



2021 Home Furnishings Industry Overview

The American Home Furnishings Alliance is the voice of the residential furniture industry, representing companies large and small, public and private, domestic and import. Our members manage a sophisticated global supply chain that includes factories in 31 states and multiple foreign countries, providing more than \$10 billion in wholesale shipments of home furnishings every year for U.S. households. AHFA membership includes more than 230 manufacturers and importers of indoor and outdoor home furnishings and home accents, all part of a thriving industry, detailed below.

CONSUMER SPENDING

Annual retail purchases in billions, for residential furniture and bedding

2019	2020	% Change
\$130.9	\$141.7	8.2%

Source: U.S. Department of Commerce, Bureau of Economic Analysis

WHOLESALE SHIPMENTS

Domestic & import wholesale shipments of residential furnishings in billions.

	2019	2020
Wood Furniture	\$17.8	\$18.4
Upholstered Furniture	\$18.4	\$20.4
Metal Furniture	\$11.2	\$11.5
TOTAL	\$47.4	\$50.3

Source: Mann, Armistead & Epperson, Richmond, VA

IMPORTS

As a percent of all household furniture sold in the U.S.

	2010	2018	2019	2020
Wood Furniture	71%	89%	87%	86%
Upholstered Furniture	39.5%	50%	46%	42%
Metal Furniture	85.5%	96%	94%	92%

Source: U.S. International Trade Commission/ Mann, Armistead & Epperson

TOP IMPORT COUNTRIES

In millions

	2019	2020	
Vietnam	\$5,663	\$7,405	31%
China	\$9,713	\$7,331	-25%
Malaysia	\$942.6	\$1,394	47%
Mexico	\$1,177	\$1,193	1%
Canada	\$1,322	\$1,118	-15%

Source: U.S. International Trade Commission/ Furniture Today

U.S. FURNITURE FACTORY EMPLOYMENT

	2018	2019	2020
Production workers, furniture & related products	288,200	287,400	255,000
Production workers, upholstered household furniture	48,400	48,200	39,000

Source: U.S. Department of Labor, Bureau of Labor Statistics, Occupational Employment Statistics

TOP SOURCES FOR THE U.S. FURNITURE MARKET

Estimated value of U.S. furniture shipments in 2020, in millions

1. Ashley Furniture Industries	Arcadia, WI	\$6,436
2. La-Z-Boy Inc.	Monroe, MI	\$1,318.1
3. Dorel Industries	Westmount, Canada	\$935.1
4. Sauder Woodworking	Archbold, OH	\$615.0
5. Hooker Furniture	Martinsville, VA	\$515.0
6. Samson Holdings (Universal, Craftmaster, Legacy Classic, Baker and Southern Furniture)	High Point, NC	\$378
7. Brown Jordan	St. Augustine, FL	\$350
8. Ethan Allen Interiors	Danbury, CT	\$337.6
9. Flexsteel Industries	Dubuque, IA	\$336.9
10. Klaussner Furniture	Asheboro, NC	\$300
11. Lane Home Furnishings (United)	South Tupelo, MS	\$250
12. RHF Investments	Hickory, NC	\$250
13. Bassett Furniture Industries	Bassett, VA	\$205
14. Best Home Furnishings	Ferdinand, IN	\$205
15. Sherrill Furniture	Hickory, NC	\$200
16. McCreary Modern	Newton, NC	\$190
17. Franklin Corp.	Houston, MS	\$175
18. American Furniture Mfg.	Ecu, MS	\$175
19. Bernhardt	Lenoir, NC	\$175
20. Palliser	Winnipeg, MB	\$166

Source: FDMC estimates, February 2021. All 20 top sources for the U.S. market except Bernhardt are members of the American Home Furnishings Alliance.