



2020 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

2018	2019	% Change
\$124.1	\$130.0	5%

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

WHOLESALE SHIPMENTS

Domestic & import wholesale shipments of residential furnishings in billions.

	2018	2019
Wood Furniture	\$18.6	\$17.8
Upholstered Furniture	\$17.9	\$18.4
Metal Furniture	\$12.1	\$11.2
TOTAL	\$48.6	\$47.4

Source: Mann, Armistead & Epperson, Richmond, VA

IMPORTS

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

	2017	2018	2019
Wood Furniture	89%	89%	87%
Upholstered Furniture	49%	50%	46%
Metal Furniture	95%	96%	94%

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

TOP FIVE IMPORT COUNTRIES

In millions

	2018	2019
China	\$19,159	\$13,824
Vietnam	\$4,342	\$6,157
Canada	\$1,714	\$1,770
Mexico	\$1,560	\$1,666
Italy	\$952	\$948

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

U.S. FURNITURE FACTORY EMPLOYMENT

	2017	2018	2019
Production workers, furniture & related products	226,220	227,540	221,530
Furniture woodworking machine operators	25,400	23,790	21,520
Furniture sewing operators & upholsterers	23,970	24,070	21,930

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 2019, in millions

1. Ashley Furniture Industries	Arcadia, WI	\$6,436.4
2. La-Z-Boy Inc.	Monroe, MI	\$1,318.1
3. Dorel Industries	Westmount, Canada	\$842.1
4. Hooker Furniture	Martinsville, VA	\$610.8
5. Sauder Woodworking	Archbold, OH	\$500.0
6. Samson Holdings	High Point, NC	\$457.2
7. Flexsteel Industries	Dubuque, IA	\$443.6
8. Ethan Allen Interiors	Danbury, CT	\$441.5
9. Brown Jordan	St. Augustine, FL	\$400.0
10. Coaster Company of America	Santa Fe Springs, CA	\$378.3
11. Klaussner Furniture	Asheboro, NC	\$300.0
12. Bassett Furniture Industries	Bassett, VA	\$261.1
13. United Furniture Industries	Verona, MS	\$250.0
14. RHF Investments	Hickory, NC	\$245.0
15. Best Home Furnishings	Ferdinand, IN	\$220.0
16. Franklin Corp.	Houston, MS	\$200.0
17. Sherrill Furniture	Hickory, NC	\$200.00
18. McCreary Modern	Newton, NC	\$190.0
19. Jackson Furniture Industries	Cleveland, TN	\$150.0
20. Southern Motion	Pontotoc, MS	\$150.0

Source: Furniture Today, May 18-24, 2020, and FDMC estimates, February 2020. All 20 top sources for the U.S. market are members of the American Home Furnishings Alliance.