

FURNITURE|TODAY®

2016
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U.S. FURNITURE STORES



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Top 100 stores post 11% sales increase in 2015

BY CLINT ENGEL

HIGH POINT — The nation's largest furniture store chains combined for their biggest sales gain in 16 years last year, outpacing their smaller store counterparts and once again boosting their share of the overall furniture store market.

Furniture/Today's Top 100 U.S. furniture stores posted an 11% increase in 2015 furniture bedding and accessory sales, growing to \$41.87 billion. That's up from \$37.71 billion for the same companies last year and better than the combined \$37.05 billion for the Top 100 companies on last year's list (which was up 8.3% from the year before).

It was the sixth consecutive sales gain for the list and the first double-digit increase since 2000, when that group of Top 100 companies grew 1999 sales by 11.9%. Last year's gain for the Top 100 compares to a 7% increase to \$52.5 billion at all U.S. furniture stores.

That means the Top 100 — which Furniture/Today has been ranking now for 33 years — took home a bigger slice of the overall store sales pie, grabbing an 80% share, up from 79% for last year's Top 100. It's the third time in a row the largest furniture stores took three quarters or more of the market.

Against all furniture distribution channels (an estimated \$102 billion in sales), the Top 100 grew its share to 39%. That compares to 37% for the previous Top 100.

And just like last year, the biggest of the big grew at a faster clip than the overall Top 100. The Top 10 companies increased sales

	Sales, in billions*			Units		
	2015	2014	% change	2015	2014	% change
All Top 100	\$41.9	\$37.7	11%	12,341	11,748	5.0%
Top 10	\$21.4	\$19.0	13.0%	6,743	6,418	5.1%
Top 100 conventional furniture stores	\$22.0	\$20.0	10.2%	3,171	3,032	4.6%
Top 100 specialty stores	\$19.8	\$17.7	11.9%	9,170	8,716	5.2%

*Sales of furniture, bedding and accessories
Source: Furniture/Today's 2016 Survey of Top 100 U.S. Furniture Stores

13% to \$21.4 billion — the largest percentage increase of any Top 100 subcategory, except bedding specialty stores (more on that later in this report).

Strong showing

The Top 100's record sales pace came despite a slowdown in the store expansion rate. The group netted 593 stores last year, up 5% from the year before. That compares to a net 711 new stores (a 7.4% increase) for the companies on last year's list.

For industry analyst Jerry Epperson, the strong showing makes perfect sense and mirrors the strength of industry in general last year.

"That's appropriate since 1999 was the best year the furniture industry has had since World War II, and 2015 was the best year we've had since 1999," said Epperson, managing director of Richmond, Va.-based Mann, Armistead and Epperson. He's studied the monthly numbers that come out from various sources on furniture consumption, shipments and sales, and "last year was one of those rare years with very few negative numbers.

"It seemed like month after month, business built," he said. "You could see it in the confidence in our retailers as they were investing in their businesses, opening stores, expanding ad budgets, refurbishing and hiring. It was all over the place.

"A number (of Top 100 companies) are out buying other chains, and that brings stores into that universe that were outside before."

Unfortunately, he added, the strength the industry saw in 2015 didn't continue into the first quarter of this year. Economic growth slowed, and the furniture industry was not immune to the pause.

"While we didn't have major issues — housing, consumer income and household formations were strong — it was kind of a blah economic period," Epperson said. "Even though we had better weather, we didn't really get the bang for the buck in the first quarter that I think we'll get for the remainder of the year."

Impact of e-commerce

Epperson wasn't surprised by the Top 100's share gain against all channels either, noting that many of the retailers on Furniture/Today's ranking have well established e-commerce businesses alongside their physical footprints now, so they're competing across channels and appealing to consumers in ways some of the pure-play e-commerce retailers cannot.

Some of the retailers who have shared numbers with him, show online sales gains in the 20% and 30% range, he said, adding, "There seems to be some magic in the combination of brick and mortar and Internet.

"Part of it is the consumer takes some comfort from buying from an entity that actually has

real stores and real knowledge and a history behind it." There's also a greater perception of convenience when it comes to returns and easier ways for furniture stores to liquidate that product, Epperson added.

Ashley HomeStore — previously referred to as Ashley Furniture HomeStore — repeated as No. 1 on the Top 100 for the 10th consecutive year, with furniture, bedding and accessory sales growing an estimated 7.7% to \$3.52 billion.

The network of company-owned and licensed stores added a net 53 U.S. showrooms last year — many coming from the growing number of HomeStore licensees who also appear on this list.

Furniture/Today adjusts combined sales and store count data for the HomeStore network (and other dedicated store networks in the Top 100) to eliminate double counting in cases where the overall retail networks and licensees appear on the list. That way, networks such as Ashley HomeStore and La-Z-Boy get full credit for their size, while licensees are recognized for their own sales and store growth performances.

Here are some additional takeaways from this year's list:

5 newcomers

They include Columbus, Ohio-based Big Lots, which managed to break into the Top 10 at No. 9, with estimated furniture, bedding and accessory sales of \$1.3 billion.

Big Lots last appeared on the list back in 2004 (at No. 99) based solely on the \$58 million in sales at 45 free-standing furniture stores it operated back then. This time, its main discount stores made the cut as Big Lots furniture, bedding and accessory business accounted for 25% of total sales — just enough

The Top 100's share of

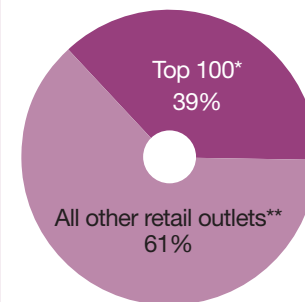
Sales through U.S. furniture stores



Estimated furniture, bedding and accessory sales through U.S. furniture stores were \$52.2 billion in 2015, up 7% from \$49.0 billion in 2014.

Total U.S. furniture store sales from all product categories were \$56.8 billion in 2015 and \$53.3 billion in 2014.

Sales through all distribution channels



Estimated furniture and bedding sales through all distribution channels were \$102 billion in 2015.

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

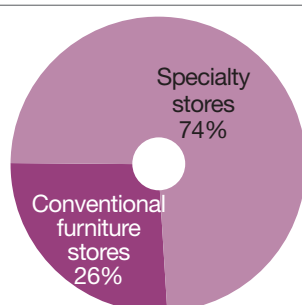
**Includes furniture stores not within the Top 100, as well as sales through department stores, warehouse membership clubs, online retailers, discount department stores, catalog merchants, television sellers, designers, office supply stores, rental stores, used outlets, home accent/gift specialty stores,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

Source: Furniture/Today's 2016 Survey of Top 100 U.S. Furniture Stores and the U.S. Dept. of Commerce.

Share of Top 100

Sales

Units



Sales of furniture, bedding and accessories

Source: Furniture/Today's 2016 Survey of Top 100 U.S. Furniture Stores

to qualify the giant discount chain for this ranking.

Bedding specialist Mattress-1One, of Orlando Fla., is another newcomer, at No. 49, with estimated sales of \$178 million at 248 stores last year. The company posted the greatest percentage sales gain of any Top 100 company, up 41.3% thanks in part to the addition of 68 stores.

The list gained one additional Ashley HomeStore licensee in No. 98, The Parrott Group, which operates a multi-line **p52**

Specialists vs. conventional stores

BY CLINT ENGEL

HIGH POINT — The specialty stores in the Top 100 dominated their larger conventional store counterparts in nearly every performance and growth category, but this year they owe it all to one subset — the bedding specialist.

Take bedding stores out of the equation, and the conventional stores grew sales at a faster rate and added more stores than the remaining specialists. Even without this adjustment, the conventional stores managed to claw back the lead in one of three performance categories this past year.

The 27 specialty store chains on this year's list — same number as last year — posted a combined 11.9% sales increase in furniture, bedding and accessory sales to \$19.84 billion. That was enough to top the 10.2% sales gain for the 73 conventional stores — which grew sales to \$22.03 billion — as well as the 11% gain for the Top 100 as a whole.

The Top 10 (a combination of both subcategories) posted a larger increase than the specialists — up 13% to \$21.44 billion — but the specialists now account for seven of the 10 names on the list. That's up one company from the previous year with the addition of No. 9 Big Lots.

Double-digit gains

Regardless, 2015 was a bit of a rebound year for conventional stores. While two bedding specialists accounted for the best sales gains among all Top 100 companies, seven of the 10 greatest percentage sales gains belonged to conventional stores this year, led by No. 82 Trivett's Furniture, up 36.6%, and No. 58 Wolf Furniture, up 35.2%. That compares to last year's Top 100, when five of the 10 greatest percentage sales gains belonged to conventional stores.

Among the Top 10 largest stores, two of the four double-digit sales increases went to conventional stores — No. 5 Rooms To Go (up 11.1%) and No. 6 Berkshire Hathaway furniture division (up 26%). Last year, the conventional stores only owned one of the four double-digit gains.

The specialists in the Top 10 with double digit increases were No. 3 Mattress Firm (up 38.6%) and No. 7 RH (up 14.4%).

The conventional stores also won back one of three perfor-

mance metrics, with median stock turns of 7.1 times, besting the specialty stores' median stock turns of 6.9 times.

Specialists lead

But beyond this, the specialty stores dominated. In addition to the better sales growth rate, the specialists added a lot more stores — a net 454 units vs. the net 139 store gain for conventional stores. At yearend, the specialty chains operated 9,170 stores, a 5.2% increase, while the conventional stores had 3,171 stores, up 4.6%.

The specialists grew their share of Top 100 total sales, too — to 47% from 45% on last year's list. Conventional stores, on the other hand, took a market share hit, dropping to 53% of the total sales from 55%. The share of total stores also grew for the specialists to 74% (vs. 69% for the previous year's specialists), while the conventional stores lost the corresponding five percentage points, dropping to a 26% share of the Top 100 total store count.

The median sales per square foot for specialty stores was \$939, far greater than the \$262 for conventional stores. Median gross margin for the specialist was 56% vs. 47% for conventional stores.

Of the five newcomers to the Top 100 this year, three were conventional retailers. But the two largest were specialists — Big Lots, which brought in 1,449 stores and \$1.3 billion in furniture, bedding and accessory sales, and No. 49 Mattress1One, the bedding specialist with 248 stores and \$178 million in sales last year. That made up for the loss of two bedding specialty names from last year, companies that were absorbed via acquisition by No. 3 Mattress Firm.

The conventional stores joining, meanwhile, took the three last spots on the Top 100 — No. 98 The Parrott Group, No. 99 Boston Interiors and No. 100 Johnny Janosik — combining for \$150.2 million in sales and 23 stores.

Bedding gains

The specialty stores are divided into four subcategories — bedding, lifestyle, living room and miscellaneous. And just like last time, it was the bedding specialists doing the heavy lifting, posting the best sales gains and store count increases in the Top 100 any way the list gets divided.

The nine bedding retailers

Top 10 conventional furniture stores

Ranked by sales of furniture, bedding and accessories

Rank	Company	Estimated furniture, bedding, accessory sales in \$ millions		Percent change 2014 to 2015	Number of units	
		2015	2014		2015	2014
1	Ashley HomeStore	\$3,524.4	\$3,273.7	7.7%	515	462
5	Rooms To Go	\$2,200.0	\$1,980.0	11.1%	134	131
6	Berkshire Hathaway furniture division	\$1,832.6	\$1,454.7	26.0%	33	32
11	Raymour & Flanigan	\$1,177.2	\$1,142.7	3.0%	111	106
14	American Signature	\$1,032.3	\$962.2	7.3%	119	124
15	Bob's Discount Furniture	\$1,008.8	\$823.2	22.5%	64	54
17	Havertys	\$804.9	\$768.4	4.7%	121	119
18	Ethan Allen	\$719.2	\$723.8	-0.6%	195	196
19	Art Van	\$690.0	\$620.0	11.3%	98	86
20	American Furniture Warehouse	\$595.6	\$494.5	20.4%	14	14

Top 10 specialty stores

Ranked by sales of furniture, bedding and accessories

Rank	Company	Estimated furniture, bedding, accessory sales in \$ millions		Percent change 2014 to 2015	Number of units	
		2015	2014		2015	2014
2	Ikea	\$3,075.0	\$2,830.0	8.7%	40	39
3	Mattress Firm	\$2,679.9	\$1,933.1	38.6%	2,481	2,208
4	Williams-Sonoma	\$2,635.0	\$2,400.0	9.8%	571	562
7	RH	\$1,705.0	\$1,490.0	14.4%	79	77
8	Pier 1 Imports	\$1,303.0	\$1,272.2	2.4%	953	984
9	Big Lots	\$1,300.0	\$1,215.0	7.0%	1,449	1,460
10	Sleep Number	\$1,184.1	\$1,119.7	5.8%	488	463
12	Sleepy's	\$1,130.4	\$1,053.0	7.4%	1,065	1,024
13	La-Z-Boy Furniture Galleries	\$1,114.7	\$1,051.0	6.1%	299	294
16	Crate and Barrel	\$845.0	\$760.0	11.2%	104	102

Source: Furniture/Today's 2016 Survey of Top 100 U.S. Furniture Stores

combined for a 20.7% sales increase to \$5.77 billion, while store count grew 9.9%, or by 456 stores to 5,077 units.

The 13 lifestyle retailers had the next best sales increase among specialists, up 9.2% for a combined \$11.46 billion, while their store count grew by only four units, or 0.2% to 2,244 stores. No. 2 Ikea is the largest among them, with 40 U.S. stores and

\$3.08 billion in furniture, bedding and accessory sales last year (up 8.7%). But No. 47 Z Gallerie posted the best sales increase among the subset, up 19.2% to \$183.5 million.

The three living room specialty stores — No. 13 La-Z-Boy Furniture Galleries, No. 83 Lovesac and No. 86 EBCO — combined for a 7.1% sales increase to \$1.19 billion and also added four stores

for a total of 357 showrooms at yearend.

In a miscellaneous category, Big Lots and No. 62 Chair King/ Fortunoff Backyard Store, combined for a 6.8% sales increase to \$1.42 billion, but the store count declined as Big Lots dropped a net 11 units and Chair King/Fortunoff Backyard added only one. They ended the year with 1,492 stores between them.

Top 100 stores

5 fell off

The Top 100 said goodbye for now to the Thomasville Home Furnishings store network as changes in the dealer network structure and product mix obstructed attempts to develop an accurate sales and store count es-

timate. JCPenney Home Store — No. 100 on last year's list — and Jennifer Convertibles, now going by Jennifer Furniture, didn't make the cut, either.

Two sleep chains — Sleep Train (No. 24 last year) and Back to Bed/Bedding Experts/ **p54**

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Parrott's Furniture at its home base in Florence, S.C., and 11 HomeStores in the Carolinas and Georgia. Also Stoughton, Mass.-based Boston Interiors (No. 99) and Johnny Janosik (No. 100) rejoined the list after a brief absence.

Bedding specialists dominate in sales, store count

BY CLINT ENGEL

HIGH POINT — The bedding specialists on the Top 100 were down one company from the previous year, but that didn't stop them from once again dominating all other subcategories on the list in sales and store count growth.

The nine bedding specialists this year, instead of 10, combined for a 20.7% increase in sales to \$5.77 billion. Store count for the group grew 9.9%, or by 456 units to 5,077 stores at yearend.

It was the second consecutive year this subset thoroughly outpaced the sales gains of all other stores on the list while tacking on more stores. The next closest category was the combined specialty stores, which includes the bedding retailers, with sales up 11.9%, followed by the larger 73-store conventional furniture store category, which posted a 10.2% sales gain.

The bedding group had one less company in its ranks, but it didn't really matter, as No. 3 Mattress Firm absorbed the sales and stores of two former Top 100 bedding companies, and newcomer No. 49 Mattress1One added stores and sales that had previously gone uncounted.

Industry analyst Jerry Epperson thinks the bedding specialists' growth should be "shaded a bit," given that much of the growth is not organic. "Mattress Firm and others are acquiring stores that were outside of the Top 100 listing," said Epperson, managing

director of Mann, Armistead and Epperson. "When you bring in five stores here and eight there, we're not talking organic growth. And not all the acquisitions Mattress Firm made were from (companies) within the top 15 or top 20 mattress specialty stores."

Yet much of it is a clear transfer of sales and stores from one Top 100 entity to another, which also tends to warp growth in favor of the bedding specialists.

Houston-based Mattress Firm, for instance, has claimed the title of largest bedding specialty chain since 2013, when it overtook No. 12 Sleepy's (based on 2012 sales). Last year, Mattress Firm increased sales 38.6% to \$2.68 billion and store count 12.4%, or by 273 stores (the greatest net growth among the Top 100), to 2,481 units.

In September 2014, Mattress Firm acquired Back to Bed/Bedding Experts/Mattress Barn, which was No. 99 on last year's list with 131 stores and sales through the time of acquisition of \$50 million. (The year before, it did an estimated \$106 million.) A month later, Mattress Firm acquired Sleep Train, which was at No. 24 last year with 314 stores and sales of \$355 million through the time of acquisition.

Mattress Firm is getting the full year sales benefit from both operations in this report, while the store count boost came the previous year (although this report makes adjustments to combined numbers to avoid any over counting).

Top bedding specialists

Ranked by sales of furniture, bedding and accessories

Rank	Company	Estimated furniture, bedding, accessory sales in \$ millions		Percent change 2014 to 2015	Number of units	
		2015	2014		2015	2014
3	Mattress Firm	\$2,679.9	\$1,933.1	38.6%	2,481	2,208
10	Sleep Number	\$1,184.1	\$1,119.7	5.8%	488	463
12	Sleepy's	\$1,130.4	\$1,053.0	7.4%	1,065	1,024
49	Mattress1One	\$178.0	\$126.0	41.3%	248	180
50	America's Mattress	\$173.5	\$151.4	14.6%	309	285
55	Sit'n Sleep	\$124.4	\$114.1	9.0%	33	32
59	Mattress Warehouse	\$120.0	\$112.0	7.1%	192	179
66	Innovative Mattress Solutions	\$109.0	\$105.0	3.8%	156	155
85	American Mattress	\$71.0	\$68.0	4.4%	105	95

Source: Furniture/Today's 2016 Survey of Top 100 U.S. Furniture Stores

The company has since acquired Hicksville, N.Y.-based Sleepy's, which ended the year with 1,065 stores and \$1.13 billion in sales — business that will significantly impact Mattress Firm's growth numbers for next year before counting the opening of any new stores.

Orlando, Fla.-based Mattress1One, meanwhile, infused this Top 100 and the bedding specialists with previously outside-the-list sales and stores. The company grew sales 41.3% to \$178 million for the fastest percentage growth rate among all Top 100.

Its net store gain of 68 stores (for a total of 248 units at year-

end) was second only to Mattress Firm's 273-store net increase. The fast-growing company operated by the Salem family now has 265 stores and is on its way to opening 70 showrooms this year.

The only other bedding chain on the list to post a double digit increase is No. 50 America's Mattress. The Hoffman Estates, Ill.-based Serta-exclusive retailer network was recast this past year, consolidating to include only retailers operating under its America's Mattress brand agreement. With the revision to 2014 numbers, America's Mattress sales increased 14.6% last year to \$173.5 million, while its store count grew 8.4%

to 309 stores from the revised 285 stores the previous year.

The six other bedding specialists on the list posted sales increases below the average for the combined Top 100, ranging from 3.8% for No. 66 Innovative Mattress Solutions to 9% for No. 55 Sit'n Sleep.

No. 10 Sleep Number, the second largest sleep chain, grew sales 5.8% to \$1.18 billion, while its store count grew by 25 stores to 488 units. It wasn't the best growth year for the company, but Sleep Number still managed to own the greatest average gross margin (61%) among the 16 Top 100 companies reporting.

Top 100 stores

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Mattress Barn (No. 99 last year) — were cut via their acquisitions by No. 3 Mattress Firm in the latter half of 2014.

Sales gains, losses

Eighty-seven companies posted increased sales this year, compared to 79 on last year's list, while 10 companies showed decreases and three retailers were flat.

The top percentage sales gainer, Mattress1One, was followed by No. 3 Mattress Firm, which grew 38.6% to \$2.68 billion, and No. 82 Trivett's Furniture, up 36.6% to \$75.1 million. A total of 38 companies had double-digit gains, compared to 24 on last year's list.

Only two of the 10 decliners were in double-digit territory. No.

90 The RoomStore — the Phoenix-based retailer in the process of shutting down following its bankruptcy filing late last year — fell 14.9% to an estimated \$63 million. No. 73 Big Sandy Superstore declined 22.6% to \$82 million as the retailer dissolved a partnership with the 10-store Furniture & ApplianceMart in Stevens Point, Wis.

As it did the previous year, Houston-based Mattress Firm, the nation's largest bedding chain, posted the largest net sales gain in 2015, up by \$746.8 million, thanks in part to its heavy acquisition diet of former Top 100 players.

No. 6 Berkshire Hathaway furniture division posted the second best net gain, up \$377.9 million to \$1.83 billion, with a big assist coming from the open-

ing of Nebraska Furniture Mart's 560,000-square-foot Dallas market store last spring. The Ashley HomeStore network was next with a \$250.7 million increase.

While the Top 100 grew by fewer stores this year, the number of companies growing vs. shedding stores was nearly the same as the previous year. Fifty-four Top 100 chains grew by one or more stores in 2015, the same as last year, while 34 held steady (vs. 30 the previous year.) A dozen companies trimmed their store count in 2015, fewer than the 16 retailers that cut stores in 2014.

For the sixth straight year, Mattress Firm posted the greatest net gain in stores count (up 273 stores), and for the fourth consecutive year, it was the only Top 100

company to grow its count by triple digits. Mattress1One recorded the second best gain, up 68 units, followed Ashley HomeStore's 53-store increase.

Sleepy's, which will become part of Mattress Firm on the next Top 100, had the fourth greatest net store gain, up 41 stores to 1,065 units. It was among the 11 Top 100 companies posting double-digit net store count increases in 2015.

Changes in the Top 10

No. 9 Big Lots was the one addition to the Top 10 this year and with that move, Raymour & Flanigan — previously No. 9 — moved to No. 11. Mattress Firm climbed two spots to No. 3, while Williams-Sonoma and Rooms To

Go each slipped a spot to No. 4 and No. 5, respectively.

In addition, Berkshire Hathaway furniture division and Corte Madera, Calif.-based RH, formerly Restoration Hardware, switched places, coming in at No. 6 and No. 7 respectively.

Top rank jumpers

The 12-store Trivett's Furniture of Fredericksburg, Va., climbed more spots up the Top 100 — 13 places to No. 82 — than any other Top 100 company. The HomeStore licensee and multi-line store operator grew sales 36.6% to \$75.1 million, and it did so without adding stores.

The only other double-digit rank jumper is No. 58 Wolf Furniture of Bellwood, Pa., p58

Over 50 companies added new stores in 2015

BY CLINT ENGEL

HIGH POINT — It was another big expansion year for the Top 100, and if the group holds true to form, 2016 will be just as strong if not stronger.

For the second consecutive year, 54 companies added at least one new store in 2015. In one case, it was a single massive 560,000-square-foot showroom opened by Nebraska Furniture Mart — part of No. 6 Berkshire Hathaway furniture division — in greater Dallas. In another, it was a list-leading 273 small bedding stores tacked on in various markets by No. 3 Mattress Firm, the publicly held and largest bedding chain in the country.

There were several moves into new state territories. NFM in Texas is one example, but there were at least six more, including No. 21 Mathis Brothers, which opened a Mathis Sleep Center in Lubbock, Texas; No. 33 Hill Country Holdings, which entered Meridian, Idaho, with its first stores in the state; No. 44 Furniture Mart USA, which entered Wisconsin; and No. 93, Weekends Only Furniture & Mattress, which opened in Indianapolis, its first store outside the St. Louis market.

What's more, some 57 companies on the list either indicated new stores have or will come this year, or in the near future. That's up slightly from the 55 companies on last year's list with expansion in their sights.

Here's a look at some of what will be going on this year and beyond:

Bob's heads to a new state (maybe more than one). Already this year, No. 15 Bob's Discount

Furniture made its anticipated move into Chicago, opening its first five there in February and with three more are slated to open this month. The Manchester, Conn.-based retailer has made no secret of its plans to eventually become a national player, with Executive Chairman and former CEO Ted English telling Furniture/Today earlier this year, "We think there's a lot of whitespace still in the areas we're currently in but also ... plenty of whitespace around the rest of the country."

Private equity juices expansion. Two Top 100 companies were acquired by private equity firms this year, and they both say the move will fuel their growth. No. 81 FFO Home was already growing at a healthy clip — a net three new stores last year — when the Fort Smith, Ark.-based retailer was acquired by Sun Capital Partners in February. The 36-store chain was on track to open about one store a quarter, but now CEO Larry Zigerelli said the industry can expect more.

Separately, No. 99 Boston Interiors was acquired by Castle Island Partners in April, and with it, growth is now a big focus for the retailer. The seven-store Boston-area retailer is looking to open an eighth New England store, and, "You'll probably see us break out of Massachusetts," CEO Stefanie Lucas has said, although the timeframe was not given.

• **Big plans for a smaller HomeStore.** No. 1 Ashley HomeStore has begun rolling out Ashley HomeStore Select showrooms — a smaller format store with less expensive

build-out requirements for rural North American markets. The company has said it has commitments for a total of 59 Selects to open by the end of the year. Among HomeStore Top 100 licensees eyeing the concept are Furniture Mart USA, with two to four Selects planned for next year; No. 64 Broad River Furniture; and newcomer No. 98 The Parrot Group, which is planning to open its first Select in Statesboro, Ga., this year. Overall, the dedicated HomeStore network of corporate and licensed stores plans to grow by more than 100 stores.

■ **Mattress Firm gets Sleepy's.** Chalk up another 1,000-plus stores for No. 3 Mattress Firm, which acquired No. 12 Sleepy's in February. The initial plan is to keep operating the stores as

Sleepy's. For now, that's about 1,050 stores added to the Mattress Firm count.

■ **Sleep Number going up, too.** The nation's second largest bedding chain isn't slouching either. No. 10 Sleep Number, which grew by a net 25 stores in 2015, expects to add a net 48 more this year and end the year with 536 stores.

■ **Arizona is calling again.** No. 20 American Furniture Warehouse and No. 32 Living Spaces both entered the Phoenix market in 2013, and both opened their second giant stores there the following year. Now both are planning their third Arizona showrooms for 2016.

■ **Ikea keeps rolling.** The home furnishings lifestyle specialty store giant opened its 41st U.S. store in St. Louis in September

— at the beginning of its fiscal year. Ikea Las Vegas opens this month, and Ikea Memphis is coming this fall. After that, four more — in Columbus, Ohio; Jacksonville, Fla.; Grand Prairie, Texas; and Fishers, Ind., are coming in 2017. A third San Francisco store and first Milwaukee location are slated for 2018.

■ **La-Z-Boy gets aggressive.** Most times, over the past 10 or so years, No. 13 La-Z-Boy Furniture Galleries has bounced up and down by a net five stores annually. 2014 was an exception, when the dealer-owned and company-owned specialty store network grew by a net 13 stores. It looks like 2016 will be another exception, as the company expects to end it with 310 to 315 U.S. showrooms. That would be a net 11- to 16-store gain.

Single-source stores lag behind Top 100 overall

BY CLINT ENGEL

HIGH POINT — The single-source dedicated store networks continued to lag the Top 100 as a whole despite aggressive expansion by No. 1 Ashley HomeStore and double-digit sales increases from three companies in the ranks.

The group of nine companies — down one name from the 10 on last year's list — combined for a 6.7% increase in 2015 furniture, bedding and accessory sales to \$7.32 billion. That was well below the 11% increase for the combined Top

100 and the smallest increase of any subcategory on the list this year.

The gain also fell slightly behind the 7% increase for the dedicated store networks on last year's list. The one missing name this time around is Thomasville Home Furnishings Stores. Changes in the dealer network structure and the product mix of some of Thomasville dealer stores affected attempts to develop an accurate estimate for the brand, owned by Heritage Home Group.

Most of the nine remaining dedicated store networks, how-

ever, had a solid year of store openings, adding a net 111 stores among them, for a 5.9% increase and a total of 2,008 stores at yearend. That percentage growth was better than the 5%, 593-store growth, for the Top 100 as a whole.

Single-source store networks are the company-owned, licensed or franchised stores dedicated to a single home furnishings brand, operating under a single retail banner. That includes vertically integrated companies, such as No. 18 Ethan Allen and No. 61 Mitchell Gold + Bob Williams. **p60**

Top 100 stores

continued from p54

which jumped 11 spots, thanks in part to its acquisition of the five-store Baltimore-based Gardiners Furniture. No. 78 Wellsville Carpet Town, the Weston Mills, N.Y.-based Ashley licensee, and No. 83 Lovesac each jumped eight places, while Orland Park, Ill.-based Darwin Furniture jumped seven spots to No. 72.

The cutoff for making the Top 100 slipped slightly to \$48.1 million from \$49 million the previous year, as Laurel, Del.-based Johnny Janosik claimed the final spot.

Gains in key categories

This past year, the Top 100 saw gains in all three key performance metrics — average sales per square foot, average stock turns and average gross margin; that's an indication that bottom line growth came along with the stronger topline performance for this list of primarily privately held companies.

Median sales per square foot increased for the fifth consecutive year to \$270 in 2015, based on 30 company estimates, up from \$262 for the previously Top 100 and

\$241 the year before that.

No. 83 Lovesac repeated as the top performer in the category with average sales per square foot of \$1,175, down slightly from the year before. No. 10 Sleep Number claimed the next largest average at \$980. Others with performances well above the median include No. 25 Room & Board (\$939), No. 53 Gallery Furniture (\$935) and No. 21 Mathis Brothers (\$577).

Median stock turns increased to seven times (18 companies reporting) after two years of being stalled at 6.6 times. Ashley

HomeStore licensee Hill Country Holdings is becoming the perennial leader in the category, posting the greatest average stock turns — 16 times — for the fourth straight year. The average was down, however from 18 turns the previous year.

Other top stock turn performers included Gallery Furniture (12 times); No. 92 Russell Turner Furniture Holding, the Thomasville, Ga.-based Ashley HomeStore operator (11.3 times); and No. 60 Bernie & Phyl's of Norton, Mass. (11 times). Lovesac was the

only other company estimated in double digits, turning stock 10 times on average.

With 16 companies reporting, median gross margin increased to 50% from 49% for last year's Top 100. Sleep Number led the pack as it has since the 2000 list (back when it was known as Select Comfort) with an average gross margin of 61%.

Second best again was No. 8 Pier 1 Imports with an average gross margin of 57%, followed by Lovesac at 56%, EBCO at 55.5% and No. 17 Havertys at 53.5%.

Single-source stores lag

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The group's share of total Top 100 sales decreased to 17% from 18% the year before. With one less player, that share was down from 19% for the 10 single source networks on the previous Top 100.

The networks' share of total furniture stores sales this past year held steady at 14%.

All but one network, Ethan Allen, posted sales increases, with the strongest percentage growth coming from No. 83 Lovesac. Despite being down one store, the Stamford, Conn.-based specialty modular up-

holstery producer and retailer grew sales 25% to an estimated \$75 million. Lovesac jumped eight places up the Top 100 from its No. 91 ranking last year.

Mitchell Gold + Bob Williams, the Taylorsville, N.C.-based network of company-owned and dealer-owned high-end stores, had the next best gain, with sales up 17.2% to \$116 million at its U.S. locations.

The only other dedicated network with a double-digit sales gain was No. 50 America's Mattress, the Serta-exclu-

sive sleep shop banner, with sales up 14.6% to \$173.5 million from an adjusted \$151.4 million in 2014.

The rest fell behind the combined Top 100's sales growth. Ethan Allen's estimated U.S. sales decreased 0.6% to \$719.2 million, and it was down one store to 195 design centers at yearend.

The greatest store-count gainer was Ashley HomeStore, which added 53 units for a total of 515 U.S. stores. No. 10 Sleep Number opened a net 25 stores and No. 50 America's Mattress added 24 units.

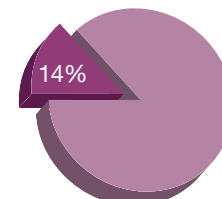
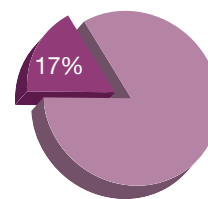
Top 100 single-source networks Growth in sales and units, 2014-2015



Single-source networks' share of

Top 100 sales

U.S. furniture store sales*



*Total U.S. furniture store sales from all product categories in 2015 was \$56.8 billion; of that, an estimated \$52.2 billion was for furniture, bedding and accessories.

Source: Furniture/Today's 2016 Survey of Top 100 U.S. Furniture Stores and the U.S. Dept. of Commerce.

Top single-source store networks

Ranked by sales of furniture, bedding and accessories

Rank	Company	Estimated furniture, bedding, accessory sales in \$ millions		Percent change 2014 to 2015	Number of units	
		2015	2014		2015	2014
1	Ashley HomeStore	\$3,524.4	\$3,273.7	7.7%	515	462
10	Sleep Number	\$1,184.1	\$1,119.7	5.8%	488	463
13	La-Z-Boy Furniture Galleries	\$1,114.7	\$1,051.0	6.1%	299	294
18	Ethan Allen	\$719.2	\$723.8	-0.6%	195	196
28	Bassett Home Furnishings	\$344.9	\$315.8	9.2%	92	92
50	America's Mattress	\$173.5	\$151.4	14.6%	309	285
61	Mitchell Gold + Bob Williams	\$116.0	\$99.0	17.2%	25	22
83	LOVESAC	\$75.0	\$60.0	25.0%	58	59
84	Roche Bobois	\$71.4	\$66.6	7.3%	27	24

Source: Furniture/Today's 2016 Survey of Top 100 U.S. Furniture Stores

Terminology

Bedding specialty stores include stores where bedding is the majority of product. Examples include Mattress Firm, Sleep Number, Mattress1One, America's Mattress and Si'n Sleep.

Conventional furniture stores include furniture stores with a traditional merchandise mix of furniture, bedding and decorative accessories. Stores may or may not include consumer electronics and/or major appliances. Conventional furniture stores can be a local, regional or national furniture store or a manufacturer-branded store. Examples include Ashley HomeStore, Rooms To Go, Raymour & Flanigan, American Signature and Havertys.

Single-source networks include stores where all furniture and/or bedding products or the majority of product comes from a

single manufacturer. Local ownership may vary. Examples include Ashley HomeStore, Sleep Number, La-Z-Boy Furniture Galleries and Ethan Allen.

Specialty stores are furniture stores with a specialized product mix. This includes stores with a product-specific focus, such as Mattress Firm, La-Z-Boy Furniture Galleries and Chair King/Fortunoff Backyard; stores with a style-specific focus, such as Room & Board and Roche Bobois; stores with a lifestyle product mix, such as Ikea, Williams-Sonoma and RH; and stores with a non-traditional product mix, such as Big Lots. Lifestyle specialty stores carry furniture, bedding, decorative accessories, as well as housewares, small appliances, gourmet foods, apparel, jewelry and/or personal care items.

How the Top 100 report is compiled

Furniture/Today's exclusive Top 100 U.S. Furniture Stores ranks furniture stores by 2015 sales of furniture, bedding and decorative accessories, including fabric and furniture protection, warranties and delivery charges.

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

Retailers with a broad merchandise mix, such as department stores, mass merchants and

warehouse clubs that operate separate home furnishings stores are eligible for the Top 100 based on sales from their free-standing home stores only. Macy's is ranked based on the sales from its dedicated furniture stores only.

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

Groups of stores with com-

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

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

For totals and market share calculations, any overlapping or double-counting of sales volume

and store counts is eliminated for those Top 100 that operate single-source stores, such as EBCO, which operates La-Z-Boy Furniture Galleries.

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

In cases of stores with identical 2015 sales, the company with the faster sales growth earns the higher rank.

All sales figures are Furniture/Today market research estimates, unless these figures are reported specifically to the Securities and Exchange Commission. All estimates are for the 12 months ended Dec. 31, 2015 and 2014,

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.

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	57	Hudson's Furniture, Sanford, Fla., www.hudsonsfurniture.com	69
American Freight Furniture & Mattress, Delaware, Ohio, www.americanfreight.us	31	Ikea, Conshohocken, Pa., www.IKEA-USA.com	2
American Furniture Warehouse, Englewood, Colo., www.afwonline.com	20	Innovative Mattress Solutions, Lexington, Ky., www.sleepoutfitters.com	66
American Mattress, Addison, Ill., www.americanmattress.com	85	Jerome's, San Diego, www.jeromes.com	43
American Signature, Columbus, Ohio, www.valuecityfurniture.com , www.americansignaturefurniture.com	14	Johnny Janosik, Laurel, Del., www.johnnyjanosik.com	100
America's Mattress, Hoffman Estates, Ill., www.americasmattress.com	50	Kane's Furniture, Pinellas Park, Fla., www.kanesfurniture.com	42
Arhaus, Boston Heights, Ohio, www.arhaus.com	27	Kimbrell's, Charlotte, N.C., www.kimbrells.com	88
Art Van, Warren, Mich., www.artvan.com	19	Kittle's Furniture, Indianapolis, www.kittles.com , www.belowmarketfurniture.com	77
Ashley HomeStore, Arcadia, Wis., www.ashleyhomestore.com	1	Lacks Valley Stores, Pharr, Texas, www.lacksvalley.com	71
Badcock Home Furniture & more, Mulberry, Fla., www.badcock.com	26	La-Z-Boy Furniture Galleries, Monroe, Mich., www.la-z-boy.com	13
Baer's, Pompano Beach, Fla., www.baers.com	45	Levin Furniture, Smithton, Pa., www.levinfurniture.com	40
Bassett Home Furnishings, Bassett, Va., www.bassettfurniture.com	28	Living Spaces, Rancho Cucamonga, Calif., www.livingspaces.com	32
Berkshire Hathaway furniture division, Omaha, Neb., www.nfm.com , www.starfurniture.com , www.jordans.com , www.rcwilley.com	6	Louis Shanks of Texas, Austin, Texas, www.louisshanksfurniture.com	89
Bernie & Phyl's Furniture, Norton, Mass., www.bernieandphyls.com	60	LOVESAC, Stamford, Conn., www.lovesac.com	83
Big Lots, Columbus, Ohio, www.biglots.com	9	Macy's Furniture Gallery, New York, www.macys.com , www.bloomingdales.com	39
Big Sandy Superstore, Franklin Furnace, Ohio, www.bigsandysuperstore.com , www.pieratts.com	73	Mathis Brothers, Oklahoma City, www.mathisbrothers.com	21
Bob Mills Furniture, Oklahoma City, www.bobmillsfurniture.com	70	Mattress Firm, Houston, www.mattressfirm.com	3
Bob's Discount Furniture, Manchester, Conn., www.mybobs.com	15	Mattress Warehouse, Frederick, Md., www.sleephappens.com	59
Boston Interiors, Stoughton, Mass., www.bostoninteriors.com	99	Mattress1One, Orlando, Fla., www.mattress1.com	49
Broad River Furniture, Fort Mill, S.C., www.broadriverfurniture.com	64	Mealey's Furniture, Warminster, Pa., www.mealeysfurniture.com	94
C.S. Wo & Sons, Honolulu, www.cswo.com	75	Miskelly Furniture, Jackson, Miss., www.miskellys.com	97
Chair King/Fortunoff Backyard Store, Houston, www.chairking.com , www.fortunoffbys.com	62	Mitchell Gold + Bob Williams, Taylorsville, N.C., www.mgbwhome.com	61
City Furniture, Tamarac, Fla., www.cityfurniture.com	29	Mor Furniture for Less, San Diego, www.morfurniture.com	30
Conlin's Furniture, Billings, Mont., www.conlins.com	96	Morris Furniture, Dayton, Ohio, www.morrisathome.com	67
Conn's, The Woodlands, Texas, www.conns.com	23	Olinde's, Baton Rouge, La., www.olindes.com	95
Cost Plus World Market, Oakland, Calif., www.worldmarket.com	24	Pier 1 Imports, Fort Worth, Texas, www.pier1.com	8
Crate and Barrel, Northbrook, Ill., www.crateandbarrel.com	16	Raymour & Flanigan, Liverpool, N.Y., www.raymourflanigan.com	11
Crest Furniture, Dayton, N.J., www.valuecitynj.com	63	Regency Furniture, Brandywine, Md., www.myregencyfurniture.com	48
Darvin Furniture, Orland Park, Ill., www.darvin.com	72	RH, Corte Madera, Calif., www.rh.com	7
Design Within Reach, Stamford, Conn., www.dwr.com	36	Roche Bobois, New York, www.roche-bobois.com	84
Dufresne Spencer Group, Memphis, Tenn., www.stashhome.com , www.ashleyhomestore.com	35	Room & Board, Minneapolis, www.roomandboard.com	25
EBCO, Phoenix, www.la-z-boy.com/arizona	86	Rooms To Go, Seffner, Fla., www.roomstogo.com , www.roomstogokids.com	5
El Dorado Furniture, Miami Gardens, Fla., www.eldoradofurniture.com	38	Russell Turner Furniture Holding, Thomasville, Ga., www.ahs-se.com	92
Ethan Allen, Danbury, Conn., www.ethanallen.com	18	Sam Levitz Furniture, Tucson, Ariz., www.samlevitz.com	74
FAMSA, Dallas, www.famsa.us	79	Schewel Furniture, Lynchburg, Va., www.schewels.com	76
Farmers Home Furniture, Dublin, Ga., www.farmershomefurniture.com	41	Sit'n Sleep, Gardena, Calif., www.sitnsleep.com	55
FFO Home, Fort Smith, Ark., www.ffaohome.com	81	Sleep Number, Minneapolis, www.sleepnumber.com	10
Furniture Mart USA, Sioux Falls, S.D., www.thefurnituremart.com	44	Sleepy's, Hicksville, N.Y., www.sleepys.com	12
Furnitureland South, Jamestown, N.C., www.furniturelandsouth.com	52	Slumberland, Little Canada, Minn., www.slumberland.com	22
Gallery Furniture, Houston, www.galleryfurniture.com	53	Steinhafels, Waukesha, Wis., www.steinhafels.com	51
Gardner-White, Auburn Hills, Mich., www.gardner-white.com	56	Stickley, Audi & Co., Manlius, N.Y., www.stickley.com	65
Grand Home Furnishings, Roanoke, Va., www.grandhomefurnishings.com	54	The Parrott Group, Florence, S.C., www.parrotts-furniture.com	98
Havertys, Atlanta, www.havertys.com	17	The RoomPlace, Lombard, Ill., www.theroomplace.com	46
Haynes Furniture, Virginia Beach, Va., www.haynesfurniture.com , www.thedump.com	34	The RoomStore, Phoenix, www.arizonaroomstore.com	90
Hill Country Holdings, New Braunfels, Texas, www.hillcountryholdings.com	33	Trivett's Furniture, Fredericksburg, Va., www.trivetts.com	82
HOM Furniture, Coon Rapids, Minn., www.homfurniture.com , www.gabberts.com , www.dock86.com	37	Walker Furniture, Las Vegas, www.walkerfurniture.com	87
Home Furniture, Lafayette, La., www.homefurn.com	91	Walter E. Smithe Furniture, Itasca, Ill., www.smithe.com	68
		Weekends Only Furniture & Mattress, St. Louis, www.weekendsonly.com	93
		Weir's Furniture, Dallas, www.weirsfurniture.com	80
		Wellsville Carpet Town, Weston Mills, N.Y., www.ourhomestories.com	78
		Williams-Sonoma, San Francisco, www.williams-sonomainsc.com	4
		Wolf Furniture, Bellwood, Pa., www.wolffurniture.com	58
		Z Gallerie, Gardena, Calif., www.zgallerie.com	47

2016 Top 100 U.S. Furniture Stores

Rank (last year)	Company, home base and notes	Estimated furniture, bedding, accessory sales in \$ millions		Percent change 2014 to 2015	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.
		2015	2014		2015	2014			
1 (1)	Ashley HomeStore Arcadia, Wis.	\$3,524.4	\$3,273.7	7.7%	515	462	NA	100%	NA
		\$3,562.6 total revenues							
		Manufacturer's dedicated store network with 600 licensed and company-owned promotional to mid-priced stores in 28 countries at yearend. Sales and store counts for U.S. only. 2014 store count revised to exclude those outside the U.S. Sales from other merchandise areas, primarily textiles, \$38.2 million. Offers an e-commerce program to its furniture stores featuring thousands of items. Ashley is in the process of rolling out an abbreviated banner name — Ashley HomeStore — and new logo for its store operations. The change will be a gradual one as licensees and the company graduate to the newest store format, referred to as "Generation 6" or 6.0 design. Ashley has also started rolling out a smaller store format for rural markets in North America. Called Ashley HomeStore Select, the stores will average 15,000 to 20,000 square feet compared to the conventional HomeStores average of about 40,000 square feet. The company has commitments for 59 HomeStore Selects to open by the end of 2016, including five that have opened since late last year. Ashley has plans for opening a total of more than 100 units in 2016. The company has a social media presence through Facebook, Twitter, Pinterest, YouTube, Instagram and Google+, as well as a company blog. Ashley HomeStore owners on the Top 100 are Mathis Brothers, City Furniture, Hill Country Holdings, Dufresne Spencer Group, Furniture Mart USA, Regency Furniture, Crest Furniture, Broad River Furniture, Morris Furniture, Sam Levitz Furniture, C.S. Wo & Sons, Wellsville Carpet Town, Trivett's Furniture, Russell Turner Furniture Holding Corp., Olinde's and The Parrott Group.							
2 (2)	Ikea Conshohocken, Pa.	\$3,075.0	\$2,830.0	8.7%	40	39	NA	NA	NA
		\$5,000.0 total revenues							
		Fiscal year ends Aug. 31. Founded in 1943, the Sweden-based specialist with a large ready-to-assemble furniture business has more than 370 stores worldwide, including 41 stores currently in the United States — eight in California; four in Florida; three each in Pennsylvania and Texas; two each in Illinois, Maryland, New Jersey and New York; and one each in Arizona, Colorado, Connecticut, Georgia, Kansas, Massachusetts, Michigan, Minnesota, Missouri, North Carolina, Ohio, Oregon, Utah, Virginia and Washington. Phone-order sales from a Baltimore call center and online sales are included. Opened its 40th store in September 2014, a 359,000-square-foot Kansas City-area store in Merriam, Kan. In 2015, completed the expansion of its Detroit-area store in Canton, Mich., and opened its 41st store, a 380,000-square-foot unit in St. Louis in September. In 2016, will open a 351,000-square-foot store in Las Vegas in May and a 277,000-square-foot store in Memphis, Tenn., in the fall. Future planned openings include a 354,000-square-foot unit in Columbus, Ohio, summer of 2017; a 294,000-square-foot unit in Jacksonville, Fla., a 293,000-square-foot store in Grand Prairie, Texas, and a 293,000-square-foot store in Fishers, Ind., are scheduled to open fall 2017. Also in summer 2018, Ikea plans to open its third San Francisco area-store in Dublin, Calif., and its first store in Wisconsin, in Oak Creek. In addition to the new openings, replacement stores for its Renton, Wash., and Burbank, Calif., stores are scheduled to open spring 2017. Ikea has a social media presence through Facebook, Twitter, Pinterest, Google+, Instagram and YouTube. Their stores offer free WiFi for customers.							
3 (5)	Mattress Firm Houston	\$2,679.9	\$1,933.1	38.6%	2,481	2,208	NA	100%	NA
		Fiscal years ended Feb. 2 and Feb. 3. Publicly held bedding specialty chain founded in 1986. At yearend operated 2,359 company-owned units and 122 franchised units located coast-to-coast in 138 markets across 48 states and Washington D.C. In the first week of its current fiscal year, Mattress Firm added approximately 1,050 stores with its acquisition of No. 12 Sleepy's. The company's current store base primarily operates under the Mattress Firm, Sleepy's and Sleep Train brand names. Stores carry an extensive assortment of conventional and specialty mattresses from a variety of brands including Tempur-Pedic, Sealy, Serta, Simmons and Stearns & Foster, plus bedding related products. Also sells online at its brands' websites; its bedding, furniture and accessories website www.olejo.com; and at www.dreambed.com. The Dream Bed is a new bed-in-a-box brand from Mattress Firm launched in September 2015. The retailer has a social media presence through Facebook, Twitter, Instagram, YouTube, Google+ and LinkedIn, as well as a company blog.							
4 (3)	Williams-Sonoma San Francisco	\$2,635.0	\$2,400.0	9.8%	571	562	NA	NA	NA
		\$4,677.0 total revenues							
		Fiscal years ended Jan. 31 and Feb. 1. 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. Furniture is sold primarily through the Pottery Barn brands, West Elm and Williams-Sonoma Home. At fiscal yearend, had 618 retail stores in the United States, Puerto Rico, Canada, Australia and the United Kingdom, including 197 Pottery Barn stores, 89 Pottery Barn Kids and 87 West Elm stores, as well as e-commerce websites and direct-mail catalogs for each of the brands. W-S also has multi-year franchise agreements with third parties that currently operate 48 stores in a number of countries in the Middle East, the Philippines and Mexico. Sales and store counts for U.S. and Puerto Rico only. Units average 13,800 square feet for Pottery Barn, 13,200 square feet for West Elm and 7,500 square feet for Pottery Barn Kids. The company continued to see strong furniture growth last year, with each brand noting furniture as a growth category. West Elm, the company's third largest brand, again led in revenue growth with a 23% increase in 2015. Pottery Barn, the company's largest brand, was next with a 2.6% increase. Williams-Sonoma plans a net gain of nine stores this fiscal year, including a net gain of 11 stores for West Elm and four stores for Pottery Barn. The company has a social media presence through Facebook, Twitter, Pinterest, YouTube, Google+ and Instagram, as well as company blogs.							
5 (4)	Rooms To Go Seffner, Fla.	\$2,200.0	\$1,980.0	11.1%	134	131	NA	100%	NA
		Privately owned, mid-priced chain with stores in Florida, Georgia, the Carolinas, Louisiana, Mississippi, Tennessee, Texas, Alabama and Virginia as well as several franchise units in Puerto Rico. Operations include Rooms To Go, Rooms To Go Kids & Teens, clearance centers and online sales. In 2015 RTG opened showrooms in Alafaya Trail, Fla.; The Colony, Texas; and Dunn, N.C., as well as a new clearance center in Gainesville, Fla. Also closed one showroom last year. The 60,000-square-foot showroom that opened in Dunn is part of the retailer's new 1.5 million-square-foot distribution center complex that was completed last year as well. Expansion plans in 2016 include new showrooms in Ft. Lauderdale, Fla.; Baton Rouge, La.; Alpharetta, Ga.; and Selma and Cypress, Texas. Rooms To Go has a social media presence through Facebook, Twitter, Pinterest, Google+ and YouTube.							
6 (7)	Berkshire Hathaway furniture division Omaha, Neb.	\$1,832.6	\$1,454.7	26.0%	33	32	NA	NA	NA
		\$2,904.0 total revenues							
		The furniture division of Berkshire Hathaway includes Nebraska Furniture Mart, R.C. Willey, Star Furniture and Jordan's Furniture. NFM operates a 475,000-square-foot complex in Omaha; a 450,000-square-foot store in Kansas City, Kan.; a 560,000-square-foot NFM in The Colony, Texas; 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 operates 11 stores — six in northern Utah, 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, one in Warwick, R.I., and one in New Haven, Conn. Each store brand also sells online. Revenues from other merchandise areas, \$993.9 million. Revenues other than sales, \$77.4 million. In 2015, NFM opened its largest retail store with 560,000 square feet in the Dallas suburb of The Colony, Texas, in April; R.C. Willey relocated its Orem, Utah, store in April and closed the clearance center in Provo, Utah; and Jordan's opened its sixth location, a 192,500-square-foot store in New Haven, Conn., in December. In 2016, R.C. Willey will remodel its Salt Lake City store and begin construction on its second California store, a 160,000-square-foot two-level store in Sacramento, opening in 2017. Social media is different for each brand, but one or more of the retailers has a presence through Facebook, Twitter, YouTube, Pinterest, Google+, Instagram and Houzz, as well as company blogs.							

All sales information, except for that supplied by publicly held companies that break out furniture sales, are Furniture/Today market research estimates. In cases where companies have identical sales of furniture, bedding and accessories, the one with the fastest sales growth is ranked first. Stock turns and average gross margin are for furniture, bedding and decorative accessories, including lamps and area rugs. Estimated sales for manufacturer gallery store networks reflect dedicated-store sales only and exclude sales from in-store galleries. All data for calendar 2015 and 2014 unless otherwise noted. Average unit size refers to selling space. NR = Not ranked NA = Not available

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
		2015	2014	2014 to 2015	2015	2014	sq. ft. 1000s	selling space	per sq. ft.
7 (6)	RH Corte Madera, Calif.	\$1,705.0	\$1,490.0	14.4%	79	77	725	NA	NA
Fiscal years ended Jan. 30 and Jan. 31. Publicly held luxury brand in the home furnishings marketplace offering collections of timeless, updated classics and reproductions across a number of categories, including furniture, lighting, textiles, bathware, décor, outdoor and garden, tableware, and child and teen furnishings. RH operates an integrated business across multiple channels of distribution comprised of its stores, Source Books and websites. At yearend operated 69 retail galleries — 53 legacy Galleries, six larger format Design Galleries, four next generation Design Galleries, one RH Modern Gallery and five RH Baby & Child Galleries as well as 17 outlet stores, throughout the United States and Canada. Sales and store count for U.S. only. The retailer continues to replace its legacy retail stores which display less than 10% of its product assortment with next generation Design Galleries with 25,000 to 60,000 square feet of selling space. In 2015, opened four next generation Design Galleries in Denver; Tampa, Fla.; Austin, Texas; and Chicago. The Gallery in Chicago featured the company’s entry into hospitality with a Club Cafe, Wine Vault & Tasting Room and Pantry & Espresso Bar. Also opened two RH Baby & Child galleries in West Palm Beach, Fla., and Greenwich, Conn., and launched RH Modern and RH Teen. The two new businesses launched last fall with dedicated Source Books, websites and significant retail space including a free-standing RH Modern Gallery in Los Angeles in the West Hollywood Design District. RH has plans to open in Milwaukee’s historic Third Ward and at Pier 70 on San Francisco’s waterfront.									
8 (8)	Pier 1 Imports Fort Worth, Texas	\$1,303.0	\$1,272.2	2.4%	953	984	7,602	NA	NA
Fiscal years ended Feb. 27 and Feb. 28. Founded in 1962. Publicly held specialist of imported home decor and furniture. Operates retail stores and an e-commerce website in North America selling a wide variety of furniture, decorative accessories, candles, housewares, gifts and seasonal products for the home. Sales and store counts for U.S. only. Sales from other merchandise areas, \$448.3 million. Revenues other than merchandise sales, \$11.5 million. Units average 7,976 square feet. Average stock turns, 1.7 times. Average gross margin, 57%. The company’s e-commerce sales were the primary driver of total sales growth in 2015, accounting for approximately 16% of total sales compared to 11% the year before. Last year, opened 16 stores and closed 47, about a quarter of which were relocations. Pier 1 has a social media presence through Facebook, Twitter, Pinterest, Google+ and YouTube. Its stores offer free WiFi for customers.									
9 (NR)	Big Lots Columbus, Ohio	\$1,300.0	\$1,215.0	7.0%	1,449	1,460	NA	NA	NA
Fiscal years ended Jan. 30 and Jan. 31. Publicly held non-traditional discount retailer operating stores in 47 states and the District of Columbia with approximately 33% of stores operating in four states — California, Texas, Ohio and Florida. Stores are primarily in strip shopping centers with an average of 21,900 in selling square feet offering value-priced merchandise from both traditional and close-out channels. In 2014, Big Lots began reducing its reliance on closeout offerings in certain merchandise categories, including furniture, to improve the consistency of the merchandise offered in stores. Furniture, including upholstery, mattresses, ready-to-assemble and case goods, is sourced either from recognized brand-name manufacturers or sold under its own brand. Included in this list is Ameriwood, Sealy, Serta, Signature Design by Ashley, Simmons and Stratolounger among others. Big Lots increase in furniture sales last year was led by mattresses and upholstery. The retailer launched its e-commerce business during the first quarter of this year. Plans to open 15 stores in 2016 and close 30. Big Lots has a social media presence through Facebook, Twitter, Pinterest, YouTube and Instagram.									
10 (10)	Sleep Number Minneapolis	\$1,184.1	\$1,119.7	5.8%	488	463	1,214	100%	\$980
Publicly held, vertically integrated company offering consumers individualized sleep solutions and services with its line of Sleep Number beds and bedding accessories. 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. The wholesale channel sells to the QVC shopping channel and to retailers and wholesale customers in the United States. The whole-sale channel accounted for about 2.4% of sales and is not included in the results. Internet sales accounted for approximately 3% of 2015 sales. Units average 2,445 square feet. Average stock turns, 6.9 times. Average gross margin, 61%. Comp store sales increased 3%. Select Comfort opened 38 stores last year and closed 13. The company also acquired BAM Labs last year (now operating as SleepIQ LABS), a producer of sleep monitoring technology, including SleepIQ technology. Expects to end 2016 with 536 locations. The company has a social media presence through Facebook, Twitter, YouTube, LinkedIn and Instagram.									
11 (9)	Raymour & Flanigan Liverpool, N.Y.	\$1,177.2	\$1,142.7	3.0%	111	106	NA	100%	NA
Mid-priced Northeastern chain established in 1947. Operates stores in New York, Massachusetts, Pennsylvania, New Jersey, Connecticut, Rhode Island and Delaware, including 10 Clearance Centers. Also sells online. Showrooms range in size from 15,000 to 75,000 square feet. In 2015, opened five showrooms in West Springfield, Mass.; North Brunswick, N.J.; and in Plymouth Meeting, Red Lion and Langhorne, Pa. Plans to open another five stores in 2016. Raymour & Flanigan has a social media presence through Facebook, Twitter, Pinterest, Google+ and YouTube.									
12 (11)	Sleepy’s Hicksville, N.Y.	\$1,130.4	\$1,053.0	7.4%	1,065	1,024	NA	100%	NA
No. 3 Mattress Firm completed its acquisition of Sleepy’s on Feb. 5, 2016. Founded in 1957, the bedding specialty chain operates Sleepy’s and Mattress Discounters branded retail stores in 17 states plus Washington D.C. in the Northeast, New England, the Mid-Atlantic and Illinois. Sleepy’s also operates through 1800mattress.com, sleepys.com and its toll-free telemarketing division. At this time, the retailer will continue to operate under its own brand names and maintain an East Coast office. Adam Blank, Sleepy’s former chief operating officer and general counsel, has joined the Mattress Firm executive management team as president of Sleepy’s. The retailer has a social media presence through Facebook, Twitter, YouTube, Google+ and Pinterest.									
13 (12)	La-Z-Boy Furniture Galleries Monroe, Mich.	\$1,114.7	\$1,051.0	6.1%	299	294	NA	100%	NA
Manufacturer’s dedicated store network of dealer-owned and company-owned units. Figures exclude the 32 La-Z-Boy Furniture Galleries in Canada. Average stock turns, 5 times. Same-store sales increased 2.9%. In 2015, opened Galleries in Thornton, Colo.; Columbus, Ohio; Maple Grove, Minn.; Exton and York, Pa.; Washington D.C.; Fairfield, Calif.; Snellville, Ga.; Waco, Texas; and Wayne, N.J. Also closed five Galleries. The Washington D.C. opening was La-Z-Boy’s first urban, small-footprint retail store with roughly 3,000 square feet, about one-fourth the size of La-Z-Boy’s typical stores. Plans to end 2016 with 310 to 315 U.S. stores, including five stores opened earlier this year in Murfreesboro, Tenn., and in McAllen, Midland, Beaumont and Humble, Texas. The company has a social media presence through Facebook, Twitter, Pinterest, Google+ and YouTube. La-Z-Boy store owner on the Top 100 is EBCO.									
14 (13)	American Signature Columbus, Ohio	\$1,032.3	\$962.2	7.3%	119	124	NA	100%	NA
Fiscal years ended Aug. 1 and Aug. 2. Owned by Schottenstein Stores Corp. Not affiliated with Dayton, N.J.-based Crest Furniture (No. 61). Currently operates 119 stores in 18 states and 42 markets primarily in the Midwest and on the East Coast. The stores operate under the names Value City Furniture and American Signature Furniture and through ecommerce at www.valuecityfurniture.com and www.americansignaturefurniture.com. Both retail stores include an expansive social footprint and engage with their customers through Facebook, Twitter, Instagram, Google+, Pinterest and YouTube. Stores also have blogs and a complimentary magazine, Furniture Shopper’s Guide, with stylish inspiration, helping customers with their furniture selections and tips to help customers create a well-furnished life.									

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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 selling space	average sales per sq. ft.
		2015	2014	2014 to 2015	2015	2014	sq. ft. 1000s		
15 (14)	Bob's Discount Furniture Manchester, Conn. Privately owned, founded in 1991. Promotional to mid-priced chain operating stores in 12 states in the Northeast, Mid-Atlantic and Midwest regions — Connecticut, Delaware, Illinois, Maine, Maryland, Massachusetts, New Hampshire, New Jersey, New York, Pennsylvania, Rhode Island and Virginia. In 2015, opened 10 stores including its first Baltimore-area and Pittsburgh-area stores. Showrooms opened in NE Philadelphia, Langhorne, Robinson, Monroeville, Harrisburg and Wyomissing, Pa.; Deptford and May's Landing, N.J.; and Columbia and Cockeysville, Md. Bob's also relocated three stores last year in Seabrook, N.H.; Paramus, N.J.; and in Scarborough, Maine, closing the Portland, Maine, location. Bob's acquired a 752,000-square-foot warehouse and distribution center in greater Chicago early last year to support its store expansion. In February 2016, opened its first five Chicagoland stores in Skokie, Burbank, Orland Park, Villa Park and Aurora. In May 2016, three more Chicagoland stores are planned to open in Calumet City and Schaumburg, Ill., and Merrillville, Ind., as well as a new showroom in New York in Latham. Bob's is looking to build a 103,000-square-foot facility adjacent to its current Manchester, Conn., store/headquarters to support future growth. The retailer has a social media presence through Facebook, Twitter, Pinterest, Google+, Instagram, YouTube and LinkedIn. Each store has a complimentary cafe with coffee, ice cream, fresh baked cookies and candy for customers.	\$1,008.8	\$823.2	22.5%	64	54	NA	100%	NA
16 (16)	Crate and Barrel Northbrook, Ill. Fiscal years ended Feb. 1 and Jan. 31. Founded in 1962. Owned by Otto Group, a privately held German retailer. Lifestyle multi-channel specialty retailer operating 112 stores in North America, including 11 CB2, five Land of Nod stores and five Land of Nod mini shops. Also has 20 franchised stores in countries around the world. Crate and Barrel operates e-commerce websites for each brand, servicing customers in more than 90 countries. Estimated sales and store counts for U.S. only. In 2015, the company opened five Land of Nod mini shops inside Crate and Barrel stores, relocated a store in Alpharetta, Ga., and closed an outlet store in Chicago and two CB2 stores in Atlanta and Santa Monica, Calif. Also further increased its international presence last year opening its first franchise stores in Peru and Taiwan with additional franchise agreements for Chile and Columbia. The retailer has a social media presence through Facebook, Twitter, Pinterest, Google+, Houzz, Instagram and YouTube, as well as a blog for each brand.	\$845.0	\$760.0	11.2%	104	102	NA	NA	NA
17 (15)	Havertys Atlanta Publicly held company founded in 1885. Mid-priced to upper-mid-priced chain serving 82 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, about \$286,000. Stores are approximately 35,000 square feet on average but range from 19,000 to 66,000 selling square feet. Major lines carried include Havertys brand and mattress product lines Sealy, Serta, Simmons, Stearns & Foster and Tempur-Pedic. Average gross margin, 53.5%. Same-store sales increased 2.5%. In 2015, opened four stores and closed two. The stores in Coconut Creek and Fort Lauderdale, Fla., opened in existing markets; the stores in Rogers, Ark., and Waco, Texas, opened in new markets for the retailer. Closed one store in Memphis, Texas, and one in Lubbock, Texas, due to significant damage from a blizzard in late December. A temporary location is being used during the rebuilding of that store. Havertys will open two stores in new markets during the third quarter of 2016 in College Station, Texas, and Charlottesville, Va., and close one store in Florida this year. The retailer has a social media presence through Facebook, Twitter, Pinterest, Instagram and YouTube.	\$804.9	\$768.4	4.7%	121	119	4,380	100%	\$185
		\$805.2 total revenues							
18 (17)	Ethan Allen Danbury, Conn. Fiscal year ends June 30. Publicly held interior design company, manufacturer and retailer of home furnishings, founded in 1932. Oldest manufacturer's dedicated store network offering complimentary interior design service to its clients and a full range of furniture products and decorative accessories through ethanallen.com and 195 U.S. Design Centers (137 company-owned and 58 dealer-owned) and 104 international locations at fiscal yearend. Sales and store count for U.S. only. Design Centers are 16,000 square feet on average with 80% between 15,000 and 25,000 square feet. Ethan Allen owns and operates nine manufacturing facilities including six manufacturing plants and one sawmill in the United States plus one plant each in Mexico and Honduras. Approximately 70% of its products are made in its North American plants. Earlier this year, Ethan Allen announced a partnership with Disney Consumer Products for a new line of furniture and home decor. The company has a social media presence through Facebook, Twitter, Pinterest, Google+, Instagram, YouTube, LinkedIn and Houzz.	\$719.2	\$723.8	-0.6%	195	196	NA	NA	NA
		\$782.6 total revenues							
19 (18)	Art Van Warren, Mich. Family-owned business founded in 1959. Mid-priced to high-end Midwest retailer operating stores throughout Michigan, Illinois, Ohio, and Indiana, including freestanding Art Van PureSleep mattress stores, Art Van Flooring stores, Scott Shuptrine Interiors, and Art Van Furniture franchise locations as well as an e-commerce website. At yearend operated 55 Art Van Furniture stores, 41 PureSleep bedding stores and two Scott Shuptrine showrooms. The three Art Van Flooring stores as well as sales from the flooring departments are not included in the results. 2014 store count revised to exclude flooring stores. Added 12 stores in 2015, including its first franchised store in Ohio in Findlay and its first two franchised stores in Chicagoland, in Rockford, Ill., and Portage, Ind. Earlier this year, Art Van opened its 10th and 11th Chicagoland furniture stores — a 48,000-square-foot unit in Algonquin and a 42,459-square-foot unit in Glendale Heights. In March, acquired one-store Hillside Contemporary Furniture in Bloomfield Hills, Mich. The upscale contemporary store will continue to operate under the Hillside name as one of Art Van's store brands. Other openings planned for 2016 include a PureSleep in Muskegon, Mich., and an Art Van Furniture in Schaumburg, Ill. In fall 2017, will open a two-level, 80,000-square-foot showroom in the Detroit suburb of Canton. The retailer has a social media presence through Facebook, Twitter, Pinterest, Instagram and Google+.	\$690.0	\$620.0	11.3%	98	86	NA	NA	NA
20 (19)	American Furniture Warehouse Englewood, Colo. Family-owned business founded in 1975. Primarily promotional to mid-priced chain operating 12 units in Colorado and two in Arizona. In Colorado, AFW has six units in metro Denver, two south of Denver in Pueblo and Colorado Springs, two north of Denver in Firestone-Longmont and Fort Collins, and two on the Colorado western slope in Glenwood Springs and Grand Junction. In Arizona, the retailer has two units in the Phoenix market, in Gilbert and Glendale. Sales from electronics, \$6.5 million. Revenues other than sales, \$2.5 million. Units average 122,407 square feet. Key vendors include American Furniture, Ashley, Condor, Healthcare Memory Foam, JMH Trading, Jackson, Sealy, Simmons, Standard, Sunny Designs and World Source Trading. Average stock turns, 6 times. Average gross margin, 42%. AFW plans a third store in the Phoenix market in Scottsdale, Ariz., opening later this year. AFW also sells online and has a social media presence through Facebook, Twitter, Pinterest, Google+, LinkedIn, YouTube and Instagram, as well as a company blog.	\$595.6	\$494.5	20.4%	14	14	1,714	97%	\$351
		\$604.6 total revenues							
21 (20)	Mathis Brothers Oklahoma City Family-owned, in business since 1960. Promotional to high-end retailer with stores in Oklahoma, California and Texas. Operations include 17 stores in the Oklahoma City and Tulsa areas including two Mathis Brothers, eight Mathis Sleep Centers, four Ashley HomeStores, one Factory Direct Furniture & Beds, one La-Z-Boy Furniture Gallery and one high-end showroom with Drexel Heritage, Henredon and Thomasville; four stores in California in the Greater Palm Springs area and in Ontario including two Mathis Brothers and two Mathis Sleep Centers; and one in Lubbock, Texas, a Mathis Sleep Center. The company has an ownership stake in the Factory Direct bedding factory; revenues not included. Sales from electronics, about \$500,000. Other key vendors include Bernhardt, Hooker, Lady Americana, Lane, Marge Carson, Sealy, Serta and Tempur-Pedic. In 2015, opened Mathis Sleep Centers in Midwest City, Okla., and Lubbock, Texas — a new state for the retailer. Also closed the Rooms Today store in Tulsa. The retailer also sells online and has a social media presence through Facebook, Twitter, Pinterest, Google+, Instagram and YouTube, as well as a company blog.	\$474.5	\$454.0	4.5%	22	21	822	100%	\$577
		\$475.0 total revenues							

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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 selling space	average sales per sq. ft.
		2015	2014	2014 to 2015	2015	2014	sq. ft. 1000s		
22 (21)	Slumberland Little Canada, Minn. Family-owned business founded in 1967. Mid-priced retailer with 48 corporate stores and 77 franchised stores in 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. Store size ranges from 12,000 to 45,000 square feet. Slumberland announced earlier this year it will relocate its headquarters to Oakdale, Minn., bringing the retailer's spread-out operations together at one campus. Oakdale and its current headquarters in Little Canada are both minutes away from St. Paul. The retailer is also accelerating its expansion pace with plans for at least seven stores to open in 2016 including ones in Galesburg and Danville, Ill., Menomonee, Wis., and St. Louis. Slumberland also sells online and has a social media presence through Facebook, Twitter, Google+, YouTube and Pinterest.	\$444.7	\$418.0	6.4%	125	125	NA	100%	NA
23 (25)	Conn's The Woodlands, Texas Publicly held, fiscal year ends Jan. 31. Founded in 1890 as a plumbing and heating business, the specialty retailer offers furniture and mattresses, home appliances, consumer electronics and home office products through its retail stores and website. At yearend operated 103 stores as Conn's or Conn's HomePlus in 12 states, including 55 in Texas. Other merchandise sales, \$789.3 million. Revenues other than sales, \$414 million. Units range in size from 25,000 to 50,000 square feet with an average selling space of about 34,000 square feet. Showrooms offer furniture and related accessories for the living room, dining room and bedroom as well as both traditional and specialty mattresses from brands such as Catnapper, Franklin, Sealy, Serta and Tempur-Pedic. Furniture and mattresses accounted for 34.2% of product sales in 2015, up from 30% of product sales in 2014. In 2015, opened 15 new stores with six in North Carolina and one new store each in Arizona, Colorado, Georgia, Nevada, New Mexico, Oklahoma, South Carolina, Tennessee and Texas. Conn's continues to expand and enhance its product offering of higher-margin furniture and mattresses and is looking to open 10 to 15 new stores in 2016. The retailer has a social media presence through Facebook, Twitter and YouTube.	\$409.8	\$350.0	17.1%	103	90	3,541	NA	NA
24 (22)	Cost Plus World Market Oakland, Calif. Part of publicly held Bed Bath & Beyond, fiscal years ended Feb. 27 and Feb. 28. Specialist in casual home furnishings and entertaining products, founded in 1958. Currently operates stores in 36 states and the District of Columbia under the names World Market and Cost Plus World Market, as well as an e-commerce site. The stores are known for the eclectic, ever-changing selection of casual home decor and furniture, housewares, gifts, jewelry, decorative accessories, wines, gourmet foods and beverages imported from more than 50 countries with many of those unique and exclusive to World Market. Offers traditional, contemporary and modern furniture for the living room, bedroom, dining room and more. Opened a net six stores in 2015, including its first small-scale home store. The 5,000-square-foot store in Manhattan, N.Y., focuses solely on living, dining and bedroom furniture, lighting, an expanded rug assortment, small decor pieces and throw pillows. Cost Plus is moving its headquarters from Oakland to Alameda this fall. The move will consolidate corporate operations currently spread across four buildings. The retailer has a social media presence through Facebook, Twitter, Pinterest, YouTube, Instagram and Google+ as well as a company blog.	\$405.0	\$385.0	5.2%	276	270	NA	NA	NA
25 (23)	Room & Board Minneapolis Founded in 1980, Room & Board says it focuses on the idea that good design should be beautiful, affordable and long-lasting. The company works with American artisans to offer furniture and accessories, including custom pieces that fit the needs of its customers. More than 90% of the products Room & Board sells are made in the U.S. Room & Board operates 15 stores: two in Minneapolis (one is a weekend-only outlet); two in New York; three in the Chicago area; and one store each in Denver; Boston; Atlanta; San Francisco, Culver City and Santa Ana, Calif.; Washington D.C.; and Seattle. Sales include the company's Shop from Home phone-order department, website and Business Interiors division. In 2015, the company moved into its 485,000-square-foot new warehouse facility in Otsego, Minn. In 2016, the Denver store will be completely remodeled and feature an additional 7,000 square feet of interior showroom and a 6,000-square-foot rooftop patio. In the fall, there will be a new store opening in the Pearl District in Portland, Ore., and the Santa Ana store will move from South Coast Plaza to SOCO Collection. Room & Board has a social media presence through Facebook, Twitter, Pinterest, Instagram, Google+, YouTube and Houzz, as well as a company blog.	\$399.0	\$371.0	7.5%	15	15	425	100%	\$939
26 (27)	Badcock Home Furniture & more Mulberry, Fla. Fiscal year ends June 30. Family-owned, in business since 1904. Southeastern chain of promotional to mid-priced, 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, \$128.4 million. Revenues other than merchandise sales, \$105.6 million. Units average 17,442 square feet. Opened eight units and closed two last year. In 2015, moved into a new 535,000-square-foot distribution center in LaGrange, Ga. The new facility which is designed to have the ability to expand to 700,000 square feet replaced two Badcock facilities in Thomson, Ga., and Cullman, Ala. Badcock has a social media presence through Facebook.	\$366.9	\$318.4	15.3%	315	309	5,494	NA	NA
27 (31)	Arhaus Boston Heights, Ohio Owned by Homeworks Holdings Inc. and private equity firm, Freeman Spogli & Co. Founded in 1986, the upscale furniture retailer offers an eclectic collection of home furniture and accessories influenced by its Midwestern roots as well as the diverse perspective of international travelers. The home furnishings are inspired by finds from around the world reflecting traditional practices and eco-conscious and forward-looking design. Stores, averaging 15,000 square feet, are highly accessorized and filled with architectural and artistic elements, from relics found in centuries-old Indonesian temples to the artistic expressions of Amish wood workers and Mexican coppersmiths. At yearend operated 60 stores in 23 states, including two Clearance Centers. In 2015, entered four new states with showrooms in Kansas (Leawood), Louisiana (New Orleans), Arizona (Scottsdale and Phoenix) and California (Torrance). Other openings in 2015 included a showroom in Sarasota, Fla., and a second clearance center in Ohio, in Hilliard. Plans to end 2016 with 65 showrooms including ones opened earlier in Manhasset, N.Y.; Charleston, S.C.; Friendswood, Texas; and Walnut Creek, Calif. Earlier this year moved into the company's new 770,000-square-foot headquarters and distribution center in the Cleveland suburb of Boston Heights, Ohio. The new site is more than triple the size of its former location in Walton Hills. Arhaus also sells online and has a social media presence through Facebook, Twitter, Pinterest, Google+, YouTube, Instagram and Houzz, as well as a company blog.	\$350.0	\$300.0	16.7%	60	53	NA	100%	NA
28 (28)	Bassett Home Furnishings Bassett, Va. Fiscal years ended Nov. 28 and Nov. 29. Publicly held company founded in 1902. Created its store program in 1997. Manufacturer's dedicated store network of 33 licensee-owned stores and 60 company-owned mid-priced stores in the United States, Puerto Rico and Canada at fiscal yearend. Sales and store counts for the U.S. only, including Puerto Rico. Same store sales for company-owned stores increased 13.3%, compared to 3.7% the previous fiscal year. The company is considering several locations for new store expansion over the next three years. Showrooms in the Los Angeles, Philadelphia and New York City metro markets are being planned. At least three new stores are planned for 2016 including one in Sterling, Va., that opened in mid-April. Will also continue to evaluate its existing stores and will close three underperforming stores this year. The company also sells online and has a social media presence through Facebook, Twitter, LinkedIn, Pinterest, Google+, Houzz and YouTube. Bassett Home Furnishings store owner on the Top 100 is Kittle's Furniture.	\$344.9	\$315.8	9.2%	92	92	NA	100%	NA

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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 selling space	average sales per sq. ft.
		2015	2014	2014 to 2015	2015	2014	sq. ft. 1000s		
29 (30)	City Furniture Tamarac, Fla. Mid-priced chain operating 15 City Furniture stores and 11 Ashley HomeStores primarily in South Florida in the Miami, Fort Lauderdale, Boca Raton, West Palm Beach, Stuart, Naples and Fort Myers areas. In-store galleries: Bernhardt, 13. Earlier this year, the retailer celebrated the reopening of redesigned showrooms in Pembroke Pines and Wellington, Fla. The City Furniture in Pembroke Pines was renovated to the next-generation interior design found in City Furniture's newest locations, and the Ashley HomeStore in Wellington was relocated to adjacent space in the same mall and built with Ashley's new design standards and boutique feel. Other plans for 2016 will be to begin building its first two Orlando area showrooms. Further out, City Furniture expects to start constructing two or three showrooms in Miami-Dade County in 2017 and to launch construction of the retailer's first Tampa area showrooms in 2018. The retailer also sells online and has a social media presence through Facebook, Twitter, Pinterest, Google+ and Instagram.	\$330.9	\$300.4	10.2%	26	26	NA	100%	NA
30 (29)	Mor Furniture for Less San Diego Family-owned and operated by Rick Haux Jr. Founded in 1977. Operates on the West Coast with stores in California, Washington, Oregon, Nevada, Idaho, Arizona and New Mexico. Also operates an online store at www.morfurniture.com. The retailer's home furnishings are designed to fit any budget, and the company caters to all ages with a specialized Kids & Teens store inside every location. Customers shopping experience comes complete with cookies, warm popcorn, soft drinks and coffee, as well as family movies playing throughout the showrooms and video games for the kids. In February 2015, opened a showroom in Visalia, Calif., with a format featuring multiple store banners under one roof — the main showroom, SleepMor mattress store and a Kids & Teens youth bedroom store. The retailer has a social media presence through Facebook, Twitter and Pinterest, as well as a company blog.	\$324.0	\$312.0	3.8%	29	28	NA	100%	NA
31 (35)	American Freight Furniture & Mattress Delaware, Ohio Owned by an affiliate of private equity firm The Jordan Company of New York and senior management. Founded by Steve Belford in 1994. Discount furniture chain operating warehouse-style furniture stores in Alabama, Arkansas, Connecticut, Florida, Georgia, Illinois, Indiana, Kentucky, Louisiana, Maryland, Michigan, Minnesota, Missouri, New York, Ohio, Pennsylvania, South Carolina, Tennessee, Texas, Virginia, West Virginia and Wisconsin. American Freight specializes in selling factory closeouts, dealer cancellations, wholesale liquidations and retail chain buyouts. Some key suppliers include Serta, Simmons and NordicRest as well as its own brand, Stewart & Hamilton. In 2015 opened 19 warehouses, including entry into four new states — Texas with one store opening in San Antonio; Arkansas with a 77,000-square-foot warehouse opening in Little Rock; Maryland with a 27,000-square-foot warehouse opening in Hagerstown; and Connecticut with a 32,000-square-foot warehouse opening in Rocky Hill. Plans to open several more stores in 2016 including ones opened earlier this year in Myrtle Beach, S.C.; Green Bay, Wis.; and Roanoke, Va. The retailer has a social media presence through Facebook, Twitter, Pinterest, Google+, YouTube, LinkedIn and Instagram, as well as a company blog.	\$310.0	\$265.0	17.0%	124	105	NA	100%	NA
32 (32)	Living Spaces Rancho Cucamonga, Calif. Co-founded by Grover Geiselman and Sharm Scheuerman in 2003. Promotional to mid-priced chain operating 12 showrooms in California and two in Arizona. Eleven of the California units are in southern California in Huntington Beach, Irvine, La Mirada, Menifee, Mission Valley, Monrovia, Rancho Cucamonga, Redondo Beach, Van Nuys and Vista with the 12th one in northern California in Fremont. The two Arizona showrooms are in Scottsdale and Phoenix. Showrooms carry a large selection of home furnishings including some 150 living rooms, 115 dining rooms, 100 bedrooms, kids' rooms, home office, rugs, pillows and other home accents. Stores also offer a supervised kids' fun room. Living Spaces opened its first San Francisco Bay area store in Fremont, Calif., in 2015. The 325,000-square-foot showroom and distribution center opened in August. In mid-December 2015, the retailer opened a new showroom in Mid City Los Angeles. Has plans to open a third store in Arizona in 2016. Living Spaces has a social media presence through Facebook, Twitter, Pinterest, Google+, Instagram, YouTube and Houzz, as well as a company blog.	\$300.0	\$270.0	11.1%	14	12	NA	100%	NA
33 (34)	Hill Country Holdings New Braunfels, Texas Family-owned group in business since 2002. Operates promotional to mid-priced Ashley HomeStores in Texas, Washington, Oregon and Idaho. Operates 20 in Texas — 11 in Houston, four in San Antonio, two each in Austin and the Rio Grande Valley and one in Temple; five in Greater Seattle in Silverdale, Burlington, Tukwila, Tacoma and Richland; three in Portland, Ore.; and one in the Boise, Idaho, area in Meridian. Operations include outlets attached to warehouses in New Braunfels, Texas, and Houston. Sales from its Cafe, about \$200,000. Units average 36,300 square feet. HomeStores also carry bedding by Simmons and Tempur-Pedic. Average retail stock turns, 16 times. Average gross margin, 50.7%. Same-store sales increased 2.7%. In 2015 opened two stores in Portland, Ore., one in the Seattle area in Richland, Wash., and one in Meridian, Idaho — a new state for the retailer. Plans to expand through acquisitions and new construction with at least one new store planned for 2016 in Eugene, Ore. The company also sells online and has a social media presence through Facebook, Twitter, Pinterest, Google+, Instagram, YouTube and Houzz.	\$288.2	\$267.7	7.7%	29	25	1,051	87%	\$274
34 (33)	Haynes Furniture Virginia Beach, Va. Family-owned, promotional to mid-priced chain operating under both the Haynes and The Dump brands. Haynes' operations are open daily and include two showrooms in Richmond, and one each in Virginia Beach and Newport News, selling mostly in-line product. The Dump stores, which are open Friday through Sunday with occasional extended openings on holidays, are in Hampton, Norfolk and Richmond, Va.; Oaks, Pa.; Turnersville, N.J.; Dallas; Houston; Atlanta; Chicago; and Tempe, Ariz. The Dump specializes in selling overstocked items, factory closeouts, one-of-a-kinds, and showroom models. Both brands also sell online. The retailer has a social media presence through Facebook, Twitter, Pinterest, Instagram and YouTube. Offers free WiFi for customers in some stores.	\$263.0	\$269.0	-2.2%	14	14	NA	NA	NA
35 (36)	Dufresne Spencer Group Memphis, Tenn. Privately owned group founded in 2002. Operates 30 Ashley HomeStores, four outlets and four Stash Home stores in Alabama, Arkansas, Illinois, Indiana, Kentucky, Mississippi, Missouri, Tennessee and Texas. Stash Home is the retailer's multi-line format targeting value-driven, style-conscious consumers. In January 2015, converted the Phillips Furniture showroom in Kirkwood, Mo., to its fourth Stash Home. Phillips had been acquired in December 2013 along with seven Ashley HomeStores. The company has a social media presence through Facebook, Twitter, Pinterest, Google+, LinkedIn, YouTube and Instagram.	\$260.4	\$260.2	0.1%	38	38	NA	100%	NA
36 (39)	Design Within Reach Stamford, Conn. Owned by Herman Miller. Multi-channel retailer of modern furniture, lighting and accessories to consumers and design trade professionals through its retail Studios, monthly catalogs, e-commerce site and Connecticut-based phone sales team. Founded in 1998, DWR has Studios in 17 states, the District of Columbia, Mexico City and Toronto. Operations include a DWR Outlet in Secaucus, N.J., and a DWR Warehouse in Brooklyn. Sales and store counts for U.S. only. 2014 sales revised. DWR offers exclusive collections of modern furniture and accessories from manufacturers such as Benson, Brown Jordan, Emeco, Fritz Hansen, Herman Miller, Knoll, Roll and Hill, Softline and Thayer Coggin. DWR has been transitioning its studios to larger, more efficient formats and relocating and opening new stores in much higher-traffic locations. The retailer has also been increasing the size of its product portfolio, particularly in the area of exclusive product designs. Plans to have about 35 locations by the end of May 2017. DWR has a social media presence through Facebook, Twitter, Pinterest, Instagram, Tumblr and Houzz, as well as a company blog.	\$253.0	\$250.0	1.2%	30	33	250	NA	NA

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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 selling space	average sales per sq. ft.
		2015	2014	2014 to 2015	2015	2014	sq. ft. 1000s		
37 (37)	HOM Furniture Coon Rapids, Minn. Privately owned business founded in 1981. Mid-priced to high-end chain operating 15 HOM Furniture stores, five Gabberts Design Studio & Fine Furniture and two Dock 86. Information from its HOM Commercial Flooring & Outlet center in Anoka, Minn., and sales from flooring departments within HOM Furniture stores is not included. The retailer has five standalone HOM stores in greater Minneapolis/St. Paul as well as one each in Hermantown/Duluth, Rochester and St. Cloud, Minn., and in Eau Claire and Onalaska, Wis. Operates a HOM/Gabberts in Sioux City, Iowa; Fargo, N.D.; and Sioux Falls, S.D. Also operates a HOM/Dock 86 in Rogers, Minn.; a HOM/ Gabberts/Dock 86 in Little Canada, Minn.; and Gabberts' flagship store in Edina, Minn. In-store gallery: Stickley. In February 2015, completed the expansion and remodeling of its Dock 86 store and warehouse in Little Canada, opening its first combination store with all three brands — HOM Furniture, Gabberts and Dock 86. The 185,000-square-foot complex includes an 80,000-square-foot HOM, a 35,000-square-foot Gabberts, a 60,000-square-foot Dock 86 and a 10,000-square-foot customer service and pickup area. The HOM Furniture in Roseville, Minn., closed at the end of that same month. The company also sells online and has a social media presence through Facebook, Twitter, Pinterest and YouTube.	\$236.8	\$224.7	5.4%	22	21	NA	100%	NA
38 (42)	El Dorado Furniture Miami Gardens, Fla. Owned by the Capo family. Established in 1967. Mid-priced to high-end retailer with 14 stores in South Florida, including two outlets. El Dorado currently operates eight stores in Miami-Dade County, including the outlets; three in Broward County in Pembroke Pines, Plantation and Coconut Creek; two in Palm Beach County, in Wellington and West Palm Beach; and one in Lee County in Fort Myers. Also sells online with Internet sales accounting for approximately 2.5% of 2015 sales. Revenues other than sales, \$1.8 million. Units average 73,245 square feet. Opened another store in Miami-Dade County, in Cutler Bay, Fla., earlier this year. The 60,000-square-foot, two level showroom held its grand opening Feb. 6. El Dorado Furniture has a social media presence through Facebook, Twitter and YouTube.	\$221.8	\$188.9	17.4%	13	13	952	100%	NA
		\$223.6 total revenues							
39 (38)	Macy's Furniture Gallery New York Fiscal years ended Jan. 30 and Jan. 31. Part of publicly held Macy's. Operates 59 Macy's Furniture Gallery stores throughout the U.S., as well as a Bloomingdale's Furniture Gallery in Garden City, N.Y., and a Bloomingdale's Furniture Clearance in Wayne, N.J. Both Macy's and Bloomingdale's Gallery stores carry mattresses by Sealy, Serta, Simmons Beautyrest, Stearns & Foster and Tempur-Pedic. Separately, Macy's carries mattresses by its own private brand, Hotel Collection, as well as furniture collections by Martha Stewart. Bloomingdale's carries mattresses by Kluft and Shifman as well as furniture by Mitchell Gold + Bob Williams. The furniture and mattress line of business was again among the strongest in sales for the company last year. In 2015, the retailer closed a Macy's Furniture Gallery in Woodland Hills, Calif. In April 2016, announced the launch of a new home collection by Kelly Ripa. The line, including furniture and area rugs, will be available this summer. Sales estimates exclude figures from the furniture departments of Macy's main department stores. Also sells online and has a social media presence through Facebook, Twitter, Pinterest and YouTube, as well as a company blog.	\$215.0	\$215.0	0.0%	61	62	NA	100%	NA
40 (40)	Levin Furniture Smithton, Pa. Third-generation family-owned business operated since 1920. Mid-priced chain serving the greater Pittsburgh and Cleveland areas with 14 Levin Furniture and 17 Levin Mattress stores. Operations include 16 stores in the greater Pittsburgh area, including nine Levin Mattress and 15 stores in the greater Cleveland market, including eight Levin Mattress. Same store sales increased 7%. Key vendors include Ashley, Craftmaster, England, Flexsteel, Franklin, Klausner, Maine Craftsman, Sealy, Serta and Southern Furniture. In 2015 opened two new Mattress stores in the greater Cleveland market. In March 2016, opened a new larger store in the Cleveland suburb of Avon, Ohio, as well as another replacement store in greater Pittsburgh in Pleasant Hills, Pa. The 96,000-square-foot Pleasant Hills store replaces a slightly smaller store in West Mifflin, which had been closed due to fire damage. The 76,000-square-foot showroom in Avon has twice the space as the store it replaced providing more room for key product categories and more fully accessorized product displays. Plans to open one new bedding store in the Pennsylvania market in 2016. Levin Furniture has a social media presence through Facebook, Twitter, Pinterest, LinkedIn, Instagram and YouTube.	\$207.3	\$193.0	7.4%	31	29	822	100%	\$252
41 (41)	Farmers Home Furniture Dublin, Ga. Fiscal year ends Jan. 31. Family-owned business founded in 1949. Promotional to mid-priced Southeast chain with stores in Georgia, South Carolina, North Carolina, Alabama and Florida. Farmers also sells electronics, appliances, computers and gaming, outdoor equipment and toys, revenues not included. Opened seven showrooms in Alabama last year in Bay Minette, Sylacauga, Hartselle, Muscle Shoals, Bessemer, Leeds and Saraland.	\$198.2	\$191.1	3.7%	195	188	NA	NA	NA
42 (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. Kane's also sells online and has a social media presence through Facebook, Twitter, Pinterest, YouTube and LinkedIn.	\$197.0	\$183.0	7.7%	18	18	1,085	100%	\$182
43 (49)	Jerome's San Diego Family-owned, promotional to mid-priced chain serving southern California since 1954. A retailer best known for Jerry's Price, an everyday low price strategy. At yearend operated a total of 12 stores with five showrooms and a clearance center (Jerry's Bloopers) in the San Diego area in San Diego, El Cajon, Scripps Ranch, Chula Vista, San Marcos and Rancho Bernardo, and six showrooms in the Los Angeles area in Murrieta, Corona, Ranch Cucamonga, Torrance, Anaheim and Laguna Hills. The clearance center is within the distribution center in Rancho Bernardo. Jerome's also sells online with Internet sales accounting for approximately 2% of 2015 sales. Showrooms average 54,114 square feet. Key vendors include Diamond Mattress, Michael Nicholas and International Furniture Direct. Average gross margin, 41.2%. In February 2015, Jerome's opened a 32,000-square-foot showroom in the Los Angeles-area in Laguna Hills, Calif. Jerome's will open a more than 36,000-square-foot showroom in Orange County in Fountain Valley, Calif., before Memorial Day weekend 2016. Jerome's has a social media presence through Facebook, Twitter, Pinterest, Google+, YouTube, LinkedIn, Instagram and Houzz. Jerome's prints a bi-annual branded magazine with merchandise and design tips and tricks. Jerome's offers free WiFi, fresh baked cookies and coffee for customers.	\$196.9	\$147.1	33.9%	12	11	595	100%	\$331
44 (45)	Furniture Mart USA Sioux Falls, S.D. Privately held, promotional to upper-middle priced chain operating stores within the upper Midwest in the Dakotas, Minnesota, Iowa and Wisconsin under the names of Furniture Mart, Unclaimed Freight Furniture, Ashley HomeStore, Carpet One and Design Inc., a commercial furniture and interior design showroom. Also sells online with Internet sales accounting for approximately 1% of 2015 sales. Carpeting sales, \$4.8 million. In-store galleries: La-Z-Boy, three. In December 2015, opened its first store in Wisconsin, an Ashley HomeStore in Platteville. Also opened an Ashley HomeStore in Davenport, Iowa, in November. In 2016, plans to open an Ashley HomeStore in Dubuque, Iowa, and two to four Ashley HomeStore Selects — Ashley's smaller store format for rural markets. The retailer has a social media presence through Facebook, Twitter and Pinterest. Its stores offer free WiFi for customers.	\$193.8	\$165.2	17.3%	37	35	NA	NA	NA
		\$198.5 total revenues							

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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 selling space	average sales per sq. ft.
		2015	2014	2014 to 2015	2015	2014	sq. ft. 1000s		
45 (43)	Baer's Pompano Beach, Fla. Family-owned business founded in 1945 with active members of the second, third and fourth generations. Mid-priced to high-end South Florida chain with 12 stores on the Atlantic coast from Orlando south to Miami 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 January 2015, opened a 50,000-square-foot showroom in the Orlando suburb of Caselberry, replacing the showroom four miles away in Altamonte Springs because its lease expired. In July, opened an 83,000-square-foot showroom in Winter Garden, Fla., in the Orlando area. Is interested in opening showrooms in St. Petersburg, Tampa and the greater Jacksonville area in the future. Baer's also sells online and has a social media presence through Facebook, Pinterest, Twitter, Tumblr and Houzz. Its stores offer free WiFi for customers.	\$189.0	\$186.0	1.6%	16	15	NA	100%	NA
46 (47)	The RoomPlace Lombard, Ill. Family-owned furniture store serving Chicago and greater Indianapolis since 1912. At yearend The RoomPlace operated 24 furniture and mattress showrooms as well as an e-commerce site, with 17 stores in the Chicagoland area and seven in Indiana. Operations include a clearance center at its Lombard location. In March 2015, opened a 30,000-square-foot showroom near Indianapolis in Plainfield, Ind. In 2016, has opened two new locations in the Chicagoland area in Waukegan, Ill., in March and in Homewood, Ill., in April. The 35,000-square-foot showroom in Homewood replaces a nearby Glenwood store that now serves as a clearance center. A fire destroyed the retailer's 325,000-square-foot warehouse and distribution center in Woodridge, Ill., in late April. The RoomPlace has a social media presence through Facebook, Twitter, Pinterest, Google+, YouTube and Instagram, as well as a company blog.	\$185.0	\$160.0	15.6%	24	23	NA	100%	NA
47 (48)	Z Gallerie Gardena, Calif. Privately held retailer founded in 1979. Upper-middle priced lifestyle specialty chain offering an ever-changing combination of contemporary home furnishings including furniture, art, home décor, tableware, textiles and gifts from around the world. At yearend, operated 59 units in 21 states plus one outlet in Gardena. Units average 7,400 square feet. In 2015 opened stores in Encinitas and Torrance, Calif.; Chicago; Friendswood, Texas; and in Columbus, Ohio — a new state. Earlier this year opened one unit in Bellevue, Wash., and closed one in Redmond, Wash. In April opened a unit in Pasadena, Calif., and one in Southlake, Texas. Will also open units in St. Louis and Milwaukee later this year to end 2016 with 64 stores. Z Gallerie also sells online and has a social media presence through Facebook, Twitter, Pinterest and Instagram.	\$183.5	\$154.0	19.2%	60	55	NA	NA	NA
		\$222.6 total revenues							
48 (46)	Regency Furniture Brandywine, Md. Family-owned, in business since 1999. Promotional to mid-priced retailer operating six Regency Furniture stores, 11 Ashley HomeStores and five Marlo Furniture stores in Virginia and Maryland. Regency Furniture operates stores in Brandywine, Largo, Hyattsville and Glen Burnie, Md., and Fredericksburg and Woodbridge, Va., where it operates a clearance center. Ashley HomeStores are in Hagerstown, Bel Air, Easton, Catonsville, Frederick, Rosedale, Gaithersburg, Glen Burnie and Waldorf, Md., and in Fairfax and Falls Church, Va. Marlo Furniture operates showrooms in Forestville, Laurel and Rockville, Md., Alexandria, Va., and a Liquidation Center in Fredericksburg, Va. Key suppliers include AICO, Ashley, Delta Furniture, Elements, Fusion, Homelegance, Jackson, Lifestyle, Najarian, Serta and Simmons Bedding. In 2015, opened a 53,000-square-foot Ashley store in Waldorf, Md., and a 220,000-square-foot Ashley distribution center in Middle River, Md. In 2016, will open an Ashley HomeStore in Capitol Heights, Md., and a Clearance Outlet at the distribution center in Middle River in May, and a Regency Furniture in Catonsville, Md., this summer. The company is also opening a 300,000-square-foot distribution center in Philadelphia late this year, to support upwards of eight Regency Furniture stores planned for the Philadelphia area.	\$181.0	\$161.0	12.4%	22	21	NA	100%	NA
49 (NR)	Mattress1One Orlando, Fla. Privately held by the Salem family. Bedding specialty retailer founded in 2003 currently operating 265 stores throughout Florida, South Georgia and in Central and East Texas. Also operates one unit in St. Thomas, Virgin Islands. Plans to open 70 locations in 2016. Offers consumers a number of different brands and models including iComfort, Optimum, Sealy, Serta, Salem Mattress, Simmons Beautyrest, Stearns & Foster and Tempur-Pedic. Also sells mattress accessories such as pillows, mattress protectors and adjustable bases. The retailer has a social media presence through Facebook, Twitter, Pinterest, Google+ and YouTube.	\$178.0	\$126.0	41.3%	248	180	NA	100%	NA
50 (26)	America's Mattress Hoffman Estates, Ill. Largest network of independently owned and operated Serta-exclusive sleep shops in the United States operating under the America's Mattress brand. Sales and store counts no longer include "grandfathered" multi-unit and primarily metropolitan market partners of the program, such as No. 85 American Mattress. 2014 information has been revised to reflect this change. America's Mattress is including only those retailers specifically under America's Mattress agreements. This includes its America's Mattress sleep shop partners operating in primary markets averaging about \$757,000 per unit and its America's Mattress sleep shop partners operating in secondary markets averaging about \$330,000 per unit. The America's Mattress program combines the brand strength and buying power of a national network with local ownership, providing network partners up-front and ongoing benefits such as site selection assistance, an operations manual, a national website, and support with opening, marketing, training, operations and business management. Expects to add additional stores this year consistent with its recent growth rate.	\$173.5	\$151.4	14.6%	309	285	NA	100%	NA
51 (51)	Steinhafels Waukesha, Wis. Fourth-generation, family-owned business operated since 1934. Mid-priced chain serving Wisconsin and northern Illinois with 10 Steinhafels Furniture Superstores and eight Steinhafels Mattress stores at yearend. Operated 10 stores in the Milwaukee area; three in the Madison area; two in the Kenosha area and one each in Appleton and Janesville, Wis.; and Rockford, Ill. Also sells online with Internet sales accounting for approximately 1% of 2015 sales. Owns MidAmerica Bedding, a factory-direct bedding business; revenues not included. Units average 80,000 square feet. Average stock turns, 7.2 times. Same store sales increased 4%. In-store galleries: La-Z-Boy, eight. In 2015 opened a furniture store in Oak Creek, Wis., a remodeled showroom from an earlier acquisition in 2014, and closed one Mattress store. In 2016, will relocate the furniture store in Greenfield, Wis., to a new, mixed-use center as one of the anchor stores, and open one to two additional Mattress stores. Is also expanding its distribution center located in Waukesha, Wis., by 104,000 square feet this year. Steinhafels has a social media presence through Facebook, Twitter, Pinterest, Google+, YouTube, LinkedIn, Houzz and Instagram, as well as a company blog. Its stores offer free WiFi for customers.	\$172.8	\$142.5	21.3%	18	18	796	100%	\$250
52 (50)	Furnitureland South Jamestown, N.C. Owned by the Harris family. Founded in 1969. Mid-priced to high-end discount furniture store with over 1.3 million square feet of showroom space. Specialized galleries include Sleepland, a 20,000-square-foot spa-inspired mattress presentation; a 29,000-square-foot outdoor furniture gallery; a newly renovated 22,000-square-foot rug division; and new gallery introductions that include "On-Trend" inspired by the latest design trends and "Best of Furnitureland South" with the top selling bedroom, dining rooms and living room collections. Other manufacturer galleries include Marge Carson, Huntington House, King Hickory, Hooker, Century, Lexington Home Brands, Palliser, Vanguard, Flexsteel, Stanley and Bernhardt. Average stock turns, 8 times. Furnitureland South's 135-acre site also includes an Outlet featuring 350,000 square feet of market samples and special purchases available for immediate delivery. The retailer has a Starbucks Cafe and a 6,668-square-foot Subway restaurant with seating for 211 people. The recently opened Subway replaced the The Cafe at Furnitureland South. The retailer has a social media presence through Facebook, Twitter, Pinterest, YouTube, LinkedIn and Instagram, as well as a company blog. Its store offers free WiFi for customers. FLS owners Jeff and Jason Harris also run a shoppable broadband TV network called The Design Network which recently launched on Apple TV.	\$155.9	\$144.9	7.6%	1	1	1,200	100%	\$131

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Rank (last year)	Company, home base and notes	Estimated furniture, bedding, accessory sales in \$ millions		Percent change 2014 to 2015	Number of units		Selling space all stores sq. ft. 1000s	Furniture, bedding, accessories percent of selling space average sales per sq. ft.	
		2015	2014		2015	2014			
53 (53)	Gallery Furniture Houston Privately owned business founded in 1981. Promotional to high-end retailer serving the greater Houston area with showrooms in Houston and Richmond, a satellite store in the Galleria mall area and an e-commerce website. The satellite store, with 22,000 square feet of selling space, includes a dedicated gallery of high-end special order and other goods from the top tier of Gallery's price points. Gallery also sells electronics, sales not included. In-store galleries: Vaughan-Bassett Made in America. Other key vendors include Mayo Brothers, Tempur-Pedic and United Leather. Average stock turns, 12 times. Average gross margin, 47%. Last summer, Gallery Furniture opened a 165,000-square-foot store in southwest Houston in Richmond. The retailer has a social media presence through Facebook, Twitter, Pinterest, LinkedIn, Instagram, YouTube and Houzz. Its stores offer free WiFi for customers.	\$155.8	\$135.3	15.2%	3	2	230	98%	\$935
54 (54)	Grand Home Furnishings Roanoke, Va. Fiscal year ends Oct. 31. Family-owned business founded in 1911. Mid-priced chain with stores in western and central Virginia, east Tennessee and the eastern part of West Virginia. Operations include 13 stores in Virginia — three in Roanoke and one store each in Bristol, Charlottesville, Christiansburg, Harrisonburg, Lexington, Lynchburg, Smith Mountain Lake, Waynesboro, Winchester and Wise; two stores in Tennessee in Johnson City and Kingsport; and four stores in West Virginia in Beckley, Lewisburg, Princeton and Summersville. The Smith Mountain Lake store and one of the stores in Roanoke are outlet stores. The retailer has a social media presence through Facebook, Twitter, Pinterest, Google+ and YouTube, as well as a company blog.	\$131.5	\$130.3	0.9%	19	19	NA	100%	NA
55 (56)	Sit'n Sleep Gardena, Calif. Promotional to high-end Southern California bedding specialist founded in 1997, operating stores in the greater Los Angeles area. Also sells online with Internet sales accounting for approximately 1.2% of 2015 sales. Units average 10,857 square feet. Key vendors include Aireloom, Kingsdown, Dormeo, Primo, Sealy, Serta, Sherwood, Simmons, Stearns & Foster and Tempur-Pedic. Average gross margin, 50%. In January 2015 opened a new showroom in San Clemente, Calif. The retailer anticipates opening 10 new locations in the next couple of years with three new stores planned for 2016, including one that opened in March in Northridge, Calif. The other stores are scheduled to open in Orange and Carson, Calif. Also in March, Sit 'n Sleep launched a book to impart the value of sleep to young children. Proceeds from the book, While Ana Sleeps, will benefit local charities. The retailer has a social media presence through Facebook, Twitter and Google+.	\$124.4	\$114.1	9.0%	33	32	358	100%	\$347
56 (62)	Gardner-White Auburn Hills, Mich. Family-owned retailer serving southeastern Michigan since 1912. Currently operates nine promotional to mid-priced stores in metro Detroit, with two in Warren and one each in Auburn Hills, Brighton, Canton, Macomb Township, Southfield, Taylor and Waterford, Mich. Key vendors include Albany, American, Ashley, Corinthian, Cheers, Futura Leather, Genesis, Klaussner, Jonathan Louis, Lifestyle Enterprise, Natuzzi, Restonic, Sealy, Serta, Simmons and Tempur-Pedic. In 2015, closed the two stores within Best Buy consumer electronics stores in Bloomfield Hills and Novi. The two pilot stores sold motion and leather upholstery, entertainment centers and bedding. Gardner-White also sells online and has a social media presence through Facebook, Twitter, Pinterest, LinkedIn and Instagram.	\$124.0	\$105.0	18.1%	9	11	250	100%	\$496
57 (55)	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 encompassing a one-of-a-kind, hand-curated assortment from around the world. 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. Sales include a significant business in high-end Oriental rugs. The retailer also sells online and has a social media presence through Facebook, Twitter, Pinterest, Google+ and Instagram, as well as a company blog.	\$123.0	\$125.0	-1.6%	4	4	NA	NA	NA
58 (69)	Wolf Furniture Bellwood, Pa. Family-owned, in business since 1902. Mid-priced retailer operating 13 Wolf's and five Gardiner Wolf locations as well as an e-commerce site. Wolf's are located in Altoona, Johnstown, State College, Hanover, Chambersburg, Harrisburg, Mechanicsburg, York and Lancaster, Pa.; Leesburg, Va.; and Frederick and Hagerstown, Md.; and a separate clearance center in Frederick, Md. Gardiner Wolf stores are in Towson, Catonsville, Westminster, Pasadena and Bel Air, Md. Carpeting sales and revenues other than sales, \$1.7 million. In-store galleries: La-Z-Boy, five, averaging 6,000 square feet. Other key vendors include Ashley, Aspen, Best Furniture, Catnapper, Craftmaster, Daniel's Amish, Jackson, Klaussner, Liberty, Magnussen, Palettes, Restonic, Sealy, Smith Brothers, Southern Motion and Universal. In 2015, acquired five-store, Baltimore, Md.-based Gardiners Furniture as the co-owner and vice president retired. Wolf's CEO is part owner of Allegheny Furniture Consignment with stores in Harrisburg and Lancaster, Pa., as well as licensees. Results from those operations are not included. The retailer has a social media presence through Facebook, Twitter, Pinterest and LinkedIn. Its stores offer free WiFi for customers.	\$120.6 \$122.3 total revenues	\$89.2	35.2%	18	13	NA	NA	NA
59 (65)	Mattress Warehouse Frederick, Md. Privately held bedding specialty retailer in business since 1989 operating stores in Delaware, Maryland, New Jersey, North Carolina, Pennsylvania, Virginia, West Virginia and Washington D.C. Mattress Warehouse also sells online and over the phone. 2014 sales revised. The retailer offers a number of name brands including Aireloom, Kingsdown, Sealy, Serta, Simmons Beautyrest, Spring Air, Stearns & Foster and Tempur-Pedic plus a wide variety of sleep accessories and furniture-related items. The retailer has a social media presence through Facebook, Twitter, Google+ and YouTube, as well as a company blog.	\$120.0	\$112.0	7.1%	192	179	NA	100%	NA
60 (61)	Bernie & Phyl's Furniture Norton, Mass. Parent corporation is Convertible Castle. Family-owned and operated, in business since 1983. Mid-priced chain serving eastern Massachusetts, southern New Hampshire and Rhode Island with stores in Natick, Braintree, Saugus, Westboro, Raynham and Hyannis, Mass.; Nashua, N.H.; and a clearance center in Warwick, R.I. Also sells online with Internet sales accounting for approximately 2% of 2015 sales. Units average 44,500 square feet. Key vendors include Sealy, Stearns & Foster, Ashley, England, Southern Motion and Tempur-Pedic. Average stock turns, 11 times. The retailer has a social media presence through Facebook, Twitter, Pinterest, Google+, YouTube, LinkedIn and Instagram. Its stores offer free WiFi for customers.	\$116.8	\$105.4	10.8%	8	8	357	100%	\$328

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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 selling space	average sales per sq. ft.
		2015	2014	2014 to 2015	2015	2014	sq. ft. 1000s		
61 (66)	Mitchell Gold + Bob Williams Taylorsville, N.C. Privately owned, founded in 1989. Manufacturer's dedicated Signature Store network of 18 company-owned and 15 licensee-owned high-end stores in the U.S., including Puerto Rico, Canada and Mexico. Sales and store counts for U.S. and Puerto Rico. Currently operating stores in Beverly Hills, Santa Ana, and Glendale, Calif.; Dallas, Houston and Plano, Texas; Boston, Burlington and Natick, Mass.; New York City and Manhasset, N.Y.; Atlanta and Alpharetta, Ga.; Chicago and Oakbrook, Ill.; Paramus, N.J.; Greenwich, Conn.; Nashville, Tenn.; Portland, Ore.; Washington D.C.; Denver; Miami; St. Louis; McLean, Va.; Kansas City, Kan.; Scottsdale, Ariz.; and San Juan, Puerto Rico. Stores average 8,000 to 12,000 square feet. In 2015, the company opened stores in Kansas City, Kan.; Burlington, Mass.; and Glendale, Calif. Earlier this year opened stores in Scottsdale, Ariz., and Oakbrook, Ill. Anticipates opening stores in Austin, Texas; King of Prussia, Pa.; and Cincinnati, Ohio, within a year as well as other stores under lease negotiations. The company also sells online and has a social media presence through Facebook, Twitter and Pinterest.	\$116.0	\$99.0	17.2%	25	22	NA	100%	NA
62 (58)	Chair King/Fortunoff Backyard Store Houston Mid-priced to high-end retailer operating Chair King Backyard Stores in Texas and Fortunoff Backyard Stores in New York, New Jersey, Connecticut, Delaware, Pennsylvania and Florida. At yearend, operated 17 Chair King and 25 Fortunoffs, as well as Leisure Collections, a design showroom in Houston. Also operates e-commerce websites for both brands. Key vendors include Foremost, Agio, Hanamint, Mallin, Treasure Garden, NorthCape, Erwin and several private labels. In 2015, relocated the Chair King in Houston on FM 1960 to a new larger location and opened a Fortunoff Backyard Store in Naples, Fla. In February 2016, opened its first Fortunoff Backyard Store in Pennsylvania, in King of Prussia. A second one will open later this year in Montgomeryville, Pa. Other openings in 2016 include a Fortunoff in Patchogue, N.Y., and at least one new location in Florida. The retailer has a social media presence through Facebook, Twitter, Pinterest and Instagram.	\$116.0	\$111.2	4.3%	43	42	NA	NA	NA
63 (57)	Crest Furniture Dayton, N.J. Family-owned promotional to mid-priced retailer operating nine Value City Furniture stores all in New Jersey, and seven Ashley HomeStores — four in New Jersey and three in Pennsylvania. Value City stores are not affiliated with Columbus, Ohio-based American Signature (No. 14). Value City Furniture stores carry brands such as Broyhill, Ashley, Klausner, Coaster and Sealy. In 2015, opened two more Value City Furniture stores in New Jersey, in Eatontown in March and in WoodBridge/Iselin in September. Will open an Ashley HomeStore in Philadelphia in June 2016. The retailer also sells online and has a social media presence through Facebook, Twitter, Pinterest, Google+, Instagram and YouTube. Its stores offer free WiFi for customers.	\$116.0	\$113.1	2.6%	16	14	NA	100%	NA
64 (63)	Broad River Furniture Fort Mill, S.C. Privately owned group in business since 2003 operating promotional to mid-priced Ashley HomeStores in major markets and DMAs in the Carolinas and Georgia. At year-end, operated 12 HomeStores in North Carolina in Charlotte, Hickory, Mooresville, Gastonia, Raleigh, Fayetteville and Asheville; four in South Carolina in Columbia and in upstate South Carolina in Greenville, Spartanburg and Anderson; and one in Augusta, Ga. Units average 32,500 square feet. The HomeStores also carry Sealy, Tempur-Pedic and Bedgear. In January 2015, acquired two Ashley stores in Western North Carolina in Arden and Asheville. In December opened its new headquarters and state-of-the-art distribution center in Fort Mill, S.C., in the greater Charlotte, N.C., market. In January 2016 opened a new "Generation 6" Ashley HomeStore in Durham, N.C. Also closed two stores earlier this year consolidating operations into nearby stores. The Asheville, N.C., store closed in February and the Matthews, N.C., store closed in March. The retailer is looking to add new stores in existing markets with Ashley HomeStores and with Ashley HomeStore Select models and to upgrade existing stores to the new "Generation 6" model for Ashley HomeStores. Broad River has a social media presence through Facebook, Twitter, LinkedIn and YouTube.	\$114.2	\$104.7	9.1%	17	15	553	100%	\$207
65 (59)	Stickley, Audi & Co. Manlius, N.Y. 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. In addition to Stickley, other key vendors are Baker, Bradington-Young, Century, E.J. Victor, Hancock & Moore, Marge Carson, Sherrill, Ekornes, Theodore & Alexander and Shifman. The company is expanding its retail footprint in 2016 with a couple of new stores in Pineville, N.C., and Farmingdale, N.Y. Stickley has a social media presence through Facebook, Twitter, Pinterest, LinkedIn and YouTube. Its stores offer free WiFi for customers.	\$113.7	\$108.9	4.4%	12	12	NA	100%	NA
66 (64)	Innovative Mattress Solutions Lexington, Ky. Privately held bedding specialty retailer founded in 1983. IMS does business as Sleep Outfitters, Mattress Warehouse and Mattress King in West Virginia, Ohio, Indiana, Kentucky, Tennessee and Alabama. Also sells online at www.sleepoutfitters.com. 2014 sales revised. Mattress vendors include Dormeo, Sealy, Stearns & Foster, Tempur-Pedic and the company's uDream brand. Showrooms also sell adjustable foundations, pillows, mattress protectors, frames and headboards. IMS relocated its corporate headquarters to Lexington, Ky., from West Virginia occupying increased office and warehouse distribution space in the former headquarters for Tempur-Pedic. The retailer has a social media presence through Facebook, Twitter, Pinterest, Instagram and YouTube, as well as a company blog.	\$109.0	\$105.0	3.8%	156	155	NA	100%	NA
67 (67)	Morris Furniture Dayton, Ohio Privately owned mid-priced retailer founded in 1947. Serves central and southwestern Ohio, including Northern Kentucky, Cincinnati, Dayton and Columbus markets with Morris Home Furnishings, Ashley HomeStore, The Morris Backroom clearance centers and The Better Sleep Shop. Operations include four Morris Home Furnishings, 11 Ashley HomeStores, four Morris Backroom and 13 The Better Sleep Shops. Morris has two Home Centers located in Northern Kentucky and Cincinnati, which includes one of each of Morris' four branded stores. Also sells online with Internet sales accounting for about 1% of 2015 sales. Units average 37,000 square feet. Key vendors include Albany, American, Bernhardt, Cheers, Craftmaster, Futura, HTL, HomeStretch, Jonathan Louis, Lane, King Hickory, Klausner, La-Z-Boy, Aspen, Holland House, SLF, Sealy, Stearns & Foster, Tempur-Pedic and Universal. Average stock turns, 4 times. Average gross margin, 49%. Over the next 12 months, the retailer will open two new showrooms under the new Morris Home brand in the Columbus market. A 44,000-square-foot Morris Home in Easton Square will open this summer along with a Better Sleep Shop. A more than 84,000-square-foot Morris Home in Polaris Fashion Place is scheduled to open early 2017 along with a Better Sleep Shop and an Ashley HomeStore. The retailer's existing Dayton and Cincinnati Morris Home Furnishings showrooms will be rebranded and updated to the new Morris Home showrooms opening in Columbus. The company has a social media presence through Facebook, Twitter, Pinterest, Google+, LinkedIn, Instagram and YouTube.	\$98.0	\$94.0	4.3%	32	32	589	100%	\$166
68 (68)	Walter E. Smithe Furniture Itasca, Ill. Third-generation, family-owned business founded in 1945. Mid-priced to high-end special-order chain serving Chicago and Northwest Indiana area with stores throughout greater Chicagoland in Arlington Heights, Geneva, Glendale Heights, Lincoln Park, Lincolnshire, Naperville, Oak Brook, Orland Park, Skokie and Vernon Hills, Ill., and Merrillville, Ind. Operates in-store outlets in the Merrillville and Glendale Heights locations with outlet deals and special buy merchandise. The retailer also sells online and has a social media presence through Facebook, Twitter, Pinterest, YouTube and Houzz, as well as a company blog.	\$92.0	\$92.0	0.0%	11	11	NA	100%	NA

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		2015	2014		2015	2014			
69 (71)	Hudson's Furniture Sanford, Fla. Family-owned business founded in 1981. Promotional to high-end Florida retailer serving much of Central Florida with stores in the Tampa, St. Petersburg, Orlando and Ormond Beach areas. Operates 14 Hudson's Furniture showrooms, three outlet centers and Hudson's Vacation Interiors as a division of the Hudson's store in Altamonte Springs. Units average 35,000 square feet. Showrooms carry a number of brands, including American Drew, Best Home Furnishings, Bassett, Broyhill, Flexsteel, Hammery, Klaussner, Lexington Home Brands, Natuzzi, Stanley and Vaughan Bassett, and Serta, Simmons and Tempur-Pedic in bedding. Hudson's Furniture also sells online and has a social media presence through Facebook, Twitter, Pinterest, YouTube and Instagram.	\$90.0	\$84.0	7.1%	17	17	NA	100%	NA
70 (72)	Bob Mills Furniture Oklahoma City Family-owned business established in 1971. Mid-priced retailer operating six stores in Texas, in Amarillo, Lubbock, Odessa, Temple, Waco and Midland, and two in Oklahoma, in Oklahoma City and Tulsa. Units average 45,000 square feet. In November 2015 opened its second Oklahoma store, in Tulsa. Bob Mills also sells online and has a social media presence through Facebook, Twitter, Pinterest, LinkedIn and YouTube. Offers free Wi-Fi for customers.	\$85.8	\$84.0	2.1%	8	7	NA	100%	NA
71 (70)	Lacks Valley Stores Pharr, Texas Family-owned business founded in 1935. Mid-priced to high-end chain serving South Texas with two stores in McAllen and one store each in Alice, Brownsville, Edinburg, Harlingen, Laredo, Pharr, Rio Grande City and San Benito. Sales from electronics and major appliances, \$9.7 million. Revenues other than merchandise sales, \$11 million. Units average 75,000 square feet. In December 2015 closed the 10,000-square-foot design showroom in Port Isabel, Texas. The retailer has a social media presence through Facebook. Its stores offer free WiFi for customers.	\$84.0 \$104.7 total revenues	\$86.6	-3.0%	10	11	NA	NA	NA
72 (79)	Darvin Furniture Orland Park, Ill. Family-owned, in business since 1920. Mid-priced to upscale retailer serving Chicago, the surrounding suburbs, northern Illinois and northern Indiana with a Darvin Furniture super store, a Clearance & Outlet Center, Area Rug Gallery and Mattress Store all located on 11 acres. Offers more than 80 brand names including AICO, Aireloom, American Drew, Ashley, Aspen Home, Bassett, Bernhardt, Best Chair, Broyhill, Chateau D'ax, Daniel's Amish, England, Flexsteel, Franklin, Homestretch, Hooker, iComfort by Serta, Jonathan Louis, Karastan, King Hickory, Klaussner, Lane, Palliser, Pulaski, Restonic, Sealy, Serta, Simmons, Southern Motion, Stanley, Stearns & Foster, Tempur-Pedic, Therapedic and Universal. Last year opened a 35,000-square-foot Clearance & Outlet Center, phase one of a multi-phase expansion and renovation project. The Outlet was created by constructing a second floor in a two-story area of the showroom that was originally warehouse space. This year, will complete the office space expansion. Will also add a new facade to provide an updated look with more presence to support the now 212,000-square-foot store. Darvin has a social media presence through Facebook, Twitter, Pinterest and YouTube.	\$82.0	\$74.0	10.8%	1	1	175	100%	\$469
73 (60)	Big Sandy Superstore Franklin Furnace, Ohio Family-owned business founded in 1953. Mid-priced chain operating 17 showrooms — 13 Big Sandy Superstores, including one outlet, in Ohio, Kentucky and West Virginia, and four Pieratt's, including one outlet, in the Lexington, Ky., area. Sales from appliances and electronics, \$77 million. Key vendors include Ashley, Catnapper, England, Franklin, Jackson, Sealy, Serta, Simmons and Tempur-Pedic. In 2015 Big Sandy dissolved its partnership with Furniture & ApplianceMart which operated 10 showrooms including Ashley HomeStores in central and eastern Wisconsin. Will open two new Big Sandy Superstores in Columbus, Ohio, this May. The retailer also sells online and has a social media presence through Facebook, Twitter, Pinterest, Instagram, YouTube and Houzz.	\$82.0 \$159.0 total revenues	\$106.0	-22.6%	17	27	NA	NA	NA
74 (77)	Sam Levitz Furniture Tucson, Ariz. Family-owned business founded in 1953. Promotional to high-end retailer operating two Sam Levitz Furniture stores, one Ashley HomeStore and two Sam's Furniture Outlets in metro Tucson. Also sells online with Internet sales accounting for 1.5% of 2015 sales. Stores average 55,000 square feet. Key vendors are Ashley, Cheers, Coaster, EJ Lauren, Lifestyle, Moto, Offshore Furniture, Sealy, Simmons Upholstery and Tempur-Pedic. Average stock turns, 6 times. Average gross margin, 42%. In 2015 converted the Sam Levitz Furniture East store to Sam's Furniture Outlet and is currently in the process of remodeling that same store to its second Ashley HomeStore. The retailer has a social media presence through Facebook, Twitter, Pinterest, Instagram and LinkedIn. Its stores offer free WiFi for customers.	\$81.1	\$74.9	8.2%	5	5	275	100%	\$295
75 (76)	C.S. Wo & Sons Honolulu Family-owned business founded in 1909. Promotional to high-end retailer operating C.S. Wo Gallery stores, SlumberWorlds, HomeWorlds, Red Knot and Ashley HomeStores on three Hawaiian Islands and in California. On Oahu, operates one high-end C.S. Wo Gallery store, two HomeWorld Furniture superstores, two Ashley HomeStores, two contemporary Red Knot stores 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 Futura, Jonathan Louis, Klaussner, Lexington, Natuzzi, Simmons and Tempur-Pedic. Will open five stores in 2016 including four opening in a new 60,000-square-foot retail facility in Kapolei, Hawaii — a Red Knot, a HomeWorld Furniture, a SlumberWorld and an Ashley HomeStore. The fifth store opening will be a new Ashley HomeStore in Pearlridge Shopping Center in Aiea, Hawaii. The retailer has a social media presence through Facebook, Twitter, Pinterest and Instagram. Its stores offer free WiFi for customers.	\$79.0	\$75.5	4.6%	18	18	296	100%	\$267
76 (75)	Schewel Furniture Lynchburg, Va. Family-owned business founded in 1897. Mid-priced, credit-oriented chain in Virginia, West Virginia and North Carolina. Sales from appliances, electronics, carpeting and other non-furniture merchandise, \$24 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%. The retailer has a social media presence through Facebook, Twitter, Pinterest, Google+ and YouTube, as well as a company blog.	\$79.0 \$120.0 total revenues	\$77.0	2.6%	52	52	1,040	90%	\$100
77 (74)	Kittle's Furniture Indianapolis Family-owned business founded in 1932. Promotional to high-end Indiana and Ohio operator of seven Kittle's stores, three Rooms Express, one Below Market Furniture store, one 15,000-square-foot Bassett Home Furnishings store and one Outlet. In-store galleries: Bassett, Bernhardt and Stickley. Other key vendors include Broyhill, Corinthian, Craftmaster, Daniel's Amish, Fusion, Homestretch, Jonathan Louis, Klaussner, Legacy, Serta, Simmons, Smith Brothers and Vaughan-Bassett. The retailer has a social media presence through Facebook, Pinterest and Instagram.	\$78.1	\$77.8	0.5%	13	13	NA	100%	NA

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		2015	2014		2015	2014			
78 (86)	Wellsville Carpet Town Weston Mills, N.Y.	\$77.2	\$64.1	20.5%	15	13	NA	NA	NA
	\$78.1 total revenues								
	Family-owned group that began as a carpet store in 1967. Currently operates a Carpet Town Carpet One store and 14 promotional to mid-priced Ashley HomeStores including an Ashley Outlet throughout western and central New York, central Pennsylvania and northeast Ohio. Operations include seven Ashley stores and an outlet in New York — two in Rochester and one each in Weston Mills, Horseheads, Syracuse, Amherst, Orchard Park and Batavia (Outlet); two in Pennsylvania in Altoona and Johnstown; and four in Ohio in the greater Cleveland market in Fairlawn, Mentor, Brooklyn and Canton. The Carpet One store is attached to the Ashley HomeStore in Weston Mills. Carpeting sales, about \$0.9 million. Ashley stores average 37,000 square feet and include key vendors, Simmons and Sealy for bedding. In 2015, opened one HomeStore in Syracuse, N.Y., and one in Canton, Ohio. In 2016, will open new Ashley HomeStores in Mayfield Heights and Avon, Ohio. The company has a social media presence through Facebook as well as a company blog.								
79 (80)	FAMSA Dallas	\$77.0	\$73.6	4.6%	26	25	NA	NA	NA
	\$137.5 total revenues								
	Owned by Grupo Famsa, S.A.B. de C.V. Mid-priced, credit-oriented retailer focused on serving the U.S. Hispanic population. FAMSA has 22 stores in Texas and four in Illinois. In Texas, the retailer operates 10 in the Rio Grande Valley including a clearance center, five in Houston, three each in San Antonio and Dallas, and one in Austin. All four stores in Illinois are in the Chicago area. Also sells online to customers in Texas and Illinois. Merchandise mix includes furniture, mattresses, appliances, computers and electronics. Key suppliers include Restonic, Serta and Simmons among others. Offers its customers a program called Famsa-to-Famsa through which they purchase goods at its stores and have them delivered to relatives in Mexico, El Salvador or Guatemala. Same stores sales increased 1.9% in 2015. FAMSA opened a showroom in the Chicago area in Melrose Park in March 2015 and will soon open a store in downtown San Antonio. The retailer has a social media presence through Facebook and Twitter.								
80 (73)	Weir's Furniture Dallas	\$77.0	\$78.0	-1.3%	5	5	NA	100%	NA
	Family-owned business founded in 1948. Mid-priced to high-end Dallas/Fort Worth area retailer operating showrooms in Dallas, Southlake and Plano and Outlet stores in Dallas and Farmers Branch, Texas. Weir's offers a collection of stylish home furnishings from manufacturers such as Bernhardt, Hancock & Moore, Hooker and Sherrill and mattresses from manufacturers such as Eastman House, Kluft, Serta, Simmons and Stearns & Foster. In 2016, Weir's expanded three of its stores by 27,000 square feet. The Farmers Branch Outlet was expanded by 16,000 square feet and the showrooms in Southlake and Plano, by approximately 5,500 square feet each. Weir's Furniture has a social media presence through Facebook, Twitter, Instagram and Pinterest.								
81 (85)	FFO Home Fort Smith, Ark.	\$76.4	\$65.0	17.5%	36	33	NA	100%	NA
	Owned by Sun Capital Partners. Operates mid-priced, EDLP discount-oriented stores across four states in the mid-south. At yearend, had 17 stores in Arkansas, 12 stores in Missouri, five stores in Oklahoma and two stores in Kansas. Founded in 1984 as Furniture Factory Outlet, the company originally specialized in one-time, limited quantity inventory factory overruns and manufacturer cancellations. FFO Home's focus is on maintaining lowest prices with great quality, broad selection, expanded brand name product offerings such as Serta and Flexsteel, superior customer satisfaction and an advertising campaign "Where Great Quality Lives for Less." In 2015, opened three stores — in Conway and Batesville, Ark., and Owasso, Okla. Also relocated its corporate headquarters to Fort Smith, Ark., from Muldrow, Okla., consolidating its two corporate warehouses, its Natural Elements bedding manufacturing operation and headquarters into one facility achieving efficiency/synergy savings and positioning itself for accelerated growth and expansion under its new parent company, Sun Capital, who acquired FFO Home earlier this year. In April, FFO Home opened its 37th showroom in Siloam Springs, Ark., and has plans for several more stores to open this year. The retailer has a social media presence through Facebook, Twitter, Pinterest and Google+, as well as a company blog.								
82 (95)	Trivett's Furniture Fredericksburg, Va.	\$75.1	\$55.0	36.6%	12	12	NA	100%	NA
	Family-owned business founded in 1992. Promotional to mid-priced retailer serving Northern Virginia and the Richmond areas with one Trivett's Furniture and 11 Ashley HomeStores. Other key vendors include American Drew, AICO, Crown Mark, Klaussner, Liberty Furniture, Sealy, Stearns & Foster, Tempur-Pedic and Vaughan-Bassett. In 2015, completed the expansion of its new corporate campus and distribution center adding more than 150,000 square feet. Recently added a new state-of-the-art customer service call center along with a training and development center there. The retailer plans to grow the Ashley's HomeStore brand and its Trivett's Furniture brand throughout the Virginia, Maryland and Washington D.C. areas. Is looking at a minimum of three new stores in 2016, including a Trivett's Furniture in Richmond and one in northern Virginia, and a new Ashley HomeStore in Richmond. The retailer has a social media presence through Facebook and Twitter.								
83 (91)	Lovesac Stamford, Conn.	\$75.0	\$60.0	25.0%	58	59	64	100%	\$1,175
	Fiscal year ends Jan. 31. Privately held, in business since 1995. Alternative upholstery manufacturer and retailer of high-end specialty furniture operating across 27 states selling its patented furniture products, the original foam-filled Sac and its modular sectional furniture system called Sactionals. Also has one store each in Sydney, Australia, and Jeddah, Saudi Arabia, sales and store counts not included. Additionally, Lovesac sells online with Internet sales accounting for approximately 18% of 2015 sales. Units are all mall-based and average 1,100 square feet. Average stock turns, 10 times. Same-store sales increased 18%. In 2015, opened one store in the Houston area in Baybrook and closed two. Also rolled out a kids' version of its Sactional last fall. Plans to end 2016 with 63 stores including stores in Garden State, N.J., in June; the Cincinnati area in Kenwood, in September; and in Twelve Oaks, Mich., in October. Lovesac is rolling out a new look to its stores and a new logo companywide. The retailer has a social media presence through Facebook, Twitter, Pinterest, Instagram, YouTube and Google+.								
84 (83)	Roche Bobois New York	\$71.4	\$66.6	7.3%	27	24	NA	100%	NA
	Family-owned, founded in 1960. Luxury French furniture and interiors company known for its contemporary style of furniture designed and produced exclusively for Roche Bobois. Also carries an exclusive Nouveaux Classiques line of products, which are a reinterpretation of French historical furniture in a modern context. Operates more than 275 stores in more than 50 countries, including 16 company-owned and 11 franchised-owned stores in major metropolitan areas in the United States and Puerto Rico. Sales and store counts for the U.S. and Puerto Rico only. Units average 8,000 square feet. In 2015, opened three corporate stores in Pasadena, Calif.; Paramus, N.J.; and Miami. Roche Bobois is looking in the Austin, Texas, area and in Connecticut among others for future openings. The retailer has a social media presence through Facebook, Twitter, Pinterest, YouTube and Instagram. Its stores offer free WiFi for customers.								

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		2015	2014	2014 to 2015	2015	2014	sq. ft. 1000s		
85 (82)	American Mattress Addison, Ill. Family-owned business founded in 1988. American Mattress is the largest Serta bedding specialist in the Midwest serving the entire Chicagoland, Northwest Indiana, Indianapolis and Fort Wayne markets. American Mattress recently added Sealy, Simmons and Winston & Key mattress brands to complement its line of Serta and Tempur-Pedic mattresses, becoming a multi-brand retailer. American Mattress is aggressively expanding throughout existing markets. The company has a social media presence through Facebook and Twitter. Is a strong supporter of local communities and charities.	\$71.0	\$68.0	4.4%	105	95	NA	100%	NA
86 (84)	EBCO Phoenix Family-owned La-Z-Boy licensee group operating in Arizona. Founded in 1982, the group operates seven La-Z-Boy Furniture Galleries in the Phoenix area — two in Scottsdale, including La-Z-Boy Home Furnishings & Decor, two in Glendale including a La-Z-Boy Bedrooms and Dining store, and one each in Mesa, Chandler and Goodyear. Also operates two in the Tuscon area. Units average 14,890 square feet. Other key vendors include American Drew, Hammary, Kincaid, Oriental Weavers, Uttermost and Ultrashield. Average stock turns, 9.2 times. Completed the remodeling project at the Power Road location in Mesa in August 2015 and closed the Flagstaff location in October. In 2016, will remodel the Chandler location. Will also open a new location in Prescott Valley, Ariz., this fall. The company also sells online and has a social media presence through Facebook, Pinterest, Twitter, LinkedIn, Houzz and Instagram.	\$70.6	\$66.1	6.8%	9	10	149	100%	\$474
87 (90)	Walker Furniture Las Vegas Fiscal year ends Jan. 31. Owned by principal stockholder Deanne Alterwitz and family. Founded in 1961. Promotional to high-end chain with a nine-acre campus in the northwest Las Vegas Valley housing the main showroom Walker Furniture and the outlet, Rooms by Walker/Walker Outlet/Walker Tent & Clearance Center. At its warehouse location a few miles from the main campus is another outlet, Rooms by Walker/Walker Outlet/Walker Warehouse Outlet & Clearance Center. Also operates 21 Serta-exclusive Best Mattress stores including three outlets, in Nevada. Also sells online with Internet sales accounting for approximately 1% of 2015 sales. Revenues other than merchandise sales, \$2.9 million. Units average 11,292 square feet. Average stock turns, 3.99 times. Average gross margin, 47%. In 2015 opened two Best Mattress stores in Nevada. Plans for 2016 include a minimum of two new Best Mattress locations either through new openings or relocations. Walker Furniture has a social media presence through Facebook, Twitter, Google+, YouTube and Instagram. Its stores offer free WiFi for customers.	\$66.3 \$69.2 total revenues	\$62.2	6.6%	24	22	260	100%	\$255
88 (88)	Kimbrell's Charlotte, N.C. Fiscal year ends July 31. Family-owned business founded in 1915. Promotional, credit-oriented chain operating 48 stores in the Carolinas and one store in Georgia. Credit income, \$10.6 million. In-store galleries: Ashley and Ashley's iKidz, 49. Other key vendors include Corinthian, Crown Mark and Sealy. In 2015, relocated the Durham, N.C., store from its downtown location. In 2016, plans to relocate its Concord and Albemarle, N.C., locations and open one new showroom. Kimbrell's has a social media presence through Facebook, Twitter, Pinterest, Google+ and YouTube.	\$65.5 \$76.2 total revenues	\$63.1	3.8%	49	49	NA	NA	NA
89 (87)	Louis Shanks of Texas Austin, Texas Fourth-generation, family-owned business founded in 1945. Mid-priced to high-end retailer operating stores in Austin, Houston and San Antonio. Showrooms offer consumers a wide selection of home furnishings from major vendors including Bernhardt, Century, Hancock and Moore, Lexington, Tommy Bahama, Marge Carson, Sherrill and Stickley. The retailer also offers other interior furnishings such as flooring, window treatments and cabinetry — revenues not included. In 2015, remodeled the unit in San Antonio making a 12,000-square-foot transitional area with more modern style home furnishings. Also, remodeled the entrance moving away from dark heavy finishes towards light, updated white and cream colors and porcelain tile floors. In Houston, the store was remodeled to include a new 7,500-square-foot transitional area. In 2016, the company remodeled the lobby entrance and added a transitional area to its Austin showroom. Is currently building a new Tommy Bahama area on the upper-level of the Austin store to display both indoor and outdoor collections. It will feature a 4,000-square-foot rooftop patio, where the retailer also plans to entertain during newly scheduled community and consumer social events. Louis Shanks has a social media presence through Facebook.	\$64.0	\$64.0	0.0%	3	3	NA	NA	NA
90 (78)	The RoomStore Phoenix The promotional to mid-priced room package specialist filed for Chapter 11 bankruptcy protection on Dec. 18, 2015, and is in the process of closing all of its stores. Three stores have already closed, including the clearance center. The remaining stores are holding liquidation sales and will be closing soon. The RoomStore was founded in 1993 with two stores and expanded into other markets in and around Phoenix over the years. At the end of the year, the company had nine RoomStores and one clearance center in the Phoenix metropolitan area, and one RoomStore each in Prescott and Casa Grande, Ariz.	\$63.0	\$74.0	-14.9%	12	12	NA	100%	NA
91 (89)	Home Furniture Lafayette, La. Family-owned business founded in 1945 with locations stretching along the Gulf Coast from Baton Rouge, La., to Beaumont, Texas. The mid-priced retailer operates two stores each in Lafayette and Baton Rouge, La., and one unit each in Lake Charles and New Iberia, La., and in Beaumont and Port Arthur, Texas. Also sells online with Internet sales accounting for approximately 2% of 2015 sales. Units average 30,000 square feet. Home Furniture has a social media presence through Facebook, Twitter, Pinterest, Google+ and YouTube. Its stores offer free WiFi for customers.	\$62.6	\$62.9	-0.5%	8	8	240	100%	\$262
92 (96)	Russell Turner Furniture Holding Thomasville, Ga. Family-owned business founded in 1915. Operates 13 promotional to mid-priced Ashley HomeStores in Albany, Thomasville and Columbus, Ga.; Tallahassee and Pensacola, Fla.; Mobile, Spanish Fort and Opelika, Ala.; Biloxi, Miss.; Danville, Va.; and Greensboro, Winston-Salem and Burlington, N.C. Other key vendors include Protect-A-Bed, Sealy and Tempur-Pedic. Average stock turns, 11.3 times. Average gross margin, 51%. In 2015, relocated the Mobile, Ala., store to a new shopping area and opened an Ashley store in Danville, Va., in November. In 2016, plans to remodel up to three locations to Ashley's 6.0 standard. The company also sells online and has a social media presence through Facebook, Instagram and LinkedIn.	\$62.0	\$54.0	14.8%	13	12	NA	100%	NA

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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
		2015	2014	2014 to 2015	2015	2014	sq. ft. 1000s	selling space	per sq. ft.
93	Weekends Only Furniture & Mattress	\$62.0	\$55.9	11.0%	6	5	240	100%	\$257
(94)	St. Louis	\$62.5 total revenues							
	Family-owned, in business since 1996. Promotional to mid-priced retailer operating five stores in the St. Louis market area in Fairview Heights, Ill., and in St. Peters, St. Louis, Bridgeton and Manchester, Mo.; and one store in the Indianapolis market in Castleton, Ind. Stores are 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 with Internet sales accounting for approximately 20% of 2015 sales. Units average 40,000 square feet. Key vendors include Affordable, Ashley, Albany, Cheers, Elements, Fusion, Holland House, HomeStretch and Restonic. Average stock turns, 5.4 times. In May 2015, Weekends Only entered its first new market with a 92,000-square-foot showroom in the Indianapolis suburb of Castleton, Ind. The store's opening was the first step of a multi-market expansion plan over the next few years. The store also reflected the retailer's new name, Weekends Only Furniture & Mattress. In January 2016, Weekends Only opened its new 133,500-square-foot distribution center in Hazelwood, Mo., replacing a 75,000-square-foot facility the company had used since 2002. Is looking at opening one new location in 2016. The retailer has a social media presence through Facebook, Twitter, Pinterest, Google+, LinkedIn, Instagram and YouTube, as well as a company blog.								
94	Mealey's Furniture	\$58.0	\$58.8	-1.4%	7	7	359	100%	\$162
(93)	Warminster, Pa.	Philadelphia-area business founded in 1970 by Jerry Mealey. Offers mid-priced home furnishings to Eastern Pennsylvania and New Jersey with stores in Devon, Bensalem, Fairless Hills, Warminster and Whitehall, Pa.; Moorestown, N.J.; and an outlet center opened the last Friday and Saturday of each month in Morrisville, Pa. Units average 52,000 square feet. Stores offer a Mealey's Café with refreshments and a play area for the kids. The retailer has a social media presence through Facebook, Twitter, Pinterest and YouTube, as well as a company blog.							
95	Olinde's	\$58.0	\$60.0	-3.3%	11	12	NA	100%	NA
(92)	Baton Rouge, La.	Family-owned business serving Louisiana for more than 120 years. Operates four Olinde's locations in greater Baton Rouge and Lafayette, including two Olinde's Mattress Superstores, and seven Ashley HomeStores in southern Louisiana in Opelousas, Houma, Lake Charles, Ponchatoula, Harahan, Gonzales and Denham Springs. Same store sales increased slightly in 2015. Olinde's offers a number of brands in addition to Ashley, including Best Home Furnishings, Broyhill, Flexsteel, Hammary, Lane, Pulaski, Schnadig, Sealy, Stearns & Foster, Tempur-Pedic and Vaughan Bassett. In May 2015, closed the Ashley store in Baker. In May 2016, will open its third Olinde's Mattress Superstore in Walker, La., about 20 miles outside Baton Rouge in Livingston Parish. Olinde's has a social media presence through Facebook, Twitter, Pinterest, YouTube and Google+.							
96	Conlin's Furniture	\$56.5	\$53.8	5.0%	23	23	NA	100%	NA
(97)	Billings, Mont.	Family-owned business founded in 1937. Mid-priced chain serving Montana, North Dakota, South Dakota, Wyoming and Minnesota with 17 Conlin's Furniture stores, four Conlin's Sleep Centers and two Conlin's Furniture Outlets. Operates 10 units in Montana, including two Sleep Centers and one outlet; nine in North Dakota, including two Sleep Centers and one outlet; two in South Dakota; and one each in Wyoming and Minnesota. Carries a number of brands including Broyhill, Daniel's Amish, Flexsteel, La-Z-Boy, Sealy, Serta, Simmons, Spring Air, Stearns & Foster and Tempu-Pedic. Conlin's has a social media presence through Facebook, Pinterest and YouTube.							
97	Miskelly Furniture	\$55.5	\$51.8	7.1%	6	6	208	100%	\$267
(98)	Jackson, Miss.	Family-owned, founded in 1978. Mid-priced retailer serving central Mississippi with stores in Jackson, Madison, Ridgeland and Flowood. Operates its flagship store with 110,000 square feet of selling space in Jackson, a Miskelly Furniture with 36,000 square feet in Madison, Miskelly Roomstore with 40,000 square feet in Jackson, a Miskelly Sleepstore with 4,000 square feet in Ridgeland, a Miskelly Sleepstore with 5,000 square feet in Flowood and a Miskelly Clearance Store with 13,000 square feet in Jackson. Also sells online with Internet sales accounting for approximately 12% of 2015 sales. Key vendors include Ashley, Flexsteel, Simmons, Serta, Sealy and Tempur-Pedic. Average stock turns, 7.1 times. Average gross margin, 47.6%. Miskelly Furniture has a social media presence through Facebook, Twitter, Pinterest, Google+ and YouTube, as well as a company blog. Its stores offer free WiFi for customers.							
98	The Parrott Group	\$52.1	\$41.3	26.0%	12	11	313	100%	NA
(NR)	Florence, S.C.	Privately owned group in business since 1990. Operates four Ashley HomeStores in South Carolina in North Charleston, Myrtle Beach, Bluffton and Florence; four HomeStores in North Carolina in Shallotte, Greenville, Jacksonville and Morehead City, and two outlets in New Bern and Kinston; one HomeStore in Savannah, Ga.; and a multi-line Parrott's Furniture in Florence, S.C. HomeStores average 31,000 square feet, and the Parrott store is 40,000 square feet. Other key vendors in addition to Ashley include Sealy, Serta, Simmons, Tempur-Pedic and Furniture Care. The Greenville, Jacksonville and Morehead City HomeStores and New Bern Outlet were acquired in June 2014, and the Kinston location opened in September 2015. In 2016, the retailer plans to open an Ashley HomeStore Select in Statesboro, Ga. The company has a social media presence through Facebook.							
99	Boston Interiors	\$50.0	\$45.3	10.4%	7	7	105	100%	\$476
(NR)	Stoughton, Mass.	Fiscal year ends Nov. 30. Owned by Castle Island Partners and the retailer's executive management team. Founded in 1979 as a waterbed retailer, Boston Interiors changed its name in 1984 when it expanded to furniture products for the entire home. Boston Interiors offers upper-mid-priced merchandise through its New England-area stores in Stoughton, Burlington, Mashpee, Hanover, Westborough, Natick and Saugus, Mass., an e-commerce website and catalog. Last fall, the company revamped its website and launched its first-ever product catalog as it moves toward becoming a multi-channel retailer. This year the retailer will offer spring, summer and fall catalogs. In April 2016, Boston Interiors was acquired by Boston-based investment firm Castle Island Partners and the retailer's executive management team, including CEO Stefanie Lucas and Chief Financial Officer Tom Kane. The retailer is looking to open its eighth New England-area store and to open stores outside of Massachusetts. Boston Interiors has a social media presence through Facebook, Twitter, Pinterest, Instagram, YouTube and Houzz, as well as a company blog.							
100	Johnny Janosik	\$48.1	\$43.6	10.3%	4	4	277	100%	\$170
(NR)	Laurel, Del.	Family-owned business founded in 1953. Promotional to upper-mid-priced retailer drawing customers from five mid-Atlantic states and the District of Columbia. At yearend, operated a 180,000-square-foot showroom and a 22,000-square-foot clearance center in Laurel, Del., and a 50,000-square-foot showroom, with a 25,000-square-foot recline and sleep store across the street, in Dover, Del. In-store galleries: Bassett, two, averaging 4,000 square feet; Broyhill, two, averaging 4,000 square feet; La-Z-Boy, two, averaging 9,432 square feet; Southern Motion, two, averaging 6,500 square feet; A.R.T., one, 3,500 square feet; Lexington, one, 3,445 square feet; Kincaid, one, 5,423 square feet; and Paula Deen, one, 1,700 square feet. Other key vendors include Ashley, Hooker, Klausner, Legacy, Magnussen, Sealy, Serta, Smith Brothers, Tempur-Pedic, Thomasville and Universal. Plans to open an 8,000-square-foot Outdoor Store in Laurel, Del., in May and a 60,000-square-foot store in Dover, Del., in late 2016. The new Dover store will replace the two existing showrooms in the area. Johnny Janosik also sells online and has a social media presence through Facebook, Twitter, Pinterest and Google+.							

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