

FURNITURE|TODAY. 2014 Top 100



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Top 100 stores post 7.8% sales increase in 2013

BY CLINT ENGEL

HIGH POINT — Furniture/Today's Top 100 U.S. Furniture stores posted a 7.8% increase in furniture, bedding and accessories sales in 2013, growing revenue to a combined \$34.1 billion, up from \$31.7 billion the year before.

That growth wasn't as impressive as the 9.9% gain in 2012 for the previous Top 100, but it blew away the meager increase for all U.S. furniture stores and led to a major capture of additional market share.

It was the fourth consecutive annual sales gain for the Top 100 as the industry and the economy continued on the road of recovery. The nation's largest furniture store chains also experienced decent physical growth, adding a net 321 stores for a 3.5% increase.

Again, that wasn't as great as the 621-store, 7.3% gain for last year's Top 100, but it continued to move the needle in positive-growth territory and away from the dark days of sales slumps and store-count declines occurring during the recession.

There's no doubt 2013 was a tougher year for the industry than 2012, and size appeared to matter even more than it has in the past. The 7.8% sales increase for the Top 100 compares to a 0.6% increase in estimated furniture, bedding and accessories sales for all U.S. furniture stores, which grew to \$45.4 billion.

That disparity means the Top 100's market share among all furniture stores grew to 75% — a major shift considering the

	Sales, in billions*			Units		
	2013	2012	% change	2013	2012	% change
All Top 100	\$34.1	\$31.7	7.8%	9,539	9,218	3.5%
Top 10	\$17.1	\$15.5	10.3%	4,049	3,873	4.5%
Top 100 conventional furniture stores	\$18.8	\$17.7	6.2%	2,985	2,945	1.4%
Top 100 specialty stores	\$15.3	\$13.9	9.8%	6,554	6,273	4.5%

*Sales of furniture, bedding and accessories
Source: Furniture/Today's 2014 Survey of Top 100 U.S. Furniture Stores

share for the previous year's list was 69%. In Furniture/Today's 23 years of ranking stores, it's the first time the Top 100 broke through the 70% market share barrier and it did so by five percentage points.

Growth at the very top was even better than for the list as a whole, as the Top 10 combined for a 10.3% sales gain to \$17.1 billion and a 4.5% gain in store count. In another first, the Top 10 all did \$1 billion or more in sales last year. (In fact, 11 Top 100 companies hit at least \$1 billion in sales, vs. eight on last year's list.)

The growth holds true to industry analyst Jerry Epperson's comments last year that the Top 100 are doing a good job leveraging their clout in advertising and global buying power, making it difficult to compete. But he also says that he's not surprised that the sales growth this year didn't top 2012.

"Last year was a disappointment," thanks primarily to a series of government disruptions — debt ceiling standoffs, the shutting down of the government

and the budget battles, said the managing director of Richmond, Va.-based Mann, Armistead & Epperson.

"It proved how vulnerable our economy is to those kinds of disruptions," he added. "Hopefully we're not going to face that this year. This year we just have the bad weather and hopefully we'll recover quickly from that."

On this year's Top 100, 83 companies saw sales increases — the same number as the previous year's Top 100 — though slightly more than last year saw decreases (14 companies this time vs. 10 posting decreases on the previous list). Three Top 100 companies this year are listed with no growth.

The greatest percentage sales increase this time goes to a newcomer to the Top 100, No. 33 Conn's, the publicly held furniture, electronics and appliance retailer that did \$243.7 million in furniture, bedding and accessories sales at 79 stores last year. That's up 76.5% from \$138.1 million in 2012, and furniture and bedding have continued to be runaway growth categories for the retailer this year.

The only reason The Woodlands, Texas-based chain didn't make the cut last year was that its furniture and bedding sales mix to overall sales didn't meet the 25% minimum in 2012.

In another healthy change, more retailers on the Top 100 this time increased their store count, and with fewer overall stores added compared with last year's Top 100, so it can be argued that expansion was more evenly spread out this time. One of the few exceptions was No.

5 Mattress Firm, which for the second consecutive year, was the only retailer on the list with a triple-digit increase in store count — up 146 stores. This time, however, the retailer's new stores came primarily through organic growth instead of acquisition.

Thirty-six companies on this year's ranking had no change in their store count — vs. 37 with no change on the previous list — and only 17 retailers cut stores, compared with 20 reducing units on the previous list.

Eight companies posted double-digit increases in store count, led by another bedding specialist, No. 11 Sleepy's, which added 44 units.

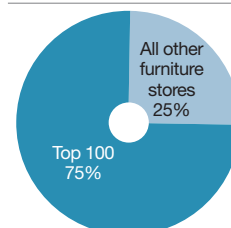
No. 49 Dufresne Spencer Group had the greatest percentage growth in store count, up more than 84% to 35 showrooms at yearend. The operator of Ashley Furniture HomeStores and multi-line Stash Home gobbled up two Top 100 companies in the process — the former KHF Holdings, an Ashley HomeStores licensee in Louisville, Ky., and No. 88 Phillips Furniture, which made this year's list on the strength of its sales through nearly the full year before the acquisition.

The perennial No. 1 on the Top 100, the Ashley Furniture HomeStores dedicated network, did it again for the eighth straight year, taking the top spot with combined 2013 sales of \$3.11 billion, up 5.8%.

The HomeStores network added 31 stores for a total of 493 company-owned and licensed stores at year's end and the third best net increase in units on the Top 100. Its net sales gain of

THE TOP 100'S 2013 SHARE OF

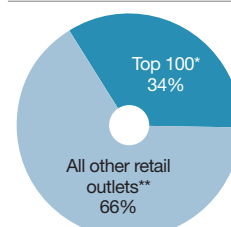
Sales through U.S. furniture stores



Estimated furniture, bedding and accessory sales through U.S. furniture stores were \$45.4 billion in 2013, up 0.6% from \$45.1 billion in 2012.

Total U.S. furniture store sales from all product categories were \$51.0 billion in 2013 and \$50.6 billion in 2012.

Sales through all distribution channels



Estimated furniture and bedding sales through all distribution channels were \$95 billion in 2013.

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

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

Source: Furniture/Today's 2014 Survey of Top 100 U.S. Furniture Stores and the U.S. Dept. of Commerce

SHARE OF TOP 100, 2013

Sales

Units



Sales of furniture, bedding and accessories

Source: Furniture/Today's 2014 Survey of Top 100 U.S. Furniture Stores

\$170.8 million was fourth best among the Top 100.

Furniture/Today always adjusts the combined sales and store count information for Ashley as well as the other dedicated store networks in the Top 100 in cases where both the networks

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Number of Top 100 specialty stores growing

BY CLINT ENGEL

HIGH POINT — Conventional furniture store retailers have long made up the majority of companies on the Top 100, but the number of Top 100 specialty stores is growing, and they continue to dominate their conventional store counterparts in just about every way imaginable.

The specialists grew their sales at a faster clip. They added more stores. They had a higher sales per square foot median, greater stock turns and better gross margins. And this time, they got their biggest boost from specialty subcategories other than the longtime superstar, bedding specialists.

The now 28 specialty store retailers on the Top 100 combined for a 9.8% increase in furniture, bedding and accessories sales last year to \$15.3 billion. That bested the 6.2% increase to \$18.8 billion for the combined 72 conventional furniture stores.

The gain for the specialists also topped the 7.8% sales increase for the combined Top 100, and while it was less than the 10.3% increase for the Top 10 companies on the list, it should be noted that the majority of the Top 10 (six retailers) are specialists, and four of the five double-digit sales gains among the Top 10 belonged to specialty store retailers. That includes the greatest percentage gain in the group by No. 8 Restoration Hardware, which grew furniture, bedding and accessories sales 35.4% to an estimated \$1.21 billion.

On the store-growth front, the specialty retailers added a net 281 stores for a 4.5% increase in units to 6,554 stores at year's end. That compares with a net 40 new stores for the conventional stores for a total of 2,985 units.

The specialty retailers' share of all Top 100 sales ticked up to 45% from 44% for the previous year's Top 100 specialists, while the conventional stores gave up one percentage point. The same story goes for share of total Top 100 store count, as the specialists gained one percentage point, increasing their share to 69% of the total, and the conventional stores dropped to 31%.

The specialists also posted the four best average gross margin numbers among the Top 100, led by No. 13 Sleep Number, with an average gross margin of 62.7%, then No. 7 Pier 1 Imports

(58.9%), No. 93 LoveSac (56%) and La-Z-Boy Galleries licensee No. 84 EBCO (54.8%).

Indeed, in all three performance measures other than sales and store growth that are tracked by Furniture/Today, specialty stores outperformed their conventional counterparts. The median sales per square foot was \$346 for 10 specialists reporting vs. \$239 for 31 conventional stores. Both numbers are up from the sales per square foot medians of \$343 and \$223 for the specialists and conventional stores, respectively, on the previous Top 100 list.

Stock turns for specialty stores this time were a median 9.2 times for five stores reporting compared with 6.3 times for 16 conventional stores. And the median gross margin for five reporting specialty stores was 56% vs. 46% for 14 conventional stores.

Of the four new names on the Top 100, two of them are specialty retailers — No. 78 Mitchell Gold + Bob Williams and No. 83 Roche Bobois. Both are listed as lifestyle specialists by Furniture/Today, and both posted impressive sales increases that beat the combined percentage increases for all specialty stores as well as the Top 100 as a whole.

Mitchell Gold had the third-best percentage gain in store count growth among all Top 100 companies, up 38.5% to 18 stores, with the addition of five U.S. stores this past year (and more on tap this year). It also had the sixth-best percentage sales increase, up 23% to an estimated \$75 million.

The conventional retailers gained two new names as well — No. 33 Conn's and No. 100 Boston Interiors. However, all four retailers dropping off the list from the previous Top 100 were conventional stores.

This year, the best-performing subset among the specialists when it comes to sales and store growth was a subset of one — casual specialty store No. 59 Chair King/Fortunoff Backyard Store. The Houston-based retailer saw a 16.7% increase in 2013 sales to an estimated \$101.5 million and a 22.6% gain in unit growth to 38 stores.

That growth title usually goes to the bedding specialists, but this year, the bedding stores overall lagged behind other subcategories, particularly in sales.

Despite a fairly thorough

TOP 10 CONVENTIONAL FURNITURE STORES

Ranked by sales of furniture, bedding and accessories

Rank	Company	Estimated furniture, bedding, accessory sales in \$ millions		Percent change 2012 to 2013	Number of units	
		2013	2012		2013	2012
1	Ashley Furniture HomeStores	\$3,114.8	\$2,944.0	5.8%	493	462
4	Rooms To Go	\$1,780.0	\$1,610.0	10.6%	131	130
6	Berkshire Hathaway furniture division	\$1,372.2	\$1,294.7	6.0%	33	33
9	Raymour & Flanigan	\$1,150.5	\$1,087.6	5.8%	102	101
12	American Signature	\$960.4	\$957.2	0.3%	126	128
14	Bob's Discount Furniture	\$758.0	\$685.3	10.6%	47	43
15	Havertys	\$746.1	\$670.1	11.3%	119	122
17	Ethan Allen	\$702.2	\$703.9	-0.2%	200	207
18	Art Van	\$555.0	\$515.0	7.8%	82	72
20	Mathis Brothers	\$417.9	\$371.9	12.4%	18	17

Source: Furniture/Today's 2014 Survey of Top 100 U.S. Furniture Stores

TOP 10 SPECIALTY STORES

Ranked by sales of furniture, bedding and accessories

Rank	Company	Estimated furniture, bedding, accessory sales in \$ millions		Percent change 2012 to 2013	Number of units	
		2013	2012		2013	2012
2	IKEA	\$2,690.0	\$2,525.0	6.5%	38	38
3	Williams-Sonoma	\$2,185.0	\$1,965.0	11.2%	554	560
5	Mattress Firm	\$1,387.0	\$1,168.0	18.8%	1,361	1,215
7	Pier 1 Imports	\$1,209.2	\$1,124.7	7.5%	991	982
8	Restoration Hardware	\$1,205.0	\$890.0	35.4%	65	66
10	La-Z-Boy Furniture Galleries	\$1,017.0	\$902.0	12.7%	281	286
11	Sleepy's	\$1,000.0	\$976.0	2.5%	939	895
13	Sleep Number	\$922.3	\$901.5	2.3%	440	410
16	Crate and Barrel	\$735.0	\$750.0	-2.0%	103	101
19	Sleep Train	\$471.2	\$448.1	5.2%	299	273

Source: Furniture/Today's 2014 Survey of Top 100 U.S. Furniture Stores

stomping by the specialists, the conventional stores were not without their own stars this time. Ashley Furniture HomeStores, for instance, continued to dominate all retailers, taking the No. 1 spot with its \$3.11 billion in sales and nearly 500 stores at year's end.

And Ashley licensee Dufresne Spencer Group (which also operates multi-line Stash Home stores) was a standout, with the greatest percentage increase in store count, up 84.2% to 35 stores, and the third-best percentage sales increase, up 33.1% to \$130.4 million. Another HomeStores licensee, No. 32 Hill Country Holdings, posted the greatest aver-

age stock turns at 19 times.

Conventional store newcomer Conn's had the greatest percentage sales gain of any Top 100 company, up 76.5% to \$243.7 million in furniture, bedding and accessories sales.

And No. 52 Gallery Furniture regained the title of sales-per-square-foot champion, with an average of \$1,130, swiping the top spot from specialist No. 13 Sleep Number, No. 2 in the performance measure at \$1,077.

Top 100 stores post 7.8% sales increase in 2013

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and their licensees make the list.

By subtracting stores and sales that would otherwise be double counted when calculating combined Top 100 figures, companies such as Ashley and La-

Z-Boy get due credit for the size of their overall store networks while individual licensees are recognized, too, for their own gains.

The independent retailers who operate HomeStores are often standout sales **p40**

Lifestyle specialists beat bedding specialists

BY CLINT ENGEL

HIGH POINT — For years, the bedding specialists on the Top 100 have been the superstars, blowing away all other subcategories on the ranking with their outsized sales gains and explosive store growth.

This time, however, they weren't so special.

The combined 7.6% sales increase to \$4.49 billion for the 10 sleep shops on the list was less than the 7.8% gain of the combined Top 100 and one of the weakest sales performances of any subset. Only the single-source dedicated store networks had a weaker sales performance and that was due primarily to one major decrease by Thomsville Home Furnishings Stores based on Furniture/Today's estimate of their sales (see related story on p44).

The bigger stories in 2013 among the Top 100 specialty stores were the continuing rise of the lifestyle specialty stores; the solid gains by three of four living room specialty chains; and the leading sales growth of the one casual specialty store on the list — No. 59 Chair King/Fortunoff Backyard Store, which experienced a 16.7% increase to \$101.5 million.

"I think the bedding store (numbers) reflect what happened to them the year before — just the extraordinary gain in 2012," said Jerry Epperson, industry analyst and managing director of Richmond, Va.-based Mann, Armistead & Epperson. He foretold the end of the rally was

drawing nigh in an interview for last year's Top 100.

The bedding industry saw a 10% revenue gain in 2012. The sleep shops on the Top 100 last year led all top 100 subcategories with a 22.9% combined sales gain in 2012. Epperson said he believes the more recent numbers are the result of that tough comparison and reflect some digesting of the earlier growth.

"Plus, 2012 was a bigger year with a lot of introductions and bigger advertising budgets," he added.

Of the 10 bedding chains on the Top 100, only the largest, No. 5 Mattress Firm, saw a double-digit sales increase. The Houston-based company climbed one spot up the Top 100 as it grew 2013 sales 18.8% to \$1.39 billion and added a net 146 stores for a total of 1,361 at yearend. That net store growth was less than half the number of stores the retailer added in 2012, with the bulk coming through acquisitions in 2012. This time, most of Mattress Firm's growth was organic.

Despite the bedding specialists' mediocre sales performance overall, they did combine for the greatest net store growth in the Top 100, adding a net 273 stores for a 7.5% increase to 3,911 units. That was due largely to Mattress Firm again, but also a handful of others, including No. 11 Sleepy's, which added 44 stores (yet slipped out of the Top 10) and No. 13 Sleep Number, which added 30 stores.

Meanwhile, the 13 lifestyle specialists in the Top 100 had

TOP LIFESTYLE SPECIALTY STORES

Ranked by sales of furniture, bedding and accessories

Rank	Company	Estimated furniture, bedding, accessory sales in \$ millions		Percent change	Number of units	
		2013	2012	2012 to 2013	2013	2012
2	IKEA	\$2,690.0	\$2,525.0	6.5%	38	38
3	Williams-Sonoma	\$2,185.0	\$1,965.0	11.2%	554	560
7	Pier 1 Imports	\$1,209.2	\$1,124.7	7.5%	991	982
8	Restoration Hardware	\$1,205.0	\$890.0	35.4%	65	66
16	Crate and Barrel	\$735.0	\$750.0	-2.0%	103	101
23	Cost Plus World Market	\$367.0	\$355.0	3.4%	265	264
24	Room & Board	\$344.0	\$296.0	16.2%	13	13
31	Arhaus Furniture	\$260.0	\$215.0	20.9%	46	43
38	Design Within Reach	\$185.0	\$175.0	5.7%	39	44
43	Z Gallerie	\$154.2	\$137.0	12.6%	56	55
50	ABC Carpet & Home	\$130.0	\$139.0	-6.5%	4	4
78	Mitchell Gold + Bob Williams	\$75.0	\$61.0	23.0%	18	13
83	Roche Bobois	\$65.9	\$57.5	14.7%	23	22

Source: Furniture/Today's 2014 Survey of Top 100 U.S. Furniture Stores

one of the strongest sales performances despite adding only a net 10 stores between them. The group combined for a 10.5% increase to \$9.61 billion, and just more than half the group posted double-digit sales gains.

The largest gains came from No. 8 Restoration Hardware, which posted a 35.4% increase in estimated furniture, bedding and accessories sales to \$1.21 billion, second only to Top 100 newcomer No. 33 Conn's, the conventional retailer that grew furniture, bedding and acces-

sories sales by 76.5%. Restoration's net sales gain of \$315 million was tops among the Top 100.

Double-digit growth among the lifestyle stores also came from No. 3 Williams-Sonoma, No. 24 Room & Board, No. 31 Arhaus Furniture, No. 43 Z Gallerie and Top 100 newcomers No. 78 Mitchell Gold + Bob Williams and No. 83 Roche Bobois.

When asked about the continuing rise of the lifestyle specialty stores, Epperson said,

"They continue to befuddle me. When I think of how we define lifestyle stores, I think of extremely expensive real estate and companies that sell a lot of things other than furniture."

They continue to do very well as self-branded entities, Epperson added. "I've been amazed because I've thought that you can't spend that kind of money on real estate and still make money on furniture, and they prove me wrong every day."

Perhaps that's because some of the youngest shoppers **p42**

Top 100 stores post 7.8% sales increase in 2013

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performers, and last year was no exception, though the number of HomeStore operators rising to the top was a little smaller than usual. Dufresne Spencer Group was the clear leader with the Top 100's third best percentage sales increase — up 33.1% thanks in part to a torrent of expansion activity.

DSG also jumped more spots up the Top 100 than any other company (with the exception of the newcomers), climbing 10 notches to No. 49, thanks in part to its aggressive expansion.

Other high jumpers this year included Bob Mills Furniture — up nine spots to No. 74; LoveSac, climbing seven spots to No. 93 from No. 100 the previous year; and No. 59 Chair King/Fortunoff Backyard Store and No. 90 Wellsville Carpet Town, each climbing six spots.

The cutoff for making the Top 100 rose again — to \$44.5 million from \$40 million on last year's list. And newcomer Boston Interiors of Stoughton, Mass., took that final spot with a 12.9% sales increase at its seven Boston-area stores.

There were some shifts at the other end of the Top 100. Mattress Firm, previously No. 6, climbed into the No. 5 spot that had been held by the Berkshire Hathaway furniture division (now No. 6). Sales for the Houston-based company — the largest bedding specialty chain in the country — grew 18.8% to \$1.39 billion.

Jumping into the Top 10 for the first time is No. 8 Restoration Hardware, up five spots from No. 13 last year, not an easy feat at the top of the list. The Corte Madera, Calif.-based

company posted the best net sales gain in the Top 100, with furniture, bedding and accessories sales increasing \$315 million to \$1.21 billion. The company was second only to Conn's in the percentage sales growth category with a 35.4% gain.

No. 9 Raymour & Flanigan dropped a spot from its former No. 8 position and Sleepy's slipped to No. 11, with a 2.5% estimated sales increase to \$1 billion.

The top four companies on the list — Ashley Furniture HomeStores, No. 2 Ikea, No.

3 Williams-Sonoma and No. 4 Rooms To Go — held their order from last year.

In addition to No. 33 Conn's and No. 100 Boston Interiors, there were two more newcomers to the Top 100 this year — No. 78 Mitchell Gold + Bob Williams and No. 83 Roche Bobois.

In 2013, Taylorsville, NC.-based Mitchell Gold's dedicated Signature store network grew to 18 U.S. stores, a mix of company-owned and licensed units — and estimated sales of \$75 million, up 23% from the year before. The company, **p42**

More than half of Top 100 stores are expanding

BY CLINT ENGEL

HIGH POINT — For the first time since before the recession, more than half the companies on the Top 100 have expanded or plan to expand their footprints this year.

Fifty-five companies on the list have either upped their store count already, plan to by the end of the year or early 2015, or they have plans to expand their footprint without adding to their store count. The plans include everything from showrooms in new markets, to new formats.

The past few years of expansion have signaled recovery for the biggest in the industry, but it hasn't been since 2006 that the majority of the Top 100 was in this heavy an expansion mode.

Even though the Top 100 companies were a little conservative in their planning (or broadcasting of plans) last year, their actions were aggressive. Some 45 companies on last year's list indicated they were expansion minded in 2013, while 47 of this year's Top 100 companies actually increased their store counts. The year before, 42 Top 100 companies expanded.

Here's a sample of what is coming this year along with a few of the highlights from 2013:

■ **Bedding specialists** may not have had their best sales year in 2013, but they did net the bulk of the new stores last year, and this year is likely to bring more of the

same. For starters, No. 5 Mattress Firm has acquired the 55-store Sleep Experts in Texas, is set to acquire approximately 75 stores from Mattress Liquidators with stores in Colorado and Arizona at the end of the second quarter, and expects to open up to 165 stores. No. 11 Sleepy's, with 939 stores at yearend, expects to hit the 1,000 mark by the end of 2014, and No. 13 Sleep Number is on track to add a net 25 stores, ending the year with 465 locations.

■ On top of this, No. 19 Sleep Train has acquired the nine-store America's Mattress in Hawaii and is set to open 10 to 20 new stores this year, while No. 57 Back To Bed/Bedding Experts/Mattress Barn plans to add a net 25 stores for a total of 156 locations.

■ It will get even hotter in Phoenix. Two Top 100 giants — No. 22 American Furniture Warehouse and No. 34 Living Spaces — opened 130,000-plus-square-foot stores in greater Phoenix in 2013 and by all industry reports they've been wildly successful. Living Spaces has since opened its second Phoenix store, and AFW says its second in Glendale, Ariz., is coming this fall.

■ No. 6 Berkshire Hathaway's furniture division is getting busy this year after a 2013 with no store growth. Its Salt Lake City-based R.C. Willey just opened its largest store to date in Draper, Utah, replacing a smaller showroom in the area. And next year,

Omaha, Neb.-based Nebraska Furniture Mart will move into a north Dallas suburb with a 560,000-square-foot showroom in the spring followed by Taunton, Mass.-based Jordan's opening a 200,000-square-foot store in New Haven, Conn., in the summer of 2015.

■ No. 2 IKEA rarely grows by leaps and bounds, but when it opens a store, it's a big one. This summer, it will open a 416,000-square-foot Miami-area store, this fall will open a 359,000-square-foot Kansas City-area store, and fall of 2015, IKEA will open a 380,000-square-foot store in St. Louis.

■ No. 1 Ashley Furniture HomeStores didn't disclose all of its expansion plans, but earlier this year, it celebrated its 500th location with the opening of a HomeStore in Longview, Texas, by No. 49 Dufresne Spencer Group. That gave the dedicated store network a net seven new stores for the year already.

■ Speaking of Dufresne Spencer Group, the Memphis, Tenn.-based operator of HomeStores and multi-line Stash Home stores has been on a tear, nearly doubling its store count last year to 35 stores while posting a 33.1% increase in sales for the third-greatest percentage gain on the Top 100. DSG acquired the stores of two Top 100 companies last year — the former KHF Holdings of Louisville, Ky., and No. 88 Phillips Furniture of

St. Louis, Mo. In addition to the Longview opening this year, DSG acquired two HomeStores in Lexington, Ky., and Cookeville, Tenn., this past April.

■ No. 18 Art Van is continuing its torrent of expansion on several fronts. In January, it opened the third and fourth full-line franchise stores in secondary Michigan markets. It opened a second Indi-

ana Art Van store in Fort Wayne in February and its sixth Chicago-area store in April. More is on tap, including a fifth franchise store in Owosso, Mich., this summer.

■ Under new ownership (Bain Capital) since January, No. 14 Bob's Discount Furniture entered the Philadelphia market over President's Day weekend with three area stores.

Lifestyle stores beat bedding specialists

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and one of the largest generations of consumers have made it clear that lifestyle stores are where they prefer to shop for furniture. In a 2012 consumer survey conducted by Furniture/Today and New York-based Apartment Therapy, 100% of the Millennial generation respondents noted lifestyle furniture stores as a place they regularly shop for furniture, compared to 23% noting traditional furniture stores and manufacturer-branded stores as a regular stop.

For that matter, even Baby Boomers and Generation X respondents (ages 37 to 66 at the time) singled out lifestyle stores ahead of traditional furniture stores.

Also standing out among the specialists this time were the living room specialty retailers. This

group of four retailers — No. 10 La-Z-Boy Furniture Galleries, No. 69 Jennifer Convertibles, No. 84 EBCO (a La-Z-Boy licensee) and No. 93 LoveSac — combined for a 12.1% increase in sales to \$1.11 billion, even as their combined store count decreased by nine units to 390 stores.

LoveSac, the Stamford, Conn.-based maker and retailer, led the group with a 25% sales gain to \$50 million (fifth-best increase in the Top 100) and a 10.2%, five-store increase to 54 stores at yearend.

LoveSac was a top performer in other categories, too, with the third best sales-per-square foot average (\$926), the third highest average stock turns (turning inventory an average of 10 times) and the third best average gross margin (56%).

Top 100 stores post 7.8% sales increase in 2013

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known for its upscale upholstery, case goods, lighting, area rugs and accessories, opened five stores this past year and is showing no signs of slowing in 2014, with openings already planned in McLean, Va., Denver, Miami, St. Louis and Alpharetta, Ga.

New York-based Roche Boibos returned to the Top 100 this year after a multiple-year hiatus and with a 14.7% sales increase to \$65.9 million in 2013. The high-end retailer, known for its luxury French contemporary home furnishings styles that are exclusive to the chain, has more than 250 stores in 45 countries, but is ranked in the Top 100 based only on its 23 company-owned and franchised U.S.

stores. The retailer plans to open two more U.S. stores this year in Portland, Ore., and Florida.

Four newcomers means four former Top 100 companies dropped off the list. Laurel, Del.-based Johnny Janosik will move to the Beyond the Top 100 this year, despite a healthy 7.1% sales gain to \$43.6 million last year.

Los Angeles-based Dearden's was a newcomer to the Top 100 the previous year but was dropped this time after a reliable new sales estimate was not available.

Former Top 100 company Easy Life Furniture of Buena Park, Calif., filed for Chapter 11 bankruptcy protection early this month and is liquidating all stores. The retailer wouldn't

have made the list, anyway, as 2013 sales were only about \$43 million.

Ashley Furniture HomeStores licensee KHF Holdings also dropped from this list, though its stores are now part of Dufresne Spencer Group.

The Top 100 ticked up in two of three other performance categories, suggesting that the growth in 2013 led to better bottom lines.

The median sales per square foot increased to \$241 this past year, based on 41 company estimates. It was the third consecutive increase and was up from \$232 for the previous Top 100.

No. 52 Gallery Furniture swapped places with No. 13 Sleep Number for the best per-

formance in the category. The Houston-based Gallery posted a sales-per-square-foot average of \$1,130, and was followed by Minneapolis-based Sleep Number's \$1,077 average. LoveSac had the third-best average at \$926, followed by No. 24 Room & Board (\$882) and No. 4 Rooms To Go (\$700).

With 19 estimates, the median gross margin also ticked up for the Top 100 this year to 48% vs. 47%, which was the median for the previous three years in a row. The standout performers in this category included No. 13 Sleep Number, with the best average gross margin of 62.7%, and No. 7 Pier 1 Imports with an average gross margin of nearly 59%. LoveSac wasn't far behind

with an average gross margin of 56%, followed La-Z-Boy Furniture Galleries licensee No. 84 EBCO at 54.8% and No. 15 Havertys at 53.8%.

Median stock turns for the Top 100 were down slightly to 6.6 turns compared with 6.8 turns for the previous year's Top 100. With 21 estimates available, Ashley Furniture HomeStores licensee No. 32 Hill Country Holdings of New Braunfels, Texas, topped the list with stock turning an average of 19 times. No. 56 Bernie & Phyl's Furniture followed with stock turning an average of 12.2 times, and LoveSac and No. 73 The Room Store of Phoenix tied for third with average stock turns of 10 times.

Single-source networks post 4.8% gain

BY CLINT ENGEL

HIGH POINT — The single-source, dedicated store networks on the Top 100 gained two new retailers and a percentage point of market share this year, but it wasn't enough to make their combined sales performance a winner.

The group of now 10 networks grew sales 4.8% to a combined \$6.71 billion for the smallest increase of any Top 100 subcategory.

While a couple of the dedicated networks saw sales declines and three cut stores, the main source of the combined networks' weakness

was No. 47 Thomasville Home Furnishings Stores, which saw sales decline by 31.8% to an estimated \$150 million. Store count for the manufacturer's dedicated store network was down by 30 units or 30.6% to an estimated 68 stores at yearend.

Thomasville was part of the former Furniture Brands International, which filed for Chapter 11 bankruptcy protection in September and began shedding some 19 company owned and 11 dealer-owned stores last year. Furniture Brands' assets were acquired in November by private equity firm KPS Capital Partners, which

formed the new Heritage Home Group.

Single-source store networks are the company-owned, licensed or franchised stores that are dedicated to single home furnishings brands on the Top 100 and operate under a single retail banner.

They also include vertically integrated companies, such as No. 13 Sleep Number, No. 17 Ethan Allen and newcomers No. 78 Mitchell Gold + Bob Williams and No. 83 Roche Bobois.

Despite the weak overall sales performance, the addition of two new single-source networks — both also listed in the hot lifestyle specialty store category (see related story on p40) — helped boost the networks' overall share of U.S. furniture store sales this past year to 15% from 14% for the eight

single-source networks on the previous Top 100.

Thomasville Home Furnishings' sales decline in 2013 was on top of an 8.3% decrease in 2012, only this time it wasn't alone. Ethan Allen also posted a 0.2% decrease to \$702.2 million, and Ethan Allen, along with No. 10 La-Z-Boy closed a handful of stores last year (though La-Z-Boy grew sales 12.7% to \$1.02 billion).

All told, the single-source networks added 48 stores in 2013 for a total of 2,059 units at the end of the year, a 2.4% increase for this group of stores. That net growth was down from the 79 net new stores opened by the eight networks on the previous Top 100 in 2012, but continued a positive trend following three years of store declines for this subcategory.

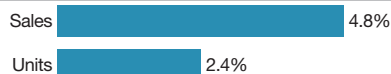
Ashley Furniture HomeStores, the largest single-source network and No. 1 on the Top 100, added a net 31 stores in 2013 — the most of any of the dedicated networks — and grew sales 5.8% to an estimated \$3.11 billion.

But it was the fairly new companies to the list that provided the real shot in the arm in terms of percentage gains in stores and sales. Mitchell Gold + Bob Williams increased sales an estimated 23% to \$75 million and boosted its store count 38.5% to 18 stores (with a net five new U.S. showrooms).

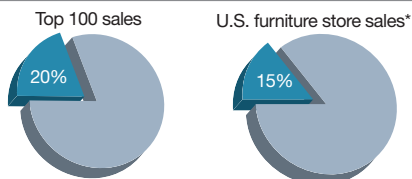
No. 93 LoveSac, which joined the Top 100 last time, increased sales 25% to \$50 million, while its store count climbed 10.2%, or by a net five stores, to 54 units. And Roche Bobois grew by 14.7% to \$65.9 million in U.S. sales.

TOP 100 SINGLE-SOURCE NETWORKS

Growth in sales and units, 2012-2013



Single-source networks' share of



*Total U.S. furniture store sales from all product categories in 2013 was \$51.0 billion; of that, an estimated \$45.4 billion was for furniture, bedding and accessories.

Source: Furniture/Today's 2014 Survey of Top 100 U.S. Furniture Stores and the U.S. Dept. of Commerce

How the Top 100 report is compiled

HIGH POINT — Furniture/Today's exclusive Top 100 U.S. Furniture Stores ranks furniture stores by 2013 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, as is JCPenney.

Stores may primarily sell overstocked items, factory close-outs and one-of-a-kinds, such as The Dump and FFO Home, 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, printed in August.

Groups of stores with common ownership that operate under separate names qualify for the list. Examples are Sleep Train, which operates Sleep Train, Mattress Discounters, Sleep Country USA and Got Sleep? 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 manufacturers' dedicated store networks' dedicated stores only and not from in-store galleries.

For totals and market share cal-

culations, 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 2013 sales, the company with the faster sales growth earns the higher rank. If sales growth is also identical, then the retailer with the least number of stores 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, 2013 and 2012, 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.

TOP SINGLE-SOURCE STORE NETWORKS

Ranked by sales of furniture, bedding and accessories

Rank	Company	Estimated furniture, bedding, accessory sales in \$ millions		Percent change 2012 to 2013	Number of units	
		2013	2012		2013	2012
1	Ashley Furniture HomeStores	\$3,114.8	\$2,944.0	5.8%	493	462
10	La-Z-Boy Furniture Galleries	\$1,017.0	\$902.0	12.7%	281	286
13	Sleep Number	\$922.3	\$901.5	2.3%	440	410
17	Ethan Allen	\$702.2	\$703.9	-0.2%	200	207
25	America's Mattress	\$313.8	\$299.1	4.9%	395	380
27	Bassett Home Furnishings	\$296.2	\$272.6	8.7%	87	84
47	Thomasville Home Furnishings Stores	\$150.0	\$220.0	-31.8%	68	98
78	Mitchell Gold + Bob Williams	\$75.0	\$61.0	23.0%	18	13
83	Roche Bobois	\$65.9	\$57.5	14.7%	23	22
93	LoveSac	\$50.0	\$40.0	25.0%	54	49

Source: Furniture/Today's 2014 Survey of Top 100 U.S. Furniture Stores

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

2014 Top 100 U.S. Furniture Stores

Rank (last year)	Company, home base and notes	Estimated furniture, bedding, accessory sales in \$ millions		Percent change	Number of units		Selling space all stores	Furniture, bedding, accessories percent of	average sales
		2013	2012	2012 to 2013	2013	2012	sq. ft. 1000s	selling space	per sq. ft.
1 (1)	Ashley Furniture HomeStores Arcadia, Wis.	\$3,114.8	\$2,944.0	5.8%	493	462	NA	100%	NA
\$3,148.6 total revenues Manufacturer's dedicated store network of licensed and company-owned promotional to midpriced stores throughout the United States and other world markets. Sales from other merchandise areas, \$33.9 million. Sales and store counts for U.S. only. Ashley opened its first company-owned ZZZ's by Ashley sleep store in June 2013 in Highland Park, an upscale Chicago suburb. The company celebrated the opening of its 500th Ashley Furniture HomeStore Feb. 21, 2014. The store, located in Longview, Texas, is owned by No. 49 Dufresne Spencer Group. Ashley plans an additional 50 HomeStore openings this year. Has a social media presence through Facebook, Twitter, Pinterest, YouTube and Google+. Ashley HomeStore owners on the Top 100 are Mathis Brothers, City Furniture, Hill Country Holdings, Regency Furniture, Furniture Mart USA, Dufresne Spencer Group, Crest Furniture, Big Sandy Superstore, Broad River Furniture, Morris Furniture, Jennifer Convertibles, Sam Levitz Furniture, C.S. Wo & Sons, Wellsville Carpet Town and Russell Turner Furniture Holding Corp.									
2 (2)	IKEA Conshohocken, Pa.	\$2,690.0	\$2,525.0	6.5%	38	38	NA	NA	NA
\$4,370.0 total revenues Fiscal years end Aug. 31. Founded in 1943, the Sweden-based specialist with a large ready-to-assemble furniture business has more than 350 stores in 44 countries worldwide. Operates 38 stores in the United States — eight in California; three each in Florida, Pennsylvania and Texas; two each in Illinois, Maryland, New Jersey, and New York; and one each in Arizona, Colorado, Connecticut, Georgia, Massachusetts, Michigan, Minnesota, North Carolina, Ohio, Oregon, Utah, Virginia and Washington. Phone-order sales from a Baltimore call center and online sales are included. In 2014, IKEA will open a 416,000-square-foot Miami-area store in Sweetwater this summer and a 359,000-square-foot Kansas City-area store in Merriam this fall. Will also complete the expansion of its Boston-area store in Stoughton, Mass., this summer and begin the expansion of the self-serve furniture area at its Detroit-area store in Canton, Mich., this fall. IKEA will then open a 380,000-square-foot unit in St. Louis, Mo., fall of 2015, and in the fall of 2016, the company will replace its current store in Burbank, Calif., with one that will be nearly twice the size of the one it's replacing. Has a social media presence through Facebook, Twitter, Pinterest, Google+, Instagram and YouTube.									
3 (3)	Williams-Sonoma San Francisco	\$2,185.0	\$1,965.0	11.2%	554	560	3,590	NA	NA
\$4,388.0 total revenues Fiscal years ended Feb. 2 and Feb. 3. Publicly held, multi-channel, multi-brand specialty retailer of high-quality products for the home through Pottery Barn, Pottery Barn Kids, PBteen, West Elm, Williams-Sonoma, Williams-Sonoma Home, Rejuvenation and Mark and Graham. Operates retail stores in the United States, Puerto Rico, Canada, Australia and the United Kingdom as well as e-commerce websites and direct-mail catalogs for each of its brands. Also operates 27 stores in the Middle East through a franchise agreement with a third party. Sales and store counts for U.S. and Puerto Rico only. In 2013, opened its first company-operated stores outside North America in Sydney and Melbourne, Australia, and in the United Kingdom. The company opened a Williams-Sonoma, a Pottery Barn, a Pottery Barn Kids and a West Elm in Sydney and a West Elm store in Melbourne. In the United Kingdom, a West Elm store was opened in London. In 2014, will continue its global expansion with stores opening in the Philippines through a multi-year franchise agreement with Stores Specialist Inc. Has a social media presence through Facebook, Twitter, Pinterest, YouTube, Google+, Instagram and Tumblr.									
4 (4)	Rooms To Go Seffner, Fla.	\$1,780.0	\$1,610.0	10.6%	131	130	NA	100%	\$700
Privately owned, midpriced chain with stores in Florida, Georgia, the Carolinas, Louisiana, Mississippi, Tennessee, Texas, Alabama and Virginia as well as four franchise units in Puerto Rico. Operations include Rooms To Go, Rooms To Go Kids & Teens, clearance centers and online sales. In January 2013, opened a new showroom in Midland, Texas replacing an older unit there, and in October, opened a new showroom in Harker Heights, Texas. In March 2014, opened a new unit in Clermont, Fla. Will also open units in Panama City, Fla., and McDonough, Ga., and start expansion projects at three existing Florida stores. Also in 2014, RTG will begin construction on a new 1.2-million-square-foot facility to house a showroom and distribution center in Dunn, N.C. Rooms To Go has a social media presence through Facebook, Twitter, Pinterest, Google+ and YouTube.									
5 (6)	Mattress Firm Houston	\$1,387.0	\$1,168.0	18.8%	1,361	1,215	NA	100%	NA
Fiscal years ended Jan. 28 and Jan. 29. Publicly held bedding specialty chain with 1,225 company-owned units and 136 franchised units located in 89 markets across 35 states. Also sells online. Stores operate under two formats — a traditional store format averaging 4,300 square feet and a larger Supercenter averaging 6,700 square feet. In total, the stores offer more than 75 different models and styles of conventional and specialty mattresses across a wide range of price points, including Sealy, Serta, Simmons, Stearns & Foster, Tempur-Pedic and YuMe, as well as a private-label line, Hampton & Rhodes. Added 146 net company and franchised stores in 2013 from 139 net new store openings and seven net acquired stores. Acquisitions last year included five Mattress People stores in Nebraska, 39 Wisconsin-based Perfect Mattress stores, and two Mattress Expo stores in the Houston market as well as Olejo, an online retailer focused on mattresses and related accessories. During the first quarter of this year, Mattress Firm completed the acquisition of Sleep Experts, a 55-store chain in Texas. In addition, the retailer expects to open 145 to 165 new stores this year. Recently agreed to acquire Mattress Liquidators, which operates stores under the Mattress King name in Colorado and the BedMart name in Arizona. Has a social media presence through Facebook, Twitter and LinkedIn.									
6 (5)	Berkshire Hathaway furniture division Omaha, Neb.	\$1,372.2	\$1,294.7	6.0%	33	33	NA	NA	NA
\$2,234.4 total revenues Owns Nebraska Furniture Mart, R.C. Willey, Star Furniture and Jordan's Furniture. NFM operates a 475,000-square-foot complex in Omaha, with a main furniture showroom, a Mrs. B's Clearance and Factory Outlet store and an Appliance, Electronics and Computer Store. NFM also operates a 450,000-square-foot store in Kansas City, Kan., a 30,000-square-foot store specializing in flooring, appliances and electronics in Clive, Iowa, and a Homemakers Furniture store in Des Moines, Iowa. R.C. Willey currently operates 12 stores, seven in northern Utah, including one clearance center, three in Nevada and one each in Idaho and California. Star operates 11 stores in Houston, Austin, San Antonio and Bryan/College Station, Texas, including two clearance centers in Houston. Jordan's operates four stores in the greater Boston area and one in Warwick, R.I. Revenues from other merchandise areas, \$792.9 million. Revenues other than sales, \$69.3 million. R.C. Willey recently opened a 160,000-square-foot store in Draper, Utah, replacing a full-line store and clearance center nearby. Will close a second clearance center in the fourth quarter of this year. NFM will open a 560,000-square-foot showroom in spring 2015, in The Colony, a north Dallas suburb. Jordan's will open a 200,000-square-foot store in New Haven, Conn., summer 2015. Retailers have a social media presence through Facebook, Twitter, YouTube, Pinterest 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 2013 and 2012 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	Furniture, bedding, accessories percent of	average sales
		2013	2012	2012 to 2013	2013	2012	sq. ft. 1000s	selling space	per sq. ft.
7 (7)	Pier 1 Imports Fort Worth, Texas	\$1,209.2	\$1,124.7	7.5%	991	982	7,812	NA	\$202
Fiscal years ended March 1 and March 2. Founded in 1962. Publicly held specialist of imported midpriced decorative home furnishings, gifts and related items throughout North America. Also sells online. Internet sales accounted for approximately 4% of 2013 total sales. Sales and store counts for U.S. only. Sales from other merchandise areas, \$410.3 million. Revenues other than merchandise sales, \$11 million. Units average 7,885 square feet. Furniture accounted for about 36% of 2014 sales, up from 34% of sales in 2013. Average stock turns, 1.6 times. Average gross margin, 58.9%. Same-store sales increased 2.4%. Opened 26 new stores and closed 17. Plans to end 2014 with 998 stores. Has a social media presence through Facebook, Twitter, Pinterest, Google+ and YouTube. Offers free WiFi for customers.									
8 (13)	Restoration Hardware Corte Madera, Calif.	\$1,205.0	\$890.0	35.4%	65	66	554	NA	NA
Fiscal years ended Feb. 1 and Feb. 2. 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, decor, outdoor and garden, tableware and children's furnishings. RH operates an integrated business across multiple channels of distribution comprised of its stores, Source Books and websites. At year's end operated 70 retail stores, including 62 Galleries, five Full Line Design Galleries and 3 Baby & Child Galleries, as well as 17 outlet stores throughout the United States and Canada. Sales and store count for U.S. only. Furniture accounted for 56% of total revenues in 2013, up from 52.6% in 2012. Units average 21,600 square feet for Full Line Design Galleries and 7,400 square feet for Galleries. In 2013, opened Full Line Design Galleries in Boston and Indianapolis and its third furniture distribution center near Dallas in Grand Prairie, Texas. In 2014, will open Full Line Design Galleries in Greenwich, Conn., in May, in Los Angeles late summer and in Atlanta this fall. Will also complete a significant expansion of its flagship New York City location this summer.									
9 (8)	Raymour & Flanigan Liverpool, N.Y.	\$1,150.5	\$1,087.6	5.8%	102	101	NA	100%	NA
Midpriced Northeastern chain with stores in New York, Massachusetts, Pennsylvania, New Jersey, Connecticut, Rhode Island and Delaware, including 11 Clearance Centers. Also sells online. Showrooms range in size from 15,000 to 75,000 square feet. In 2013, opened one showroom in Brooklyn, N.Y. Plans to open four stores in 2014, including the showroom opened earlier in the year in Queens, N.Y. Has a social media presence through Facebook, Twitter, Pinterest, Google+ and YouTube.									
10 (10)	La-Z-Boy Furniture Galleries Monroe, Mich.	\$1,017.0	\$902.0	12.7%	281	286	4,131	100%	\$246
Manufacturer's dedicated store network of dealer-owned and company-owned units. Figures exclude the La-Z-Boy Furniture Galleries in Canada. 2012 store count revised. Units average 14,700 square feet. Average stock turns five times. Same-store sales increased 10.2%. In 2013, opened Galleries in Sterling Heights, Novi and Troy, Mich.; Rochester, N.Y.; Round Rock, Texas; and Wyomissing, Pa. Also, closed 11 showrooms. Plans to end 2014 with 290 to 295 U.S. stores, including stores opened earlier this year in Rockwall, Texas; Scottsdale, Ariz., and Timonium, Md. Announced plans to have more than 400 locations in five years with approximately 60% of the new stores company-owned. Has a social media presence through Facebook, Twitter, Pinterest and YouTube. La-Z-Boy store owner on the Top 100 is EBCO.									
11 (9)	Sleepy's Hicksville, N.Y.	\$1,000.0	\$976.0	2.5%	939	895	5,200	100%	\$192
Privately owned, fourth-generation bedding specialty chain operating as Sleepy's and Mattress Discounters in the Northeast and Mid-Atlantic states of Connecticut, Delaware, Maine, Maryland, Massachusetts, New Hampshire, New Jersey, New York, North Carolina, Pennsylvania, Rhode Island, Vermont, Virginia and West Virginia. Sales include revenues from 1800mattress.com and sleepys.com, and from its toll-free telemarketing division. Units average 5,500 square feet and carry a number of major brands including Sealy, Serta, Simmons, Tempur-Pedic, Stearns & Foster, Kingsdown, King Koil and its own private-label, Sleepy's Direct. In 2013, expanded outside the East Coast into the greater Chicago area with the opening of 10 stores in June. Plans to end 2014 with 1,000 showrooms. Has a social media presence through Facebook, Twitter, YouTube, Google+ and Pinterest.									

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Rank (last year)	Company, home base and notes	Estimated furniture, bedding, accessory sales in \$ millions 2013	2012	Percent change 2012 to 2013	Number of units 2013	2012	Selling space all stores sq. ft. 1000s	Furniture, bedding, accessories percent of selling space	average sales per sq. ft.
12 (12)	American Signature Columbus, Ohio Fiscal years ended August 3 and July 28. Owned by Schottenstein Stores Corp. Not affiliated with Dayton, N.J.-based Crest Furniture (No. 54). Currently operates 124 stores in 18 states and 43 markets primarily in the Midwest and on the East Coast. The stores operate under the names Value City Furniture and American Signature Furniture and through ecommerce at www.valuecityfurniture.com and www.americansignaturefurniture.com. Both retail stores include an expansive social footprint and engage with their customers through Facebook, Twitter, Instagram, Google+, Pinterest and YouTube. They also have blogs and a complimentary magazine by the name of SPACE, that includes content related to helping customers with purchasing furnishings, decorating, entertaining, the latest trends and new product.	\$960.4	\$957.2	0.3%	126	128	NA	100%	NA
13 (11)	Sleep Number Minneapolis Publicly held, vertically integrated maker of the Sleep Number bed, a premium quality, adjustable-firmness mattress, and other sleep-related products. Founded in 1987, Select Comfort sells its products through two distribution channels. The company-controlled channel, which includes its retail stores, direct marketing and e-commerce, sells directly to consumers. Its wholesale channel sells to the QVC shopping channel and wholesale customers in the United States and Australia. The channel accounts for about 3.8% of sales and is not included in the results. Units average 1,985 square feet. Average stock turns, 9.8 times. Average gross margin, 62.7%. Comp store sales decreased 4%. Select Comfort opened 71 stores last year and closed 41. Expects to end the year with 465 locations. In January 2014, introduced its most advanced Sleep Number bed, the x12, providing consumers with information of how they slept and what changes they can make to achieve their best sleep. Has a social media presence through Facebook, Twitter, Pinterest, YouTube, LinkedIn and Instagram.	\$922.3	\$901.5	2.3%	440	410	949	100%	\$1,077
14 (16)	Bob's Discount Furniture Manchester, Conn. Privately owned, promotional to midpriced chain operating stores in Connecticut, Delaware, Maine, Maryland, Massachusetts, New Hampshire, New Jersey, New York, Pennsylvania, Rhode Island and Virginia. In 2013, opened four stores in Waldorf, Md., Fairfax, Va., and in Brooklyn and Bronx, N.Y. In 2014, opened its first three Philadelphia-area stores over President's Day weekend in King of Prussia, Pa., in Cherry Hill, N.J., and in Wilmington, Del. Plans more stores for the market, but specifics on time and location have not been announced. Majority stake acquired by Bain Capital in January 2014. Has a social media presence through Facebook, Twitter and YouTube.	\$758.0	\$685.3	10.6%	47	43	NA	100%	NA
15 (17)	Havertys Atlanta Publicly held, founded in 1885. Midpriced to upper-midpriced chain serving 80 cities in 16 states in the Southern and Midwest regions. Also sells online within its delivery network for furniture and to the continental United States for accessories. Credit income, \$0.3 million. 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 Collections and mattress product lines Sealy, Serta, Stearns & Foster, and Tempur-Pedic. Also carries a select group of products by Lauren Ralph Lauren Home. Average gross margin, 53.8%. Same-store sales increased 11%. In 2013, completed four major store remodeling projects and another 21 Bright Inspirations store refreshes. Also closed three stores in the first half of the year in Clearwater, Fla., Jackson, Miss., and Roanoke, Va. In 2014, will open six new locations in existing markets, and complete one major store expansion as well as another 22 Bright Inspirations store refreshes. Three of the new stores to open will be relocations. Will also close two additional stores this year when their leases expire. Has a social media presence through Facebook, Twitter, Pinterest, Google+ and YouTube.	\$746.1	\$670.1	11.3%	119	122	4,259	100%	\$176
16 (14)	Crate & Barrel Northbrook, Ill. Fiscal years ended Jan. 29 and Feb. 2. Founded in 1962. Owned by Otto Group, a privately-held German retailer. Lifestyle multi-channel specialty retailer operating 111 stores in North America, including 13 CB2 and six Land of Nod stores. Also has seven franchised units, two Crate & Barrel stores in the United Arab Emirates in Dubai, one in Singapore and three in Mexico, and one CB2 in Singapore. Crate & Barrel operates e-commerce websites for each brand, servicing customers in more than 90 countries. Sales and store counts for U.S. only. In 2013, debuted more than 140 items across multiple categories by Italian Designer, Paola Navone. Designed exclusively for Crate & Barrel, the collection includes a wide array of dining furniture. The company also opened its first Land of Nod stores in California in Costa Mesa and Los Altos and two more franchise stores in Mexico. Has a social media presence through Facebook, Twitter, Pinterest, Google+, Instagram and YouTube.	\$735.0	\$750.0	-2.0%	103	101	NA	NA	NA
17 (15)	Ethan Allen Danbury, Conn. Publicly held interior design company, manufacturer and retailer of quality home furnishings, founded in 1932. Oldest manufacturer's dedicated store network offering free interior design service to its clients and a full range of furniture products and decorative accessories through ethanallen.com and 200 U.S. based Design Centers (139 company-owned and 61 dealer-owned) and 95 international locations. Sales and store count for U.S. only. Sales from other merchandise areas, \$36.1 million. Revenues other than sales, \$10.2 million. Design Centers are 16,000 square feet on average but range from 3,000 to 35,000 square feet. In 2013, opened four Design Centers and closed 11. Introduced new Fresh Colors and American Color finishes and the Impressions product line. Has a social media presence through Facebook, Twitter, Pinterest, Google+, Instagram and YouTube.	\$702.2	\$703.9	-0.2%	200	207	3,200	NA	NA
18 (18)	Art Van Warren, Mich. Family-owned business founded in 1959. Midpriced to high-end retailer operating Art Van Furniture and Art Van PureSleep bedding stores throughout Michigan and in Illinois, Ohio and Indiana. At year's end, the company operated 36 Art Van Furniture in Michigan, including two franchise stores, five in Chicagoland and one in Ohio, as well as 40 Art Van PureSleep bedding stores, including one franchise operation, in Michigan, Indiana and Ohio. Stores carry electronics through Paul's TV and flooring through World of Floors, revenues not included. In 2013, Art Van opened its first franchised stores, two full-line stores in Mount Pleasant and Alpena, Mich., and one PureSleep bedding in Midland, Mich. The company also opened its first Art Van stores outside of Michigan, an Art Van and an Art Van PureSleep in Toledo, Ohio, and five Art Vans in the Chicagoland area in Chicago (Logan Square), Bedford Park, Orland Park, Batavia and Merrillville, Ind. Also in 2013, Art Van converted its Mattress World locations to the PureSleep bedding stores. In January 2014, celebrated the grand openings of two new franchise locations in Marquette and Sault Sainte Marie, Mich. Opened its second Indiana store in Fort Wayne in February and its sixth Chicagoland store in Woodbridge, Ill., in April. A seventh Chicagoland store will open in Downers Grove in January 2015. This summer, Art Van will open its fifth furniture store franchise in Owosso, Mich. Has a social media presence through Facebook, Twitter and Pinterest.	\$555.0	\$515.0	7.8%	82	72	NA	NA	NA
19 (19)	Sleep Train Citrus Heights, Calif. Promotional to high-end bedding specialist with stores in California, Oregon, Washington, western Nevada and western Idaho under brand names Sleep Train, Mattress Discounters, Sleep Country USA and Got Sleep? Operations include 189 Sleep Train/Sleep Country USA units, 101 Mattress Discounters units and nine Got Sleep? mall format units. Added a net 26 stores in 2013, including entry into the Bakersfield, Calif., market. Acquired nine-store America's Mattress in Hawaii on April 23, 2014. Plans to open 10 to 20 new store units across multiple store formats within existing markets this year. Has a social media presence through Facebook and Twitter.	\$471.2	\$448.1	5.2%	299	273	NA	100%	NA

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Rank (last year)	Company, home base and notes	Estimated furniture, bedding, accessory sales in \$ millions		Percent change 2012 to 2013	Number of units		Selling space all stores sq. ft. 1000s	Furniture, bedding, accessories percent of selling space	average sales per sq. ft.
		2013	2012		2013	2012			
20 (21)	Mathis Brothers Oklahoma City	\$417.9	\$371.9	12.4%	18	17	772	100%	\$540
	\$420.0 total revenues Family-owned, in business since 1960. Promotional to high-end retailer with 14 stores in Oklahoma and four in California. Operations include nine stores in the Oklahoma City area — a Mathis Brothers, five Mathis Sleep Centers, Factory Direct Furniture & Beds, La-Z-Boy Furniture Gallery and a high-end showroom with Drexel Heritage, Henredon and Thomasville. In Tulsa, Okla., the company operates five stores — a Mathis Brothers, a Mathis Sleep Center, a Rooms Today and two Ashley Furniture HomeStores. In California, the retailer operates two Mathis Sleep Centers and a Mathis Brothers in the Greater Palm Springs area, and a Mathis Brothers in Ontario. Has an ownership stake in the Factory Direct bedding factory; revenues not included. Sales from electronics, \$2.1 million. Mathis opened the first two Ashley Furniture HomeStores in Oklahoma last year, in the Tulsa area. The retailer plans to open a total of seven Ashley stores over the next couple of years. The retailer also closed its Big Red Furniture Warehouse in the Oklahoma City area in December. Has a social media presence through Facebook, Twitter, Pinterest and YouTube.								
21 (20)	Slumberland Little Canada, Minn.	\$417.3	\$394.2	5.9%	126	126	NA	100%	NA
	Family-owned, founded in 1967. Midpriced retailer with 42 corporate stores and 84 franchised stores throughout Minnesota, Wisconsin, Illinois, Iowa, Kansas, Nebraska, Michigan, Missouri, Montana, North Dakota, South Dakota and Wyoming. Operations include five corporate clearance centers, two corporate outlet stores and two franchise clearance centers. Also sells online. Opened two new franchise stores in 2013, in Watertown, Wis., and Columbus, Neb. Has a social media presence through Facebook, Twitter, YouTube and Pinterest.								
22 (23)	American Furniture Warehouse Englewood, Colo.	\$406.1	\$348.0	16.7%	13	12	1,638	97%	\$255
	\$411.4 total revenues Family-owned business founded in 1975. Primarily promotional to midpriced chain operating 12 units in Colorado and one in Arizona. In Colorado, AFW has six units in metro Denver and one each in Glenwood Springs, Firestone-Longmont, Fort Collins, Grand Junction, Pueblo and Colorado Springs. In Arizona, the retailer has one unit in the Phoenix market, in Gilbert. Also sells online. Internet sales accounted for approximately 3% of 2013 total sales. Sales from electronics, \$5.3 million. Units average 126,000 square feet. Key vendors include Affordable, Ashley, Condo, Healthcare Mattress, Jackson, Lane, Sealy, Simmons and Standard. Average stock turns, 8.5 times. Average gross margin, 40%. Entered the Phoenix market in September 2013 with a 586,000-square-foot showroom and warehouse in Gilbert. It is the first of two planned AFW complexes for the market, with the second one opening Fall 2014 in Glendale, Ariz. Has a social media presence through Facebook, Twitter, Pinterest, Google+ and YouTube.								
23 (22)	Cost Plus World Market Oakland, Calif.	\$367.0	\$355.0	3.4%	265	264	NA	NA	NA
	Fiscal years ended March 1 and March 2. Part of publicly held Bed Bath & Beyond. Specialist in casual home furnishings and entertaining products, operating in 31 states under the names World Market, Cost Plus World Market and Cost Plus. The stores have an ever-changing selection of merchandise imported from more than 50 countries with many of those unique and exclusive to the company. Furniture products include ready-to-assemble living and dining room pieces; sofas, chairs; case goods and occasional pieces; as well as outdoor furniture made from a variety of materials. During the fourth quarter, closed four CPWM stores. Has a social media presence through Facebook, Twitter, Pinterest, YouTube and Google+.								
24 (25)	Room & Board Minneapolis	\$344.0	\$296.0	16.2%	13	13	390	100%	\$882
	American made classic contemporary home furnishings retailer with two stores in Minneapolis/St. Paul (one of which is an outlet store open only on weekends); three in the Chicago area; and one each in Denver; New York; Atlanta; San Francisco, Culver City and Santa Ana, Calif.; Washington, D.C.; and Seattle. Sales include the company's Shop from Home phone-order and website channels. Same-store sales increased 12% last year. In June 2014, will open a 39,000-square-foot store in the Back Bay on Newbury Street in Boston. In September 2014, will open a second store in the New York City market in Chelsea. The 42,000-square-foot store will be on three levels. Has a social media presence through Facebook, Twitter, Pinterest and Instagram.								
25 (24)	America's Mattress Hoffman Estates, Ill.	\$313.8	\$299.1	4.9%	395	380	NA	100%	NA
	Largest network of independently owned, dealer-operated sleep shops in the United States, the majority of which operate under the America's Mattress name. The America's Mattress program combines the brand strength and buying power of a national network with local ownership, providing dealers with site selection assistance, construction specifications, grand opening, marketing, training, operations and business management support. Units average 3,500 square feet. In 2013, opened 23 stores and closed eight. The America's Mattress dealer on the Top 100 is American Mattress.								
26 (26)	Mor Furniture for Less San Diego	\$302.6	\$276.4	9.5%	27	27	NA	100%	NA
	Fiscal years ended Sept. 25 and Sept. 26. Owned and operated by Rick Haux Jr., the family-owned company is on the West Coast with 27 stores located across California, Washington, Oregon, Nevada, Idaho, Arizona and New Mexico. Also operates an online store at www.morfurniture.com. The retailer's home furnishings are designed to fit any budget and fill any space, and the company caters to all ages with a specialized Kids & Teens store inside every location. Customers' shopping experience comes complete with cookies and fountain drinks, family movies playing throughout the showrooms, and video games for the kids. Has a social media presence through Facebook, Twitter, Pinterest and Google+.								
27 (28)	Bassett Home Furnishings Bassett, Va.	\$296.2	\$272.6	8.7%	87	84	NA	100%	NA
	Fiscal years ended Nov. 30 and Nov. 24. Publicly held, founded in 1902. Manufacturer's dedicated store network of 34 licensee-owned stores and 55 company-owned midpriced stores in the United States and Canada at fiscal year end. Sales and store counts for U.S. only. Also sells online. In fiscal 2013, began a multi-year program to increase the company-owned retail store count and relocate a number of first generation stores to better locations. Bassett opened new stores last year in Dallas, Raleigh, N.C., and Birmingham, Ala., and relocated two. This fiscal year, will open six new company-owned stores, including ones in Fort Worth, Texas, Westport, Conn., and Annapolis, Md., which opened in December. The other openings are planned for Burlington, Mass., Hartsdale, N.Y., and Rockville, Md. Bassett also has four store relocations planned in 2014. Has a social media presence through Facebook, Twitter, LinkedIn, Pinterest, YouTube and Google+. The Bassett Home Furnishings store owner on the Top 100 is Kittle's.								
28 (27)	Badcock Home Furniture & more Mulberry, Fla.	\$291.0	\$275.7	5.5%	305	302	5,184	NA	NA
	\$463.2 total revenues Fiscal years ended June 30. Family-owned, in business since 1904. Southeastern chain of promotional to midpriced, credit-oriented stores, both company-owned and dealer-owned, operating primarily as Badcock Home Furniture & more. Sales from other merchandise areas including carpeting, electronics and appliances, \$100.5 million. Revenues other than merchandise sales, \$71.7 million. Units average 17,054 square feet. Opened 10 units and closed seven. Has a social media presence through Facebook.								

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Rank (last year)	Company, home base and notes	Estimated furniture, bedding, accessory sales in \$ millions		Percent change 2012 to 2013	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.
		2013	2012		2013	2012			
29 (29)	Haynes Furniture Virginia Beach, Va.	\$270.0	\$269.0	0.4%	15	15	NA	NA	NA
	\$295.0 total revenues Privately owned, promotional to midpriced 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 located in Hampton, Norfolk and Richmond, Va.; Langhorne and 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. In 2013, closed the small Haynes store in Kitty Hawk, N.C., and opened its 11th and largest The Dump in Chicago over Labor Day Weekend. Has a social media presence through Facebook, Twitter and Pinterest. Offers free WiFi in selected stores for customers.								
30 (31)	City Furniture Fort Lauderdale, Fla.	\$263.9	\$231.4	14.1%	26	23	NA	100%	NA
	Midpriced chain primarily in South Florida operating 16 City Furniture stores and 10 Ashley Furniture HomeStores at year's end. Also sells online. In 2013, opened a 25,000-square-foot Ashley Furniture HomeStore in the Fort Lauderdale area in Oakland Park and pushed into central Florida opening two City Furniture showrooms in a rapidly growing and affluent retirement community north of Orlando in The Villages. Relocated an Ashley store in West Palm Beach, Fla., to a 35,000-square-foot showroom next to a City Furniture in that market and relocated a City Furniture into a new 56,000-square-foot showroom in the Miami area in Cutler Bay. Also, rolled out Bernhardt in-store galleries to 13 City Furniture stores last year. This spring, will open its 11th Ashley Furniture HomeStore in the former City Furniture showroom in Cutler Bay. Has a social media presence through Facebook, Twitter and Pinterest.								
31 (33)	Arhaus Furniture Walton Hills, Ohio	\$260.0	\$215.0	20.9%	46	43	NA	100%	NA
	Owned by Homeworks Inc., and private equity firm, Freeman Spogli & Co. Founded in 1986, Arhaus has continued to draw on its Midwestern roots as well as the diverse perspective of international travels with upscale, primarily exclusive home furnishings. Stores, averaging 16,000 square feet, are highly accessorized and filled with architectural and artistic elements, from antiques found in centuries-old Indonesian temples to the artistic expressions of Amish wood workers and Mexican coppersmiths. At year's end, operated 46 stores, including a Clearance Center in Cleveland, in 18 states. In 2013, opened stores in Houston; Austin, Texas; Edina, Minn.; and Marlton, N.J. Earlier this year, Arhaus opened units in Danbury, Conn., and Columbia, Md. Will open in Northbrook, Ill., in May and in Schaumburg, Ill., in June. Other stores to open are in Dallas; Jacksonville, Fla.; Alpharetta, Ga.; Leawood, Kan.; and The Woodlands, Texas. Additional stores will be added but have yet to be announced, bringing total store count at the end of 2014 to more than 55 in 20 states. In January of this year, private equity firm Freeman Spogli & Co., acquired a minority stake in Arhaus. Has a social media presence through Facebook, Twitter, Pinterest and Instagram.								
32 (30)	Hill Country Holdings New Braunfels, Texas	\$258.2	\$235.0	9.9%	24	23	906	100%	\$297
	\$258.4 total revenues Privately owned group in business since 2002. Operates promotional to midpriced Ashley Furniture HomeStores in Texas, Washington and Oregon. Operates 19 in Texas — 11 in Houston, three in San Antonio, two each in Austin and the Rio Grande Valley and one in New Braunfels; four in the Seattle area and one in Portland, Ore. Operations include outlets attached to warehouses in New Braunfels, Texas and Houston. Revenues other than sales, \$0.2 million. Units average 37,738 square feet. HomeStores also carry bedding by Simmons and Tempur-Pedic. Average retail stock turns, 19 times. Average gross margin, 51%. Same-store sales increased 1.9% last year. In 2013, opened the HomeStore in Portland, Ore. Plans to end 2014 with 25 stores. Has a social media presence through Facebook, Twitter and LinkedIn.								
33 (NR)	Conn's The Woodlands, Texas	\$243.7	\$138.1	76.5%	79	68	2,300	NA	NA
	\$1,193.8 total revenues Publicly held, fiscal years ended Jan. 31. Founded in 1890 as a plumbing and heating business, the specialty retailer offers home appliances, furniture and mattresses, consumer electronics and home office products through its retail stores and website. At year's end operated 58 stores in Texas, eight in Arizona, seven in Louisiana and three each in Oklahoma and New Mexico. Units average 28,500 square feet. Stores offer furniture and related accessories for the living room, dining room and bedroom as well as both traditional and specialty mattresses from Bello, Elements, Franklin, Home Stretch, Jackson-Catnapper, Klausner, Sealy, Serta, Steve Silver and Z-Line. Almost two-thirds of Conn's stores operate in its HomePlus store format which was introduced in 2011 to increase the selection of furniture and mattresses. Furniture and mattresses accounted for 26% of product sales in 2013, compared to 20.4% in 2012 and 16.8% in 2011. The company expects to continue to expand its offering of furniture and the floor space dedicated to the category. Plans 15 to 20 new stores this year as well as five to 10 store remodels and relocations. Has a social media presence through Facebook and Twitter.								
34 (36)	Living Spaces Rancho Cucamonga, Calif.	\$235.0	\$200.0	17.5%	10	8	NA	100%	NA
	Co-founded by Grover Geiselman and Sharm Scheuerman in 2003. Promotional to midpriced chain operating nine showrooms in southern California in Irvine, La Mirada, Menifee, Mission Valley, Monrovia, Rancho Cucamonga, Redondo Beach, Van Nuys and Vista and one in Scottsdale, Ariz., at year's end. Units are larger than 100,000 square feet with a large selection of home decor including some 150 living rooms, 70 bedrooms, 80 dining rooms, kids' rooms, home office, rugs, pillows and other home accents. Stores also offer a supervised kids' fun room. In August 2013, moved into the greater Phoenix area, opening a 130,000-square-foot showroom in Scottsdale. In October, opened its second store in San Diego County, a 128,000-square-foot unit in Mission Valley. Last year, Scheuerman stepped back from his operating role in the business, but remains in an advisory role. In April 2014, opened its second store in Arizona in Phoenix. The 450,000-square-foot facility includes a distribution center to support retail operations throughout Arizona. Has a social media presence through Facebook, Twitter, Pinterest and YouTube.								
35 (34)	HOM Furniture Coon Rapids, Minn.	\$215.8	\$212.2	1.7%	22	19	NA	100%	NA
	Privately owned, midpriced to high-end chain operating 15 HOM Furniture stores, four Gabberts Design Studio & Fine Furniture, two Dock 86 locations and one Abbey Carpet. HOM has seven stores in greater Minneapolis/St. Paul, and one store each in Hermantown/Duluth, Rochester, and St. Cloud, Minn.; Eau Claire and Onalaska, Wis.; Sioux City, Iowa; Sioux Falls, S.D.; and Fargo, N.D. Gabberts has stores in Edina, Minn.; Sioux Falls, S.D.; Sioux City, Iowa; and Fargo, N.D. Dock 86 is in Little Canada and Rogers, Minn., and Abbey Carpet is in greater Minneapolis/St. Paul. Also sells online. Revenues from flooring are not included. In-store gallery: Stickley. In Fall 2013, opened a HOM store in Onalaska, Wis., and its first combination HOM/Dock 86 store in Rogers, Minn. Has a social media presence through Facebook, Twitter and Pinterest.								
36 (35)	Macy's Furniture Gallery New York	\$215.0	\$212.0	1.4%	62	63	NA	100%	NA
	Fiscal years ended Feb. 1 and Feb. 2. Part of publicly held Macy's. Operates 60 Macy's Furniture Gallery stores throughout the U.S., as well as a Bloomingdale's Furniture Gallery and a Bloomingdale's Furniture Clearance in New York. Also accepts furniture orders over the Internet. Gallery stores carry furniture by Jonathan Louis and Mitchell Gold + Bob Williams among others, as well as mattresses by Sealy, Serta, Simmons, Stearns & Foster, Tempur-Pedic and its own private-label Macybed. The furniture and mattress line of business was again among the strongest in sales for the company. In 2013, closed the furniture store in downtown Sacramento, Calif., consolidating into a nearby full-line store. Sales estimates exclude figures from the furniture departments of Macy's main department stores. Has a social media presence through Facebook, Twitter, Pinterest and YouTube.								

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37 (37)	Levin Furniture Smithton, Pa. Third-generation family-owned business, operated since 1920. Midpriced chain serving the greater Pittsburgh and Cleveland areas with 14 Levin Furniture and 12 Levin Mattress. Operations include 15 stores in the greater Pittsburgh area, including eight Levin Mattress stores and 11 stores in the greater Cleveland market, including four Levin Mattress stores. Key vendors include Bernhardt, Flexsteel, Sealy, Serta, Stearns & Foster and Tempur-Pedic. Average stock turns, 6 times. In 2013, opened seven Levin Mattress — four stores in Pennsylvania in Washington, Indiana, Mt. Lebanon, and Pittsburgh and three in Ohio in Solon, Stow and University Heights. Also closed its outlet store in St. Clairsville, Ohio last year. Has a social media presence through Facebook, Twitter and Pinterest.	\$192.4	\$192.0	0.2%	26	20	NA	100%	\$186
38 (39)	Design Within Reach Stamford, Conn. Multi-channel retailer of authentic modern furnishings and accessories to residential and trade customers through its retail Studios, www.dwr.com and its Connecticut-based phone sales team. Founded in 1998, DWR currently operates 40 Studios in North America, including an outlet. Sales and store counts for U.S. only. DWR offers exclusive collections of modern furniture and accessories from designers such as Milo Baughman, Jeffrey Bennett and Norm Architects, but also midcentury classics from Emeco, Fritz Hansen, Herman Miller, Knoll and other brands. Since December 2013, DWR has opened new Studios in three major U.S. cities in Los Angeles, San Francisco and New York. The first one to open was the 20,000-square-foot Studio in the heart of San Francisco's Design District which replaced three smaller locations. The next was the 10,000-square-foot Studio in West Hollywood replacing the Studio in Los Angeles. The most recent one opened in February 2014, in New York City. The 20,000-square-foot Studio replaced two other locations on East 62nd Street and in Brooklyn Heights. The larger showrooms have enabled the company to feature more vignettes, some 20 to 30 full-room vignettes that allow customers to envision how to live with authentic modern design. Other future plans include a new 16,000-square-foot Studio in the Chicago area and a new location in Minneapolis. DWR closed its Minneapolis-area store last year. Has a social media presence through Facebook, Twitter and Pinterest.	\$185.0	\$175.0	5.7%	39	44	NA	NA	NA
39 (38)	Farmers Home Furniture Dublin, Ga. Fiscal years ended Jan. 31. Family-owned business founded in 1949. Promotional to midpriced Southeast chain with stores in Georgia, South Carolina, North Carolina, Alabama and Florida. Farmers also sells electronics, appliances, computers and gaming, outdoor equipment and toys; revenues not included. In 2013, opened stores in Cullman, Pell City and Monroeville, Ala. Also acquired a lumber company warehouse in Dublin last year to expand its distribution operations.	\$183.0	\$180.1	1.6%	180	177	NA	NA	NA
40 (40)	El Dorado Furniture Miami Gardens, Fla. Owned by the Capo family. Founded in 1967. Midpriced to high-end retailer with 12 stores in South Florida, including two outlets. El Dorado operates seven stores in Miami-Dade County, including the outlets; three in Broward County in Pembroke Pines, Plantation and Coconut Creek; and two in Palm Beach County, in West Palm Beach. Also sells online. Internet sales accounted for approximately 1.7% of 2013 total sales. Revenues other than sales, \$0.3 million. Units average 77,000 square feet. In the fourth quarter of 2014, will open its first store on Florida's Gulf Coast, in Fort Myers. Has a social media presence through Facebook, Twitter and YouTube.	\$165.4	\$159.9	3.5%	12	12	890	100%	\$190
41 (44)	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. Earlier this year, changed the name of its former Savon stores in Fort Myers, Port Charlotte and Sarasota to Kane's Furniture. Also opened a new Kane's Furniture showroom in North Naples earlier this year. The 65,000-square-foot unit features a new store design, including a larger bedding department. Has a social media presence through Facebook, Twitter, Pinterest, YouTube and LinkedIn.	\$160.0	\$142.0	12.7%	17	17	1,020	100%	\$157
42 (43)	Baer's Pompano Beach, Fla. Family-owned business founded in 1945 with active members of the second, third and fourth generations. Midpriced to high-end South Florida chain with 11 stores on the Atlantic coast from Orlando south to Kendall, including one Design Center, and four stores on the Gulf Coast in Naples, Fort Myers, Port Charlotte and Sarasota. Units average 50,000 square feet. In-store galleries: Tommy Bahama, Lexington, Bernhardt, Broyhill and Natuzzi. Other key suppliers include Serta, Drexel Heritage, Henredon, Hooker, Kingsdown, LaBarge, Maitland-Smith, Stanley, Theodore Alexander, Thomasville and Universal. In July 2013, closed one of its Design Centers. In November, opened its largest store to date in Melbourne in the Central Florida market. The 100,000-square-foot showroom is about 15,000-square-feet larger than Baer's next largest store in Sarasota. Is planning another new store, a 65,000-square-foot showroom in Winter Garden, Fla., in the Orlando area, in January 2015. Has a social media presence through Facebook, Pinterest and Tumblr. Offers free WiFi for customers.	\$154.5	\$143.2	7.9%	15	15	NA	100%	NA
43 (46)	Z Gallerie Gardena, Calif. Family-owned, founded in 1979. Midpriced lifestyle specialty chain offering a variety of high-quality home furnishings including furniture, artwork, lighting, tabletop items, textiles and decorative accessories from around the world. Operates 55 units in 19 states, plus one outlet in Gardena. Also sells online. Internet sales accounted for approximately 14% of 2013 total sales. Units average 8,000 square feet. Opened four units in 2013, in Chicago, Houston, Allen, Texas and Centennial, Colo., and closed three. Closed three more stores earlier this year, in Salt Lake City and in Corte Madera and Carlsbad, Calif. Two other stores have been temporarily closed for remodeling/relocation in Sherman Oaks, Calif., and Las Vegas. Both are scheduled to reopen in June. Also in June, will open its first store in Idaho, in Meridian. Has a social media presence through Facebook, Twitter, Pinterest, Google+ and Instagram. Offers free WiFi for customers.	\$154.2	\$137.0	12.6%	56	55	NA	NA	NA
44 (41)	The RoomPlace Lombard, Ill. Owned by Bruce Berman. Founded in 1912. Midpriced stores serving Chicagoland and greater Indianapolis with 18 in Chicago metro, including one clearance center; three in Indianapolis; and one in Rockford, Ill. In 2013, opened showrooms in McHenry, Ill., and Carmel, Ind., and closed a showroom in Avon, Ind. The retailer relocated an Indianapolis store in Greenwood earlier this year and has plans to open two stores in the Indianapolis area this summer. The retailer also has plans to open its first Easy-home rent-to-own store in June as part of an aggressive expansion plan starting this year. The owner, Bruce Berman, acquired the Easyhome franchising rights for most of Illinois and all of Indiana and expects to open the first in Waukegan, Ill., a suburb north of Chicago. Two more will open later in the year. Has a social media presence through Facebook, Twitter, Pinterest, Google+ and YouTube.	\$154.0	\$150.0	2.7%	22	21	NA	100%	NA

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Rank (last year)	Company, home base and notes	Estimated furniture, bedding, accessory sales in \$ millions		Percent change 2012 to 2013	Number of units		Selling space all stores sq. ft. 1000s	Furniture, bedding, accessories percent of selling space	average sales per sq. ft.
		2013	2012		2013	2012			
45 (47)	Regency Furniture Brandywine, Md. Family-owned, in business since 1999. Promotional to midpriced retailer operating six Regency Furniture stores, eight Ashley Furniture HomeStores and five Marlo Furniture stores in Virginia and Maryland. Regency Furniture operates stores in Brandywine, Largo and Hyattsville, Md., and Fairfax, Fredericksburg and Woodbridge, Va., where it operates a clearance center. Ashley Furniture HomeStores are in Hagerstown, Bel Air, Easton, Catonsville, Frederick, Rosedale and Glen Burnie, Md., and Falls Church, Va. Marlo Furniture is located in Forestville, Laurel and Rockville, Md., and Alexandria and Fredericksburg, Va. Key suppliers include AICO, Ashley, Delta Furniture, Fusion, Homelegance, Jackson, Lifestyle, Najarian and Simmons Bedding. In 2013, opened its eighth Ashley store in Glen Burnie in April and a 29,000-square-foot Marlo Liquidation Center in Fredericksburg in July. Also reopened its Marlo flagship showroom in Rockville, Md., after being closed for several months from extensive fire damage. Is in the process of remodeling all the Marlo showrooms to the flagship format. The showroom in Alexandria was completed last year, the showroom in Laurel will be completed this year. Also in 2014, will convert the Regency Furniture in Fairfax, Va., to an Ashley Furniture HomeStore moving the Regency showroom to a new location. Additional openings are planned for both Ashley and Regency this year. Has a social media presence through Facebook.	\$153.0	\$135.0	13.3%	19	17	NA	100%	NA
46 (42)	Furniture Mart USA Sioux Falls, S.D. Privately held, promotional to midpriced chain operating stores within the upper Midwest in the Dakotas, Minnesota and Iowa under the names of Furniture Mart, Unclaimed Freight Furniture, Ashley Furniture HomeStores, Carpet One and Design Inc., a commercial furniture and interior design showroom. Carpeting sales, \$4.2 million. In 2013, opened a new Ashley Furniture HomeStore in Spirit Lake, Iowa and a new Furniture Mart in Fridley, Minn. Also relocated the Ashley store in Sioux Falls and closed a Clearance Center in St. Paul, Minn. In 2014, the company will open a new HomeStore in Sioux City, Iowa in May, a new HomeStore in Fargo, N.D., late summer and a new HomeStore in Cedar Rapids, Iowa this fall. Future plans include an Ashley Furniture HomeStore in Davenport, Iowa in early 2015. Has a social media presence through Facebook, Twitter, Pinterest, Google+ and LinkedIn.	\$150.1	\$144.2	4.1%	33	32	NA	NA	NA
		\$154.3 total revenues							
47 (32)	Thomasville Home Furnishings Stores Thomasville, N.C. Manufacturer's dedicated store network of dealer-owned and company-owned midpriced to high-end stores across the U.S. Thomasville's former owner, Furniture Brands International, filed for Chapter 11 bankruptcy protection in September 2013. Around that time, the company closed some 19 company-owned Thomasville stores and 11 dealer-owned stores. In November, New York-based private equity investor KPS Capital Partners acquired the assets of Furniture Brands International. A new company was formed with Thomasville, Broyhill, Drexel Heritage, Hickory Chair, Henredon, Lane, Lane Venture, Maitland-Smith, Pearson and LaBarge. Has a social media presence through Facebook and Pinterest.	\$150.0	\$220.0	-31.8%	68	98	NA	100%	NA
48 (48)	Steinhafels Waukesha, Wis. Third-generation, family-owned business operated since 1934. Midpriced chain serves southeastern Wisconsin and northern Illinois with eight Steinhafels Furniture Superstores, eight Steinhafels Mattress and one Sleep-Envy by Steinhafels. Operates 10 stores in the Milwaukee area, including six Mattress stores and one Sleep-Envy; four in the Madison area, including two Mattress stores; one Steinhafels each in Kenosha, Wis., and Vernon Hills, Ill.; and one Sleep-Envy in Rockford, Ill. Also sells online. Internet sales accounted for approximately 1% of 2013 total sales. Owns MidAmerica Bedding, a factory-direct bedding business; revenues not included. Furniture Superstores average 75,000 square feet. Average stock turns, 5 times. Same store sales increased 6% in 2013. In-store galleries: Stickley, two; La-Z-Boy, seven. Closed a small mattress store in the Milwaukee area in 2013. In 2014, will be renovating interiors of some existing showrooms to enhance customer experience. In April, acquired three of the 11 recently closed American TV & Appliance stores in Appleton, Oak Creek and Madison East, Wis. Two are currently being remodeled to open in late fall, the third will be remodeled in 2015. Has a social media presence through Facebook, Twitter, Pinterest, Google+, YouTube and LinkedIn. Offers free WiFi for customers.	\$131.3	\$124.1	5.8%	17	18	571	100%	\$230
49 (59)	Dufresne Spencer Group Memphis, Tenn. Privately owned group operating 27 Ashley Furniture HomeStores, four outlets, three multi-line Stash Home stores and one Phillips Furniture in Alabama, Arkansas, Illinois, Indiana, Kentucky, Mississippi, Missouri, Tennessee and Texas. Store count for 2012 revised to include an Outlet in LaVergne, Tenn. In November 2013, DSG acquired former Top 100 retailer, Louisville, Ky.-based KHF Holdings, operating six Ashley Furniture HomeStores in Louisville, Indianapolis and Terre Haute, Ind., and a furniture outlet in Richmond, Ky. Late in December, DSG acquired No. 88 St. Louis-based Phillips Furniture with seven Ashley Furniture HomeStores in Missouri and Illinois as well as the Phillips Furniture showroom in Kirkwood, Mo. Also opened its third Stash Home which sells name-brand furniture at discounted prices, in Tupelo, Miss., in December. In 2014, opened a new Ashley store in Longview, Texas in January and acquired two Ashley stores in Lexington, Ky., and Cookeville, Tenn., in April. Has a social media presence through Facebook and Twitter.	\$130.4	\$98.0	33.1%	35	19	NA	100%	NA
50 (45)	ABC Carpet & Home New York Privately owned business founded in 1897. High-end specialty home furnishings retailer with four stores in the United States offering a continuously evolving collection of rugs, furniture, antiques, textiles and accessories. Operations include the multi-floor flagship store in Manhattan and a multi-floor carpet store across the street; a store each in South Hackensack, N.J., and Delray Beach, Fla.; and a warehouse outlet in the Bronx. Also sells online. Sales include a significant business in high-end Oriental rugs. Known for its commitment to the environment, ABC created new labels last year to help customers understand the properties of any product they buy. The labels include symbols that tell if a product is organic, homemade, cruelty-free, indigenous, goodwood, recycled, etc. Has a social media presence through Facebook, Twitter, Pinterest, Google+, Instagram and Tumblr.	\$130.0	\$139.0	-6.5%	4	4	NA	NA	NA
51 (51)	Furnitureland South Jamestown, N.C. Owned by Darrell Harris and family. Founded in 1969. Midpriced to high-end discount retailer operating a 1.7 million-square-foot complex, including a 400,000-square-foot showroom and a 500,000-square-foot Mart connected by an indoor skylink, a 300,000-square-foot clearance center, a Furnitureland South Cafe and a Starbucks Cafe all on a 135-acre site. Also sells online. Manufacturer galleries include Marge Carson, Huntington House, King Hickory, Hooker, Century, Lexington Home Brands, Palliser, Vanguard, Flexsteel, Stanley and Bernhardt. Average stock turns, 7 times. In 2013, FLS owners launched a new broadband TV network all about home called The Design Network. Also opened a new 18,000-square-foot state-of-the-art design center, a newly renovated 60,000 square foot starting price point floor called "the Ground Floor" and the showroom's largest gallery, Modern, at over 29,000 square feet. In 2014, FLS will unveil a new "Restoration Vintage" space and new entrances, corridors and atriums in the showroom. Has a social media presence through Facebook, Twitter, Pinterest, YouTube, LinkedIn and Instagram. Offers free WiFi for customers.	\$129.0	\$119.7	7.8%	1	1	1,160	100%	\$112

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		2013	2012		2013	2012			
52 (49)	Gallery Furniture Houston	\$124.0	\$121.2	2.3%	2	2	112	98%	\$1,130
	\$134.0 total revenues								
	Privately owned, founded in 1981. Promotional to high-end retailer serving the greater Houston area with its main showroom and a satellite store in the Galleria mall 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 price points at Gallery's main showroom. Sales from electronics, \$2 million. Revenues other than sales, \$8 million. Average gross margin, 51%. In-store galleries: Tempur-Pedic, Flexsteel, HGTV and Home Trend Designs, one each. Other key vendors include Ashley, Franklin, Jonathan Louis, Lane, Mayo, Sealy and United Leather. Gallery Furniture is planning to open a 140,000-square-foot store in Richmond, Texas, in southwest Houston by the end of this year or early 2015. Has a social media presence through Facebook, Twitter, Pinterest, Google+, Flickr, YouTube, LinkedIn, Instagram and Tumblr. Offers free WiFi for customers.								
53 (53)	Jerome's San Diego	\$123.3	\$112.7	9.4%	10	9	510	100%	\$242
	Family-owned, promotional to midpriced chain serving southern California since 1954. Operates six stores in San Diego County, including a clearance center within its distribution center in Rancho Bernardo, three in San Bernardino and Riverside counties; and one in the Los Angeles area. Also sells online. Internet sales accounted for approximately 2% of 2013 total sales. Units average 56,700 square feet. Key vendors include Robert Michael, Michael Nicholas and E.J. Lauren. Average gross margin, 42%. In 2013, transformed its flagship store in Murrietta in Riverside County into its first Jerome's Furniture Marketplace, with an extra 10,000 square feet of selling space and a Dream Shop sleep store and a Jerry's Bloopers clearance outlet. In November 2013, entered the Los Angeles market with a store in Torrance. The 50,000-square-foot showroom features a Jerome's Dream Shop bedding department and Jerry's Bloopers clearance outlet. Has a social media presence through Facebook, Twitter, Pinterest, Google+, YouTube, LinkedIn and Instagram. Offers free WiFi for customers.								
54 (54)	Crest Furniture Dayton, N.J.	\$121.3	\$109.5	10.7%	14	14	NA	100%	NA
	Family-owned, promotional to midpriced retailer operating seven Value City Furniture stores all in New Jersey, and seven Ashley Furniture HomeStores, four in New Jersey and three in Pennsylvania. Value City stores are not affiliated with Columbus, Ohio-based American Signature (No. 12). Ashley HomeStores average 35,000 square feet. Has a social media presence through Facebook.								
55 (50)	Grand Home Furnishings Roanoke, Va.	\$121.3	\$120.8	0.4%	19	17	NA	100%	NA
	Fiscal years ended Oct. 31. Family-owned, founded in 1911. Midpriced chain with stores throughout 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. In August 2013, acquired four John EYE's Big Sandy Superstores in West Virginia in Beckley, Lewisburg, Princeton and Summersville reopening three as Grand Home Furnishings by the fourth quarter. The store in Lewisburg consolidated with the Grand showroom already in the area and the Grand showroom already in Beckley closed. The four stores operated as part of No. 61 Big Sandy Superstore chain. Has a social media presence through Facebook, Twitter, Pinterest, Google+ and YouTube.								
56 (52)	Bernie & Phyl's Furniture Norton, Mass.	\$113.3	\$112.9	0.4%	8	8	357	100%	\$318
	Parent corporation is Convertible Castle. Family-owned and operated, in business since 1983. Midpriced chain serving eastern Massachusetts, southern New Hampshire and the Rhode Island market with stores in Natick, Braintree, Saugus, Westboro, Raynham, and Hyannis, Mass.; Nashua, N.H.; and Warwick, R.I. Also sells online. Internet sales accounted for approximately 2% of 2013 total sales. Units average 44,500 square feet. Key vendors include Ashley, England, Sealy and Vaughan. Average stock turns, 12.2 times. Has a social media presence through Facebook, Twitter, Pinterest, Google+, YouTube, LinkedIn and Instagram. Offers free WiFi for customers.								
57 (55)	Back To Bed/Bedding Experts/ Mattress Barn Itasca, Ill.	\$106.0	\$104.0	1.9%	131	135	523	100%	\$203
	Privately owned bedding specialty retailer operating mattress stores under the brand names Back To Bed, Bedding Experts, Mattress World and Mattress Barn. Operates Back To Bed in Illinois, Indiana and Wisconsin, Bedding Experts and Mattress World in Illinois and Indiana and Mattress Barn in Florida. Units average 3,700 square feet and offer customers MiForma, Rest by Design by Englander, Sealy, Simmons Beautyrest, Stearns & Foster, Technogel and Tempur-Pedic. Has opened eight mattress locations in 2014, including its first Bedding Experts in Florida. Plans to end the year with 156 showrooms. Has a social media presence through Facebook, Twitter and YouTube.								
58 (56)	Stickley, Audi & Co. Manlius, N.Y.	\$104.3	\$102.2	2.1%	13	13	NA	100%	NA
	\$106.1 total revenues								
	Owned by the Audi family, which owns high-end manufacturer L.&J.G. Stickley. Revenues from manufacturing operations not included. Operates 12 high-end stores dedicated to Stickley merchandise and other high-end lines — two in Denver; and one each in Albany, Fayetteville, Manhattan, Rochester and White Plains, N.Y.; Charlotte and High Point, N.C.; Enfield, Conn.; Natick, Mass.; and Paramus, N.J. Other key vendors are Baker, Bradington-Young, Century, E.J. Victor, Hancock & Moore, Lexington, W. Schillig, Theodore & Alexander, Hooker and Shifman Mattress. In 2013, remodeled and updated two existing store locations in Enfield, Conn., and Natick, Mass. In 2014, closed the Pittsburgh, Pa., store in mid-January. Plans to open second locations in both New Jersey and the Boston area this year. Has a social media presence through Facebook, Twitter and YouTube.								
59 (65)	Chair King/ Fortunoff Backyard Store Houston	\$101.5	\$87.0	16.7%	38	31	NA	NA	NA
	Midpriced to high-end retailer operating Chair King Backyard Stores in Texas and Fortunoff Backyard Stores in New York, New Jersey, Connecticut, Delaware and Florida. At year's end, operated 18 Chair King and 19 Fortunoffs, as well as Leisure Collections, a design showroom in Houston, serving designers, builders and the contract and hospitality industry. Also operates e-commerce websites for both brands. Key vendors include Foremost, Agio, Hanamint, Mallin, Treasure Garden, NCI, Erwin and several private labels. In 2013, opened one Chair King Backyard Store in Houston and six Fortunoff Backyard Stores, in Cherry Hill and Ledgewood, N.J., Stamford, Conn., and Stuart, Palm Beach Gardens and Boca Raton, Fla. The showrooms in Connecticut and Florida are new states for the retailer. Plans to end 2014 with 45 stores including its first store in Delaware in Wilmington and two more in Florida in Fort Lauderdale and Fort Myers, all of which opened earlier this year. Other openings include one store each in New York and New Jersey and one to two more stores in Florida. Has a social media presence through Facebook and Pinterest.								

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		2013	2012		2013	2012			
60 (58)	Gardner-White Auburn Hills, Mich. Family-owned retailer, serving southeastern Michigan since 1912. Operates promotional to midpriced stores in metro Detroit, with two in Warren and one each in Auburn Hills, Canton, Macomb Township, Southfield, Taylor and Waterford and two within Best Buy consumer electronics stores in Bloomfield Hills and Novi. The Gardner-Whites inside the Best Buy stores sell motion and leather upholstery, entertainment centers and bedding. Also sells online. Units average 31,500 square feet and carry product from key vendors Albany, Ashley, Corinthian, Cheers, Futura Leather, Genesis, Lifestyle Enterprise, Natuzzi, Restonic, Serta, Simmons and Tempur-Pedic. Plans to open a 30,000-square-foot store in Brighton, Mich., this coming fall. Has a social media presence through Facebook and Twitter.	\$100.0	\$100.0	0.0%	10	10	NA	100%	NA
61 (57)	Big Sandy Superstore Franklin Furnace, Ohio Family-owned business founded in 1953. Midpriced chain operating 12 Big Sandy Superstores in Ohio, Kentucky and West Virginia, three Pieratt's in central Kentucky in the Lexington area, and 10 Furniture & ApplianceMart and Ashley Furniture HomeStores in central and eastern Wisconsin. Operations include outlet stores in Ashland, Ky., and in De Pere, Oshkosh and Wausau, Wis. Sales from appliances and electronics, \$65 million. Units average 35,000 square feet. In 2013, sold four John Eye's Big Sandy Superstores in West Virginia in Beckley, Lewisburg, Princeton and Summersville to No. 55 Grand Home Furnishings. Opened its first stand-alone mattress store called MattressMart in Wisconsin Rapids, Wis. Also closed the Furniture & ApplianceMart/Ashley Furniture Homestore in Waupaca, Wis. Earlier this year opened a new 50,000-square-foot Big Sandy Superstore in Lancaster, Ohio. Has a social media presence through Facebook, Twitter and Pinterest.	\$100.0	\$100.0	0.0%	25	29	875	85%	\$134
		\$165.0 total revenues							
62 (60)	Sit 'n Sleep Gardena, Calif. Promotional to high-end Southern California bedding specialist with stores in the greater Los Angeles area. Founded in 1997. Also sells online. Units average 11,013 square feet. Average gross margin, 47%. Key vendors include Aireloom, Dr Brues, E.S. Kluff, Mantua, Octaspring, Sealy, Sherwood, Simmons and Tempur-Pedic. Four new units were opened in 2013 in Chino Hills, Ontario and Long Beach and in Santa Barbara — a new market. Two new units are planned for 2014, one in Burbank which opened earlier this year and one in San Clemente. Has a social media presence through Facebook, Twitter and YouTube.	\$99.3	\$96.5	2.9%	31	27	341	100%	\$291
63 (67)	Broad River Furniture Charlotte, N.C. Privately owned group in business since 2003, operating promotional to midpriced Ashley Furniture HomeStores in the Carolinas and Georgia. Operates ten HomeStores in North Carolina in Charlotte, including an Ashley outlet, Concord/Kannapolis, Fayetteville, Gastonia, Hickory, Matthews, Mooresville, Pineville and Raleigh; four in South Carolina in Anderson, Columbia, Greenville and Spartanburg; and one in Augusta, Ga. Units average 32,300 square feet. The HomeStores also carry bedding by Sealy and Tempur-Pedic. In 2013, relocated the Charlotte outlet increasing its size from 10,000-square-feet to 26,000-square-feet. Has a social media presence through Facebook, Twitter, YouTube and LinkedIn. Offers free WiFi for customers.	\$96.1	\$85.3	12.7%	15	15	476	100%	\$202
64 (61)	Innovative Mattress Solutions Winfield, W. Va. 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. Mattress vendors include Octaspring, Sealy, Stearns & Foster, Tempur-Pedic and the company's own uDream brand. Spring 2013, introduced the uDream mattress line designed by owner, Kim Knopf. The line features innerspring and memory foam mattresses. Has a social media presence through Facebook, Twitter and Pinterest.	\$96.0	\$93.0	3.2%	150	147	NA	100%	NA
65 (62)	Wolf Furniture Bellwood, Pa. Family-owned, in business since 1902. Midpriced retailer with stores in Altoona, Johnstown, State College, Hanover, Chambersburg, Harrisburg, Mechanicsburg, York and Lancaster, Pa.; Frederick and Hagerstown, Md.; and Leesburg, Va. Operations also include a Clearance Center in Altoona. Carpeting sales and revenues other than sales, \$1.2 million. Units average 43,000 square feet. Wolf Furniture's Allegheny Furniture Consignment & More expanded with a second store opening in Lancaster, Pa., earlier this year and the company's first licensee, Laurel, Del.-based Johnny Janosik. AFC, which is owned by Wolf's CEO and other investors, is not included in Wolf Furniture's sales or store count. Has a social media presence through Facebook, Twitter and Pinterest.	\$95.5	\$93.0	2.7%	13	13	NA	NA	NA
		\$96.7 total revenues							
66 (68)	Mattress Warehouse Frederick, Md. Privately held bedding specialty retailer in business since 1989 operating stores throughout Delaware, Maryland, New Jersey, North Carolina, Pennsylvania, Virginia, West Virginia and Washington. Mattress Warehouse also sells online and over the phone. The retailer offers a number of brand manufacturers including Aireloom, Sealy, Serta, Simmons, Stearns & Foster and Tempur-Pedic and carries a wide variety of sleep accessories and furniture-related items. Moved into New Jersey with stores opening in Moorestown and Woolwich Township. Has a social media presence through Facebook, Twitter, Pinterest, Google+, Instagram and YouTube.	\$91.0	\$85.0	7.1%	165	156	NA	100%	NA
67 (66)	Walter E. Smithe Furniture Itasca, Ill. Third-generation, family-owned business founded in 1945. Midpriced to high-end special-order chain with stores throughout the greater Chicagoland area in Arlington Heights, Geneva, Glendale Heights, Lincoln Park, Lincolnshire, Naperville, Oak Brook, Orland Park, Skokie and Vernon Hills, Ill., and Merrillville, Ind. Has a social media presence through Facebook, Twitter, Pinterest and YouTube.	\$90.0	\$85.4	5.4%	11	11	NA	100%	NA
68 (70)	Morris Furniture Dayton, Ohio Privately owned, midpriced retailer serving central and southwestern Ohio and Northern Kentucky with Morris Home Furnishings, Ashley Furniture HomeStore, The Morris Backroom, The Better Sleep Shop and The Morris Big TV store. Operations include two Morris Home Center complexes and two additional Ashley Furniture HomeStores in the Cincinnati market. The Home Centers include one of each of Morris' five branded stores. Morris Furniture also operates two Morris Home Furnishings, three Ashley Furniture HomeStores, two Morris Big TV stores and two Morris Backroom clearance centers in the Dayton, Ohio area, and three Ashley HomeStores in the Columbus, Ohio market. Also sells online. Electronics and home theater sales, \$2.5 million. Units average 38,000 square feet. Average stock turns, 4 times. Average gross margin, 47%. Same-store sales increased 2% last year. In 2013, opened two Ashley Furniture HomeStores in the Cincinnati market. In 2014, has closed all Big TV stores. Other plans for 2014 include one more Ashley Furniture HomeStore in the Cincinnati market and additional Ashley Furniture HomeStores in the Columbus market. Has a social media presence through Facebook, Twitter, Pinterest, Google+ and LinkedIn.	\$89.3	\$81.0	10.2%	24	20	590	96%	\$160
		\$92.0 total revenues							

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Rank (last year)	Company, home base and notes	Estimated furniture, bedding, accessory sales in \$ millions 2013	2012	Percent change 2012 to 2013	Number of units 2013	2012	Selling space all stores sq. ft. 1000s	Furniture, bedding, accessories percent of selling space	average sales per sq. ft.
69 (63)	Jennifer Convertibles Woodbury, N.Y. Owned by Chinese upholstery producer Haining Mengnu. Sofa-sleeper and leather specialist operating 55 Jennifer Convertibles, Jennifer Leather, Jennifer Convertibles & Leather and Jennifer Home Furnishings stores in California, Connecticut, Maryland, New Jersey, New York and Virginia; and six promotional to midpriced Ashley Furniture HomeStores in greater New York. Closed nine showrooms in 2013. Plans to end 2014 with 65 units, including soon to open new concept full-line furniture stores in Orange, Conn., and Middle Village, N.Y. Has a social media presence through Facebook, Twitter, Pinterest, Google+ and YouTube.	\$85.0	\$90.0	-5.6%	61	70	NA	100%	NA
70 (64)	Lacks Valley Stores Pharr, Texas Family-owned, founded in 1935. Midpriced to high-end chain serving South Texas from Laredo to Port Isabel, with two stores in McAllen and one store each in Alice, Brownsville, Edinburg, Harlingen, Laredo, Mission, Pharr, Rio Grande City, San Benito and Port Isabel. Sales from electronics and major appliances as well as nonmerchandise revenues, \$24.8 million. Has a social media presence through Facebook and Pinterest.	\$83.6 \$108.5 total revenues	\$87.7	-4.6%	12	12	NA	NA	NA
71 (71)	Darvin Furniture Orland Park, Ill. Family-owned, in business since 1920. Midpriced to upscale retailer serving Chicago, the surrounding suburbs, northern Illinois and northern Indiana with a Darvin Furniture super store, a clearance center and mattress store all located on 11 acres. Offers more than 80 brand names including AICO, American Drew, Aspenhome, Bassett, Bernhardt, Best Chair, Broyhill, Chateau D'ax, Daniel's Amish, England, Flexsteel, Franklin, Homestretch, Hooker, Jonathan Louis, Karastan, King Hickory, Klausner, Lane, La-Z-Boy Kids, Palliser, Pulaski, Sealy, Serta, Simmons, Southern Motion, Stanley, Young America, Stearns & Foster, Tempur-Pedic, Thomasville and Universal. Is adding an additional 20,000 square feet to its showroom in 2014. Has a social media presence through Facebook, Twitter, Pinterest and YouTube.	\$83.0	\$79.0	5.1%	1	1	120	100%	\$691
72 (69)	FAMSA Dallas Owned by Grupo Famsa, S.A.B. de C.V. Midpriced, credit-oriented retailer focused on serving the U.S. Hispanic population. Operates 22 stores in Texas in the areas of Austin, Dallas, Houston, Rio Grande Valley and San Antonio and three in Illinois in the Chicago area. Merchandise mix includes appliances, computers and electronics. Offers a program called Famsa-to-Famsa through which customers purchase goods at its stores and have them delivered to relatives in Mexico and some Central American countries. Has a social media presence through Facebook and Twitter.	\$81.0 \$152.8 total revenues	\$82.8	-2.2%	25	25	694	NA	NA
73 (72)	The RoomStore Phoenix Owned by Alan and Phillip Levitz and Dan Selznick. Founded in 1993. Promotional to midpriced room package specialist operating eight RoomStores and one clearance center in metro Phoenix, and one RoomStore each in Prescott and Casa Grande at year's end. Average stock turns, 10 times. Units average 34,400 square feet. In January 2014, opened a new store in North Phoenix at Happy Valley Towne Center. Has a social media presence through Facebook, Twitter and YouTube. Offers free WiFi for customers.	\$79.4	\$77.0	3.1%	11	11	344	100%	\$230
74 (83)	Bob Mills Furniture Oklahoma City Family-owned, established in 1971. Midpriced retailer operating stores in Oklahoma City, Amarillo, Lubbock, Odessa, Temple, Waco and Midland, Texas. Units average 41,000 square feet. In 2013, opened a showroom in Waco, Texas in July and one in Midland, Texas in October. Has a social media presence through Facebook, Twitter, Pinterest, YouTube and Google+.	\$79.0	\$60.0	31.7%	7	5	290	100%	\$272
75 (73)	Kittle's Furniture Indianapolis Family-owned, founded in 1932. Promotional to high-end Indiana and Ohio operator of seven Kittle's stores, three Rooms Express, two outlets and one Bassett Home Furnishings store. In-store galleries: Bassett, four; Bernhardt, three. Other key vendors include Canadel, Corinthian, Craftmaster, HTL, Jofran, Jonathan Louis, Klausner, Legacy, Serta, Simmons, Smith Brothers, Sleep to Live, Tempur-Pedic and Vaughan-Bassett. Same store sales increased 4% last year. In 2013, converted one of its existing Rooms Express into a Bassett Home Furnishings store and another one into an Outlet, opened two new Rooms Express stores and completed a total reinvention of the Kittle's Easton store in Columbus, Ohio. Also completed major remodels to a number of other stores resulting in those stores being closed for significant periods of time. Has a social media presence through Facebook and Pinterest.	\$79.0	\$77.0	2.6%	13	11	NA	100%	NA
76 (78)	Hudson's Sanford, Fla. Family-owned, founded in 1981. Midpriced to upscale Florida retailer serving much of Central Florida from Sarasota to Ormond Beach. Operates 13 Hudson's Furniture showrooms and three outlet centers. Also operates Hudson's Vacation Interiors as a division of the Hudson's store in Altamonte Springs. Sales and store count for 2012 revised. Units average 35,000 square feet. Showrooms carry a number of brands, including Best Home Furnishings, Bassett, Ekornes, American Drew, Broyhill, Flexsteel, Lane, Lexington Home Brands, Natuzzi, Stanley and Serta, Simmons and Tempur-Pedic in bedding. In 2013, opened a showroom in Ocala and outlets in Ormond Beach and Altamonte Springs. Also relocated the showroom in Melbourne and closed the New Smyrna Beach location. In late April or early May of this year, will open a new unit in Bradenton in a two-level former Dillard's department store space. At 110,000-square-feet, the showroom will be the retailer's largest. Has a social media presence through Facebook, Twitter, Pinterest, YouTube and Instagram.	\$78.0	\$69.0	13.0%	16	13	NA	100%	NA
77 (74)	Schewel Furniture Lynchburg, Va. Family-owned, midpriced, credit-oriented chain in Virginia, West Virginia and North Carolina. Sales from appliances, electronics, carpeting and other non-furniture merchandise, \$29 million. Credit income and other non-merchandise revenues, \$17 million. Units average 20,000 square feet. Average stock turns, 3 times. Average gross margin, 43%. Plans to open one new store in Richmond, Va., this year. Has a social media presence through Facebook and Twitter.	\$77.0 \$123.0 total revenues	\$75.0	2.7%	51	51	1,000	90%	\$100
78 (NR)	Mitchell Gold + Bob Williams Taylorsville, N.C. Privately owned, celebrating 25 years in business. Manufacturer's dedicated store network of company-owned and licensee-owned high-end stores in the U.S., Canada and Mexico. Operations include Flagship Signature Stores in Beverly Hills and Santa Ana, Calif.; Boston; Chicago; Houston; New York City-SoHo; and Paramus, N.J., as well as other Signature Stores in Ann Arbor, Mich.; Atlanta; Dallas and Plano, Texas; Greenwich, Conn.; Manhasset, N.Y.; Nashville, Tenn.; Natick, Mass.; Portland, Ore.; Washington, D.C.; Puerto Rico; Mexico City; and Toronto. Sales and store counts for the U.S. and Puerto Rico. Also sells online. Stores average 8,000 to 10,000 square feet. In 2014, will open a Signature Store in McLean, Va., this spring, in Denver this summer, and in Miami, St. Louis and Alpharetta, Ga., this fall. Has a social media presence through Facebook, Twitter and Pinterest.	\$75.0	\$61.0	23.0%	18	13	NA	100%	NA

Rank (last year)	Company, home base and notes	Estimated furniture, bedding, accessory sales in \$ millions 2013	2012	Percent change 2012 to 2013	Number of units 2013	2012	Selling space all stores sq. ft. 1000s	Furniture, bedding, accessories percent of selling space	average sales per sq. ft.
79 (75)	Sam Levitz Furniture Tucson, Ariz. Family-owned, founded in 1953. Promotional to high-end retailer in metro Tucson, operating three Sam Levitz Furniture stores, one Ashley Furniture HomeStore and one Sam's Furniture Outlet. Also sells online. Internet sales accounted for 1.5% of 2013 total sales. Stores average 55,000 square feet. Key vendors are Ashley, Bernhardt, Broyhill, Cheers, Coaster, Hooker, Lane, Lifestyle, Offshore Furniture, Robert Michaels, Sealy, Simmons Upholstery and Tempur-Pedic. Average stock turns, 6 times. Average gross margin, 41%. Will finish remodeling its East Tucson store on North Pantano Road this year. Has a social media presence through Facebook and Twitter. Offers free WiFi for customers.	\$72.6	\$70.2	3.5%	5	5	275	100%	\$264
80 (79)	C.S. Wo & Sons Honolulu Family-owned, founded in 1909. Promotional to high-end retailer operating C.S. Wo Gallery stores, SlumberWorlds, HomeWorlds and Ashley Furniture HomeStores on three Hawaiian Islands and California. On Oahu, operates one high-end C.S. Wo Gallery store, two HomeWorld superstores, two Ashley Furniture HomeStores and four 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: La-Z-Boy and Ekornes, five each. Other key vendors include Drexel Heritage, Jonathan Louis, Natuzzi, Simmons and Tempur-Pedic. In September 2014, will open the first two of its new affordable contemporary concept stores. Named Red Knot, the 7,000 to 9,000-square-foot stores will utilize existing store square footage but have separate entrances, staff, marketing and operational plans. A third Red Knot will open mid-2015 as part of a brand new 60,000-square-foot facility that will also include a HomeWorld, SlumberWorld and Ashley Furniture HomeStore. Has a social media presence through Facebook, Twitter, Pinterest, YouTube and Instagram.	\$71.0	\$64.0	10.9%	16	16	296	100%	\$240
81 (76)	American Mattress Elmhurst, Ill. Family-owned business founded in 1988. American Mattress is the largest Serta bedding specialist in the Midwest with locations serving the entire Chicagoland, Northwest Indiana, Indianapolis and Fort Wayne markets. American Mattress carries the entire line of Serta, iComfort, iSeries and Tempur-Pedic mattresses, as well as Ashley Furniture and a full-line of mattress and bedding accessories. Expanded into the Mishawaka-South Bend, Ind., market in 2013. Has a social media presence through Facebook, Google+, Twitter, Yelp and Pinterest, as well as a mattress buying mobile application. Is a strong supporter of local communities and charities.	\$67.0	\$70.0	-4.3%	92	90	NA	100%	NA
82 (81)	Kimbrell's Charlotte, N.C. Fiscal year ends July 31. Family-owned, founded in 1915. Promotional, credit-oriented chain operating 49 stores in the Carolinas and one store in Georgia at year's end. Credit income, \$11.6 million. In-store gallery: Ashley's iKidz, 49. Other key vendors include Corinthian, Crown Mark, Hughes, Sealy and Southern Motion. Held a grand opening in November 2013 for its 50th location — a 37,000-square-foot Charleston-area showroom in Goose Creek, S.C. Also relocated its showroom in Morganton, N.C., in November. Earlier this year closed its showroom in Hartsville, S.C. Will end the year with 49 units. Has a social media presence through Facebook, Twitter, Pinterest and YouTube.	\$66.2 \$77.8 total revenues	\$62.0	6.8%	50	49	NA	NA	NA
83 (NR)	Roche Bobois New York 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 45 countries, including 17 company-owned and 12 franchised-owned stores in major metropolitan areas in the United States, Puerto Rico and Canada. Sales and store counts for the U.S. and Puerto Rico only. Units average 8,000 square feet. Opened two new showrooms in 2013, in North Palm Beach, Fla., and in New York City's Upper East Side. In 2014, relocated the Atlanta showroom to the Buckhead neighborhood in April and plans to relocate the Seattle store in June. Will also open a new unit in Portland, Ore., this summer and one in Florida, this fall. Has a social media presence through Facebook and YouTube.	\$65.9	\$57.5	14.7%	23	22	203	100%	\$400
84 (84)	EBCO Phoenix Privately owned La-Z-Boy licensee group operating in Arizona, founded in 1983. At year's end, operated six La-Z-Boy Furniture Galleries in Phoenix and the surrounding areas of Mesa, Chandler, Glendale, Scottsdale and Goodyear, two in Tucson, one in Flagstaff and a La-Z-Boy Bedrooms and Dining Room store in Glendale. Also sells online. La-Z-Boy units average 17,000 square feet; La-Z-Boy Bedroom and Dining store is 13,000 square feet. Average stock turns, 9.2 times. Average gross margin, 54.8%. In March 2014, opened a La-Z-Boy Home Furnishings and Decor new store format in Scottsdale, Ariz., replacing a slightly smaller showroom in Phoenix. Has a social media presence through Facebook, Pinterest, Twitter and Google+.	\$65.9	\$59.2	11.3%	10	10	160	100%	\$411
85 (77)	Louis Shanks of Texas Austin, Texas Family-owned, founded in 1945. Midpriced to high-end retailer operating stores in Austin, Houston and San Antonio. Showrooms offer consumers a wide selection of home furnishings from more than 70 suppliers, including window coverings, linens and flooring; revenues not included. Also offers high-quality decorative oil paintings and custom artwork displayed within the furniture room settings. Completed a major remodel of half of its 125,000-square-foot Houston showroom last year giving a lighter, brighter, more open look to the store. Added a 6,000-square-foot Tommy Bahama store-within-a-store concept as well. The retailer had closed the Houston showroom for about a week in March before starting on the five month project. Has a social media presence through Facebook.	\$64.0	\$68.6	-6.7%	3	3	NA	NA	NA
86 (87)	Mealey's Furniture Warminster, Pa. Founded in 1970. Offers midpriced home furnishings in six full-serve Philadelphia area stores in Devon, Bensalem, Fairless Hills, Warminster and Whitehall, Pa., and Moorestown, N.J., and in an outlet center in Morrisville, Pa. Stores offer a Mealey's Cafe with free snacks, drinks and a play area for kids. Units average 60,000 square feet. Has a social media presence through Facebook, Twitter, Pinterest, Google+, YouTube and Flickr.	\$61.6	\$57.0	8.1%	7	7	280	100%	\$220

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Rank (last year)	Company, home base and notes	Estimated furniture, bedding, accessory sales in \$ millions 2013	2012	Percent change 2012 to 2013	Number of units 2013	2012	Selling space all stores sq. ft. 1000s	Furniture, bedding, accessories percent of selling space	average sales per sq. ft.
87 (80)	FFO Home Muldrow, Okla. Privately owned chain with showrooms across five states in the mid-south in Missouri, Arkansas, Oklahoma, Kansas and Mississippi. Founded in 1984 as Furniture Factory Outlet, the company originally specialized in one-time, limited quantity inventory factory overruns and manufacturer cancellations. Since changing the name to FFO Home in fall 2012, the company has continued to provide the lowest prices and specializing in special buys, but is now focused on expanding its offering with even greater quality, a broader selection, increased brand name product offerings, superior customer satisfaction and a new advertising campaign "Where Great Quality Lives for Less." FFO Home also continues to grow the bedding offering through its vertically integrated bedding manufacturing operation. In November 2013, FFO Home opened a new showroom in Searcy, Ark., and has scheduled new store openings in Conway and Jonesboro, Ark., for 2014.	\$61.6	\$63.1	-2.4%	32	31	NA	100%	NA
88 (82)	Phillips Home Furnishings St. Louis Phillips Furniture was acquired by No. 49 Dufresne Spencer Group in December 2013. The family-owned business founded in 1937 operated stores in metro St. Louis and Columbia, Mo. The stores include one Phillips Furniture in the St. Louis area, in Kirkwood and seven Ashley Furniture HomeStores, six in metro St. Louis and one in Columbia. DSG has no immediate plans to change any of the store formats. Sales are included through the time of acquisition on December 17.	\$60.1	\$61.7	-2.7%	0	8	NA	100%	NA
89 (86)	Home Furniture Lafayette, La. Family-owned, founded in 1945. Midpriced retailer with six stores in Louisiana and two in Texas. In Louisiana, operates two each in Lafayette and Baton Rouge and one each in Lake Charles and New Iberia. In Texas, operates one each in Beaumont and Port Arthur. Also sells online. Internet sales accounted for approximately 1% of 2013 total sales. Units average 30,000 square feet. Has a social media presence through Facebook, Twitter, Pinterest and YouTube. Offers free WiFi for customers.	\$57.9	\$57.8	0.2%	8	8	240	100%	\$241
90 (96)	Wellsville Carpet Town Weston Mills, N.Y. Family-owned group with promotional to midpriced Ashley Furniture HomeStores and a Carpet Town Carpet One store in western New York state, Pennsylvania and Ohio. Operations include six Ashley stores and an outlet in New York in the Buffalo, Rochester, Olean and Corning markets; two in Pennsylvania in Altoona and Johnstown; and two in Ohio in the greater Cleveland market in Fairlawn and Mentor. The Carpet One store is attached to the Ashley HomeStore in the Olean market in Weston Mills. Carpeting sales, about \$1 million. Ashley stores average 35,000 square feet and include key vendors, Simmons and Sealy for bedding. In 2013, opened a 35,000-square-foot Ashley store in the Cleveland market, in Mentor. Opened its fourth Cleveland-area HomeStore in Brooklyn, Ohio in April 2014. Will continue to expand in Ohio and Pennsylvania. Has a social media presence through Facebook and Twitter.	\$54.5	\$44.8	21.8%	12	11	380	NA	NA
91 (89)	Walker Furniture Las Vegas Fiscal years ended Jan. 31. Owned by principal stockholder Deanne Alterwitz and family. Founded in 1961. Promotional to upper-medium chain with a nine-acre campus in the northwest Las Vegas Valley housing the main showroom Walker Furniture and Rooms by Walker/Walker Outlet/Walker Tent & Clearance Center. At its warehouse location a few miles from the main campus is a Rooms by Walker/Walker Outlet/Outlet & Clearance Center. Also operates 20 Serta-exclusive Best Mattress satellite bedding specialty shops throughout Nevada. Revenues other than sales, \$2 million. Average stock turns, 3.3 times. Has a social media presence through Facebook, Twitter and YouTube. Offers free WiFi for customers.	\$54.4	\$52.5	3.7%	23	24	281	100%	\$193
92 (85)	Weekends Only Furniture Outlet St. Louis Family-owned, in business since 1996. Promotional to midpriced retailer operating five stores in the St. Louis market area in Fairview Heights, Ill.; and in St. Peters, St. Louis, Bridgeton and Manchester, Mo. Stores are only open Fridays, Saturdays and Sundays and carry first-quality, brand-name furniture as well as closeouts, overstocks and one-of-a-kinds. Also sells online. Units average 44,200 square feet. Key vendors include Affordable, Ashley, Albany, Holland House, Man Wah, Restonic, Simmons and Southerland. Average stock turns, 6.6 times. Launched its online sales in October 2013. Has a social media presence through Facebook, Twitter, Pinterest, Google+, Instagram and YouTube.	\$54.2	\$57.9	-6.5%	5	5	220	100%	\$280
93 (100)	LoveSac Stamford, Conn. Privately held, in business since 1995. Alternative upholstery manufacturer and retailer of high-end specialty furniture operating across 25 states selling its unique patented furniture products, the original foam-filled Sac and its modular sectional furniture system called Sactionals. Also operates one store each in New South Wales, Australia and Abu Dhabi, Saudi Arabia. Additionally, LoveSac sells online with Internet sales accounting for approximately 20% of 2013 total sales. Units are all mall-based and average 1,000 square feet. Average stock turns, 10 times. Average gross margin, 56%. Same-store sales increased 20% last year. In 2013, opened seven stores and closed two. Plans to end 2014 with 64 stores, opening 10 new locations in major markets, including ones in Oregon and Missouri, both new states. Has a social media presence through Facebook, Twitter, Pinterest, YouTube and Google+.	\$50.0	\$40.0	25.0%	54	49	54	100%	\$926
94 (90)	Conlin's Furniture Billings, Mont. Family-owned business founded in 1937. Midpriced chain serving Montana, North Dakota, South Dakota, Wyoming and Minnesota with 17 Conlin's Furniture stores and one Conlin's Furniture Outlet. Operates eight showrooms in Montana, including the outlet, six in North Dakota, two in South Dakota and one each in Wyoming and Minnesota. Converted the Al's Furniture stores in Kallispell and Missoula, Mont., to Conlin's Furniture. Has a social media presence through Facebook and Pinterest.	\$50.0	\$50.0	0.0%	18	18	NA	100%	NA
95 (92)	Miskelly Furniture Jackson, Miss. Family-owned, founded in 1978. Midpriced 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, Simmons, Serta, Sealy and Tempur-Pedic. Average stock turns, 7.1 times. Average gross margin, 47.6%. Has a social media presence through Facebook, Twitter, Pinterest and Instagram.	\$49.6	\$48.1	3.1%	6	6	208	100%	\$239

Rank (last year)	Company, home base and notes	Estimated furniture, bedding, accessory sales in \$ millions		Percent change 2012 to 2013	Number of units		Selling space all stores sq. ft. 1000s	Furniture, bedding, accessories percent of selling space	average sales per sq. ft.
2013	2012	2013	2012	2013	2012				
96 (88)	JCPenney Home Store Plano, Texas Fiscal years ended Feb. 1 and Feb. 2. Part of publicly held J. C. Penney, which was founded by James Cash Penney in 1902. Operates 26 Home Stores and three furniture outlets. Home Stores' furniture and mattress selections include Design by Conran, Five Star, Happy Chic by Jonathan Adler, Sealy, Serta and Stearns & Foster. The company spent much of 2013 stabilizing its business and reconnecting with its core customer, returning the majority of its business to a promotional model and ending the year with total sales down only 8.7% compared to 24.8% the previous year. In January 2014, announced the closing of 33 underperforming stores, including one furniture outlet store, by early May. Sales estimates exclude figures from the furniture departments of JCPenney's main department stores. Has a social media presence through Facebook, Twitter, Pinterest, Google+ and YouTube.	\$48.0	\$55.0	-12.7%	29	32	NA	NA	NA
97 (95)	Russell Turner Furniture Holding Corp. Thomasville, Ga. Formerly listed as Turner Furniture Holding Corp. Family-owned business founded in 1915. At year's end, operated 11 promotional to midpriced Ashley Furniture HomeStores in Thomasville and Columbus, Ga.; Tallahassee and Pensacola, Fla.; Mobile, Spanish Fort and Opelika, Ala.; Biloxi, Miss.; and Greensboro, Winston-Salem and Burlington, N.C. Units average 36,500 square feet. HomeStores also carry bedding by Sealy and Tempur-Pedic. Average stock turns, 9.7 times. Average gross margin, 49%. In 2013, closed Dwelling Interiors in Tallahassee, Fla. In April 2014, opened an Ashley Furniture HomeStore in Albany, Ga. Has a social media presence through Facebook and LinkedIn.	\$47.5	\$46.0	3.3%	11	12	402	100%	\$118
98 (97)	Gardiners Furniture Baltimore Family-owned, in business since 1942. Midpriced Maryland retailer with stores in Towson, Catonsville, Westminster, Pasadena and Bel Air. Also sells online. Internet sales accounted for approximately 1% of 2013 total sales. Units average 48,000 square feet. In-store galleries: Aspen, three. Other key vendors include A.R.T., Ashley, Broyhill, Kincaid, Klaussner, Simmons and Southern Motion. Average stock turns, 4 times. Average gross margin, 44.1%. In 2013, opened a 25,000 square foot clearance outlet in the lower level of its Catonsville showroom. Has a social media presence through Facebook, Twitter, Pinterest and YouTube.	\$46.5	\$44.8	3.8%	5	5	240	100%	\$193
99 (94)	Belfort Furniture Dulles, Va. Family-owned, lower-midpriced to luxury Washington-area retailer. Founded in 1987. Operates a midpriced to luxury Belfort Galleries, a promotional Belfort Basics, a Belfort Mattress, a Belfort Kidz and a Belfort Interiors — all on a 13.5-acre tract about 20 miles west of the White House. Also sells online. Internet sales accounted for approximately 2% of 2013 total sales. Exclusive and private-label merchandise accounted for over 20% of sales in 2013. In-store galleries: Kincaid, one; Aspenhome, one. Other key vendors include Bernhardt, Craftmaster, Huntington House and Rowe. Has a social media presence through Facebook, Twitter, Pinterest, Google+, LinkedIn and Instagram. Offers free WiFi for customers.	\$45.5	\$46.7	-2.6%	5	5	105	100%	\$433
100 (NR)	Boston Interiors Stoughton, Mass. Fiscal years ended Nov. 30. Family-owned business founded in 1979. Upper-midpriced retailer operating stores in Stoughton, Brookline, Mashpee, Hanover, Westborough, Natick and Saugus, Mass. Also sells online. Internet sales accounted for approximately 5% of 2013 total sales. Units average 15,107 square feet. In 2014, will relocate the Brookline store to a new location in Burlington. Has a social media presence through Facebook, Twitter, Pinterest and Instagram.	\$44.5	\$39.4	12.9%	7	7	106	100%	\$421

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