnesota, Pennsylvania, Florida, Kentucky and South Carolina. Consumers are able to tour the manufacturing facilities to see firsthand how the company's mattresses and box springs are made. Store locations also offer headboards and beds as well as bedding accessories such as mattress and pillow protectors, sheets and pillowcases, and pillows. The Original Mattress Factory has a social media presence through Facebook, YouTube, Twitter and Instagram.	\$55.0	NA	NA	109	NA	NA	100%	NA
98 (100)	Johnny Janosik Laurel, Del. Family-owned business founded in 1953. Upper-mid-priced retailer drawing customers from five mid-Atlantic states and Washington D.C. Operates an 180,000-square-foot showroom, a 23,000-square-foot clearance center, and an 8,000-square-foot Outdoor World store in Laurel, Del., and a 60,000-square-foot showroom, with an attached Mattress World in Dover, Del. In-store galleries: La-Z-Boy and Southern Motion, two each. Other key vendors include ART, Agio, Ashley, Bassett, Broyhill, Flexsteel, Hooker, Kincaid, Klaussner, Legacy, Lexington, Magnussen, Paramount, Paula Dean, Restonic, Sealy, Serta, Smith Brothers, Tempur-Pedic, Thomasville, Universal and Vaughan-Bassett. In July 2016, opened the 8,000-square-foot Outdoor World store in Laurel, Del. In March 2017, opened a new 60,000-square-foot store in Dover, Del., with an attached Mattress World. The new stores replace the two existing showrooms that were located across the street from each other: a 50,000-square-foot showroom and a 25,000-square-foot recline and sleep store. Johnny Janosik also sells online and has a social media presence through Facebook, Twitter, Pinterest, YouTube and Google+, as well as a company blog.	\$51.6	\$48.1	7.3%	5	4	285	100%	\$180
99 (99)	Boston Interiors Stoughton, Mass. Fiscal year ends Nov. 30. Owned by Castle Island Partners and the retailer's executive management team. Founded in 1979, Boston Interiors offers upper-mid-priced merchandise through its New England-area stores in Stoughton, Burlington, Mashpee, Hanover, Westborough, Natick and Saugus, Mass., an e-commerce website and catalog. Units average 18,000 square feet. In April 2016, Boston Interiors was acquired by Boston-based investment firm Castle Island Partners and the retailer's executive management team. Earlier this year, the retailer launched its first outdoor furniture line and paint colors. Boston Interiors is planning to open two new stores this year in late summer or early fall including its first outside of Massachusetts in New Hampshire. The 21,000-square-foot showroom will open in Bedford, N.H., sometime in August. The second new store will open in Dedham, Mass., with 16,000 square feet. Two more stores are planned for 2018, although locations are still to be determined. Boston Interiors has a social media presence through Facebook, Twitter, Pinterest, Instagram, YouTube and Houzz, as well as a company blog.	\$50.0	\$50.0	0.0%	7	7	NA	100%	NA
100 (NR)	Belfort Furniture Dulles, Va. Family-owned Washington-area retailer, founded in 1987. Offers upper mid-priced lines in a combined 105,000 square feet of selling space. Operates a midpriced to luxury Belfort Galleries, a promotional Belfort Basics, a Belfort Mattress, a Belfort Kidz and a Belfort Interiors, all on a 20-plus-acre tract about 20 miles west of the White House. Belfort also sells online with Internet sales accounting for approximately 2% of 2016 sales. In-store gallery: Kincaid, one. Other key vendors include Aspenhome, Huntington House, Hooker, Rowe, Craftmaster and Bernhardt. The retailer is working on the expansion and remodel of its campus with a completion date set for the end of 2017. The new showroom will be approximately 140,000 square feet and will include unique features such as a wine bar and cafe. It offers free WiFi to its customers and has a social media presence through Facebook, Twitter, Pinterest, YouTube and Instagram.	\$46.7	\$46.5	0.6%	5	5	105	100%	\$445

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. If sales growth is identical, the one with fewer stores is higher. 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 2016 and 2015 unless otherwise noted. Average unit size refers to selling space.
NR = Not ranked NA = Not available

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