

FURNITURE Today®

TOP 100 2013



Sponsored by
 **ACME** FURNITURE
THE BEST SOURCE OF FINE HOME FURNISHINGS

Top 100 growth in sales and units	46	Single-source networks	58
Top 100 share of furniture store sales.....	46	Stores on expansion track.....	60
Top 10 conventional furniture stores.....	48	How the list was compiled	60
Top 10 specialty stores.....	48	Who's who among the leading stores	62
Top bedding specialists.....	57	Top 100 ranking	64

Top 100 U.S. Furniture Stores

Top 100 stores' sales jumped 9.9% in 2012

Big players keep growing, gobbling market share

By Clint Engel

HIGH POINT — Furniture/Today's Top 100 U.S. Furniture Stores posted a 9.9% increase in furniture, bedding and accessories sales last year as the big continued to get bigger, gobbling up market share in the midst of a slowly improving economic climate.

It was the third consecutive annual gain for the Top 100 — a nearly double-digit increase at that — as combined sales jumped to \$31.4 billion from \$28.6 billion for the same companies in 2011.

The Top 100, which Furniture/Today began ranking

22 years ago, also saw its first healthy gain in overall store count in years, up 7.3%, or 621, stores for a total of 9,137 units at year's end. Last year's Top 100 companies increased store count by 1.3%, and the figure has bobbed up and down by a similar margin since the 2008 report.

The 9.9% sales gain in 2012 bested the 6.4% gain for the Top 100 companies on last year's list. It also outpaced the 6.3% gain in 2012 for all U.S. furniture stores, which grew furniture, bedding and accessories sales to \$45.4 billion.

That means the Top 100 took a bigger share of the overall fur-

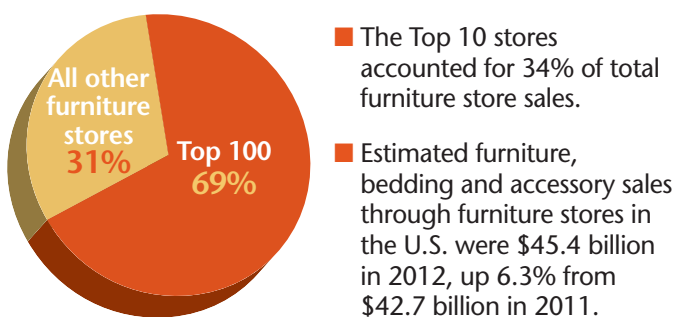
Growth in sales and units, 2011-2012

	2012	Sales in billions 2011	% change	2012	Units 2011	% change
All Top 100	\$31.4	\$28.6	9.9%	9,137	8,516	7.3%
Top 10	\$15.6	\$13.9	12.2%	4,701	4,206	11.8%
Top 100 conventional furniture stores	\$17.6	\$16.7	5.7%	2,900	2,865	1.2%
Top 100 specialty stores	\$13.8	\$12.0	15.7%	6,237	5,651	10.4%

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

The Top 100's share of total U.S. furniture store sales

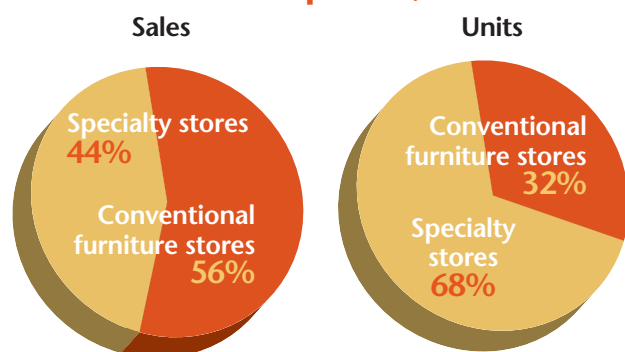
of furniture, bedding & accessories, 2012



■ Total U.S. furniture store sales from all product categories were \$51.0 billion in 2012 and \$48.0 billion in 2011.

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

Share of total Top 100, 2012



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

niture store market — 69% this past year, up from a 67% share for the previous year's list.

Whether three positive sales years in a row turns out to be the beginning of a long-term trend remains to be seen, but the nation's largest furniture chains appear to have washed out their weakest former members and definitely are benefiting from the rebound in the housing market and other turns in their favor.

"The bigger players continue to lever not just their advertising clout but also their access to goods globally, and that's made it more difficult to compete; that's why they continue to gain share," said Jerry Epperson, industry analyst and managing director of Richmond, Va.-based Mann, Armistead & Epperson.

"We're telling our friends who compete with them, not to try to do better than they do; go after things they don't do. Don't carry the same things they do and expect to be able to sell it cheaper. That's not going to happen."

Another sign that cream is rising to the Top 100 is the growing number of companies on the list that are enjoying sales increases. Eighty-three of the retailers on this year's list posted sales gains in 2012. That's up from the 76 companies with sales increases on last year's Top 100 and 71 companies the year before. Four companies had flat results this time and 10 posted sales decreases.

The gains came despite only a slight increase in the number

of companies that were in expansion mode. Some 42 retailers on the list increased their store count in 2012, compared with 41 companies that grew on the previous Top 100. Thirty-seven retailers on this year's list reported no change in store count, while 20 companies cut their store counts.

No. 6 Mattress Firm was the only retailer to grow its store count by triple digits (up 360 stores, with 118 of them coming from new expansion and 242 through acquisition). Mattress Firm also had the greatest net sales gain, growing sales by \$336.8 million to \$1.2 billion.

Eight other companies posted double-digit store count gains — six of them also bedding retailers — compared to three with double-digit gains last year.

"Mattresses, which have just done phenomenally well for the last two years, we suspect will be a bit flatter this year and that certainly was born out in the first quarter," Epperson said, noting that the latest numbers from International Sleep Products Assn., showed a slight increase in innerspring sales but a decline in non-innerspring business, something he hasn't seen in years.

"The big issue is we're seeing discounting in non-innerspring units," he said. "What bothers me is that's been the golden goose," which led to bigger tickets and increased traffic even through the recession, "and if we start with discounting in those categories I'm not sure it's good for the health of everybody."

The cutoff for making the Top 100 ticked up again — this time to an even \$40 million for newcomer LoveSac, a Stamford, Conn.-based retailer and manufacturer of modular and alternative upholstery. In making its grand entrance, LoveSac also posted the largest percentage sales increase on the Top 100 — up 48.1%, as the company added six stores for a total 49 stores.

For a lucky seventh year in a row, the Ashley Furniture HomeStores network of licensed and company-owned stores was No. 1 on the list as sales increased 9.6% to \$2.9 billion. The company and its dealers added a combined 28 stores in 2012 to end the year with 462 U.S. showrooms. The HomeStores network also had the second best net sales gain, growing by \$258 million.

As always, Furniture/Today adjusts combined sales and store count information for Ashley and other dedicated store networks in the Top 100 to avoid double counting in cases where both the store networks and their separate licensees make the list.

Many of the independent retailers who operate HomeStores as either their sole business or in addition to multi-line stores reported some of the best percentage sales gains on the Top 100 this year. They included No. 47 Regency Furniture, up 39.2%; No. 57 Big Sandy Superstore, up 33.3%; No. 67 Broad River Furniture, up 28.5%; and newcomer No. 82 Phillips Home Furnishings, up 20.5%.

see Overview, p57

Top 100 U.S. Furniture Stores

Specialty stores lead in growth, margins

By Clint Engel

HIGH POINT — The specialty stores on the Top 100 are making a habit out of beating their conventional furniture store counterparts in just about every way possible.

Sales growth, store growth, gross margin. The specialists own these and other performance categories, and it's thanks mostly to one very active subset — the bedding specialty retailers (more on that on page 57).

The specialists even manage to keep adding retailers to their ranks — a net two new names last time and one more on this year's Top 100.

Furniture, bedding and accessories sales for the now 26 specialty stores on the Top 100 increased 15.7% to \$13.8 billion. That creams the combined 5.7% sales increase to \$17.6 billion for the 74 conventional stores on the list.

Just like last year, the specialty stores bested the 9.9% sales increase for the combined Top 100, the 12.2% gain for the Top 10 and 9.7% increase for the single source networks on the list. The specialists' 15.7% gain was also better than the 11.1% increase for the 25 specialty stores on last year's Top 100.

Specialty stores left the conventional players in the dust in terms of expansion, too, adding a net 586 stores for a 10.4% increase in store count to 6,237 stores in 2012. The conventional furniture stores, meanwhile, eked out a 1.2% increase in store count, adding just 35 units for a total of 2,900 stores.

The store growth rate for the specialty stores wasn't as great as the 11.8% store count expansion for the Top 10 on the list, but specialists account for six of those Top 10 names, including No. 6 Mattress Firm and No. 9 Sleepy's. These two combined to add a net 446 stores — the vast majority of the Top 10's total gain of 495 stores.

All of this aside, the conventional stores still boosted their sales and store growth numbers over the conventional stores on last year's list. Last year's group increased sales and store count by 3.4% and 1.1%, respectively.

While the specialty retailers gained a net one new member, two specialists actually joined the ranks, No. 68 Mattress Ware-

house and No. 100 LoveSac. The latter is a Stamford, Conn.-based modular and alternative upholstery maker and retailer. Although it just made the list, the 49-store LoveSac posted some big numbers, including the best percentage sales gain in the Top 100 — up 48.1% to \$40 million.

The specialty stores lost one player this year, Mattress Giant, which was acquired in pieces by Mattress Firm and Sleepy's.

Among the conventional stores and the entire Top 100, the Ashley Furniture HomeStores network was No. 1 in sales volume, growing 9.6% to \$2.9 billion in 2012. The dedicated network of company-owned and licensed stores also posted respectable store growth last year, adding a net 28 U.S. stores for a total of 462 stores at year's end.

Conventional retailers also got a nice bump out of several separately ranked HomeStores licensees, including No. 67 Broad River Furniture (up 28.5%); No. 47 Regency Furniture, which also operates multi-line stores (up 39.2%); and No. 30 Hill Country Holdings (up 19.5%).

No. 57 Big Sandy Superstore gave the conventional stores a shot in the arm, too, with its 33.3% sales gain. The subgroup, however, was hurt by No. 69 Famsa, the credit-oriented retailer owned by Mexico's Grupo Famsa. Famsa closed nearly half of its U.S. stores last year — exiting California, Arizona and Nevada — and suffered a 23.9% decrease in estimated furniture, bedding and accessories sales compared with the year before.

On the specialty store side, the bedding specialists again were the top-performing subset of all the specialty stores, growing sales last year by 22.9% to nearly \$4.2 billion and increasing their store count by 18.5% or 568 stores, to 3,638 units.

Next best were the 11 retailers in the lifestyle specialty category, which combined for a 13.1% sales increase to nearly \$8.6 billion, though they added only 11 stores for a 0.5% increase in store count to 2,170 units.

The largest of the lifestyle specialists remains No. 2 Ikea, with \$2.5 billion in furniture, bedding and accessories sales, but No. 3 Williams-Sonoma is

Top 10 conventional furniture stores

Ranked by sales of furniture, bedding and accessories

Rank	Company	Estimated furniture, bedding, accessory sales in \$ millions		Percent change 2011 to 2012	Number of units	
		2012	2011		2012	2011
1	Ashley Furniture HomeStores	\$2,944.0	\$2,686.0	9.6%	462	434
4	Rooms To Go	\$1,610.0	\$1,500.0	7.3%	130	125
5	Berkshire Hathaway furniture division	\$1,294.7	\$1,208.2	7.2%	33	34
8	Raymour & Flanigan	\$1,087.6	\$1,008.8	7.8%	101	99
12	American Signature	\$900.0	\$965.8	-6.8%	126	128
15	Ethan Allen	\$703.9	\$695.1	1.3%	207	210
16	Bob's Discount Furniture	\$685.3	\$638.8	7.3%	43	43
17	Havertys	\$670.1	\$620.9	7.9%	122	119
18	Art Van	\$515.0	\$470.0	9.6%	72	68
20	Slumberland	\$394.2	\$383.7	2.7%	126	123

Top 10 specialty stores

Ranked by sales of furniture, bedding and accessories

Rank	Company	Estimated furniture, bedding, accessory sales in \$ millions		Percent change 2011 to 2012	Number of units	
		2012	2011		2012	2011
2	Ikea	\$2,525.0	\$2,280.0	10.7%	38	38
3	Williams-Sonoma	\$1,965.0	\$1,765.0	11.3%	560	560
6	Mattress Firm	\$1,168.0	\$831.2	40.5%	1,215	855
7	Pier 1 Imports	\$1,124.7	\$956.8	17.6%	982	971
9	Sleepy's	\$976.0	\$846.0	15.4%	895	809
10	La-Z-Boy Furniture Galleries	\$902.0	\$820.0	10.0%	285	281
11	Sleep Number	\$901.5	\$713.5	26.3%	410	381
13	Restoration Hardware	\$890.0	\$688.0	29.4%	66	69
14	Crate & Barrel	\$750.0	\$717.6	4.5%	101	108
19	Sleep Train	\$448.1	\$371.8	20.5%	273	251

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

gaining ground. The publicly held, multi-channel retailer — owner of Pottery Barn, Williams-Sonoma, West Elm and other brands — saw an 11.3% increase in furniture, bedding and accessories sales this past year to nearly \$2.0 billion.

However, the biggest percentage sales increase among the lifestyle stores came from No. 33 Arhaus, up 30.3% to \$215 million. The Walton Hills, Ohio-based chain closed one store and opened five last year in King of Prussia, Pa., Hackensack, N.J., Indianapolis, Raleigh, N.C., and Edina, Minn. Four more are opening this year.

The four retailers in the living room specialty subcategory combined for a 10.4% sales in-

crease to \$993.8 million, with LoveSac the standout performer. And No. 65 Chair King/Fortunoff Backyard Store was again the only retailer in the casual specialty subcategory with a 7.4% sales increase to \$87 million.

The specialists again dominated the conventional stores in three key performance measures — sales per square foot, stock turns and gross margins — although only a handful of specialists offered estimates.

The median sales per square foot for specialty retailers was \$343 for eight companies reporting, compared with \$223 for 33 conventional stores reporting and \$232 for the combined Top 100.

The specialists also turned inventory more quickly — 8 times for five stores reporting, vs. 6.5 times for 19 conventional stores reporting. Median gross margin was markedly better for specialty stores, too — 56% for five stores reporting compared to 47% for 14 conventional stores.

Will specialty stores continue their market-share grab this year and beyond? Industry analyst Jerry Epperson isn't so sure.

"We think these specialty shops are peaking to a degree," he said. "There's a certain level of saturation we must be nearing with as many of these as we have and with multiples of these in every major market now, we think there's probably going to be a peak sometime soon."

Top 100 U.S. Furniture Stores

Sleep shops top Top 100 with 22.9% gain

By Clint Engel

HIGH POINT — The Top 100 bedding specialty stores continued their torrent of activity last year, adding stores and gobbling up smaller competitors on their way to another stellar sales year.

The 10 bedding retailers on the list were tops among the Top 100 in sales growth, combining for a 22.9% increase in 2012 sales to \$4.2 billion.

They were tops in both percentage store growth and the top subcategory for net store growth, too, adding 568 new stores, an increase of 18.5% to end the year with 3,638 units.

Industry analyst Jerry Epperson contended that the hot mattress party finally may be coming to an end, or at least dialing back a notch this year as first quarter figures point to a slowdown in non-inner-spring business.

That may prove to be the case, but there was no sign of it coming from the Top 100 bedding specialists last year. In several ways, they were the Top 100's standout performers once again.

Take No. 6 Mattress Firm. The Houston-based retailer managed a four-place jump up the Top 100 from its No. 10 position the previous year — no easy feat. The largest of the bedding retailers, with both franchised and company-owned stores, Mattress Firm rang up the greatest

net sales gain and the second largest percentage sales increase of any Top 100 company, growing 40.5% or by \$336.8 million to \$1.2 billion. It topped the billion-dollar sales mark for the first time last year.

Mattress Firm also added more stores to its count than any other company, up 360 units last year to 1,215 total stores. That growth amounted to well over half the 621 stores netted by the entire Top 100.

Mattress Firm grew through opening stores (adding 118) and through acquisition (the other 242 stores). Among other things, it swallowed most of the former Top 100 company Mattress Giant as well as 34 former Mattress X-Press stores in Georgia and South Florida and 27 Mattress Source locations in the Carolinas.

No. 11 Sleep Number grew its sales by 26.3% to \$901.5 million and added 29 stores for a total of 410. Formerly known as Select Comfort, Sleep Number continued to rule over two performance measures, posting the greatest sales per square foot average (\$1,324) and the highest average gross margin (63.8%). Its average stock turns of 12 times were fifth best among Top 100 companies reporting the information.

And while the bedding specialists and the Top 100 lost Mattress Giant this year, they gained No. 68 Mattress Warehouse. The Frederick,

Md., based company operated 156 stores in Delaware, Maryland, North Carolina, Pennsylvania, Virginia, West Virginia and Washington, D.C., and finished 2012 with an estimated \$85 million in sales.

No. 9 Sleepy's, the previous year's largest bedding specialist, had another good year in 2012, growing sales by 15.4% to \$976 million and adding a net 86 stores. Among other things, Sleepy's entered new markets in North Carolina, Albany N.Y., and the upper New England states, and was the winning bidder for the

80-store Mattress Discounters chain, which went on the block last year with the collapse of former owner Room-Store of Richmond, Va. No. 19 Sleep Train, No. 61 Innovative Mattress Solutions and No. 76 American Mattress were the other double-digit sales gainers in the bedding subgroup. Sleep Train grew 20.5% to \$448.1 million. The Citrus Heights, Calif.-based retailer added 22 stores last year, entered the Boise, Idaho, market and opened its first mall-based store as a test called Got Sleep? Innovative Mattress saw a 16.3% sales increase to \$93 million as it added 27 stores to end the year with 147 units. It entered Alabama last year with the acquisition of Mattress King and renamed the Mattresses Unlimited stores, which it acquired in 2011, Sleep Outfitters. American Mattress posted an 11.1% sales increase to \$70 million and added eight stores including four in Fort Wayne, Ind., a new market for the Elmhurst, Ill.-based chain. It ended the year with 90 stores and expects to top 100 units this year.

Top bedding specialists

Ranked by sales of furniture, bedding and accessories

Rank	Company	Estimated furniture, bedding, accessory sales in \$ millions		Percent change	Number of units	
		2012	2011	2011 to 2012	2012	2011
6	Mattress Firm	\$1,168.0	\$831.2	40.5%	1,215	855
9	Sleepy's	\$976.0	\$846.0	15.4%	895	809
11	Sleep Number	\$901.5	\$713.5	26.3%	410	381
19	Sleep Train	\$448.1	\$371.8	20.5%	273	251
24	America's Mattress	\$299.1	\$275.5	8.6%	380	351
55	Back To Bed/Bedding Experts/Mattress Barn	\$104.0	\$100.0	4.0%	135	120
60	Sit 'n Sleep	\$96.5	\$90.6	6.5%	27	27
61	Innovative Mattress Solutions	\$93.0	\$80.0	16.3%	147	120
68	Mattress Warehouse	\$85.0	NA	NA	156	NA
76	American Mattress	\$70.0	\$63.0	11.1%	90	82

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

► Overview

from p46

Other HomeStores operators with top percentage sales gains included No. 30 Hill Country Holdings, up 19.5%; No. 54 Crest Furniture, up 16.1%; No. 42 Furniture Mart USA, up 16%; and No. 96 Wellsville Carpet Town, with a 14.6% sales gain.

The Top 10 companies on this year's list outpaced the combined Top 100 with a 12.2% sales gain to \$15.6 billion. They also combined for the second best percentage sales growth in units of any Top 100 subcategory, adding 495 stores for an 11.8% increase. (Only the bed-

ding specialists beat them with 18.5% growth in store count.) The bulk of the Top 10's store growth came from three players — Mattress Firm, which added 360 stores; No. 9 Sleepy's, which grew by 86 stores; and Ashley Furniture HomeStores, up 28 units.

La-Z-Boy Furniture Galleries, which fell out of the Top 10 last year, pushed back to take the No. 10 spot with a 10% gain in sales to \$902 million. Mattress Firm bounded up to No. 6 from No. 10 last year. In addition to having the greatest net sales gain of any Top 100 company, the bedding giant had the best percentage sales gain among the Top 10 — up 40.5% to \$1.17 billion.

American Signature fell from the No. 7 spot on last year's ranking to No. 12 with estimated sales down 6.8% to \$900 million. Outside of this, the moves among the Top 10 were small. No. 3 Williams-Sonoma traded ranks with No. 4 Rooms To Go. Pier 1 Imports climbed to the No. 7 spot, while Raymour & Flanigan moved down two notches to No. 8.

In addition to LoveSac and Phillips Home Furnishings, there were four additional newcomers to the Top 100 this year, including No. 68 Mattress Warehouse. The privately held Frederick, Md.-based bedding specialist posted an estimated \$85 million in 2012 sales at its 156 stores

throughout Delaware, Maryland, North Carolina, Pennsylvania, Virginia, West Virginia and Washington, D.C.

Also new to the list is No. 83 Bob Mills Furniture, the Oklahoma City-based retailer that is on the move now with five stores in Oklahoma City and Texas and estimated sales last year of \$60 million. The family-owned retailer plans to open two more stores this year, including its first in Waco, Texas.

No. 91 Dearden's joined the Top 100 this year with estimated furniture, bedding and accessories sales of \$50 million in 2012. The Los Angeles-based, family-owned, credit-oriented retailer has nine stores

in Southern California.

Johnny Janosik jumped back into the Top 100 at No. 99. The four-store Laurel, Del., retailer posted estimated sales of \$40.7 million for a same-store-sales increase of 8.5%.

Two former Top 100 companies, Coconut Creek, Fla.-based Carls and Knoxville, Tenn.-based Knoxville Wholesale Furniture, are moving to Furniture/Today's Beyond the Top 100 list this year.

Marlo Furniture, No. 100 on last year's list, is now part of Regency Furniture, and Mattress Giant, formerly No. 36, was largely acquired by Mattress Firm and Sleepy's.

The two other former Top 100 companies, Regency Furniture, and Mattress Giant, formerly No. 36, was largely acquired by Mattress Firm and Sleepy's.

see Overview, p58

Top 100 U.S. Furniture Stores

Single-source networks post 9.7% increase

By Clint Engel

HIGH POINT — The eight single-source store networks on the Top 100 combined for a 9.7% sales increase to \$6.3 billion last year, and with a big push from a couple of giants, managed to grow their share of the overall furniture store pie.

The dedicated store networks couldn't match the growth rates of the Top 10 or the Top 100 specialty stores, but they did come

close to the 9.9% sales increase for the overall Top 100 this year and handily beat the 5.7% increase for the Top 100 conventional stores.

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

They also include vertically integrated companies, such as

No. 15 Ethan Allen, No. 11 Sleep Number and newcomer No. 100 LoveSac.

Only one of its members, No. 32 Thomasville Home Furnishings Stores, experienced a sales decline this time around, compared with two of the networks on the previous Top 100.

With major net sales growth and decent store growth from a handful of players, the single source networks grew their share of all U.S. furniture store sales of furniture, bedding and accessories.

The dedicated networks' total share rose to 14%, up from 13% for last year's dedicated

networks.

The Ashley Furniture HomeStores network remained firmly atop the single-source networks and the Top 100 as a whole, posting a 9.6% increase in 2012 sales to \$2.9 billion — up \$258 million from a year ago. The HomeStores operators added a net 28 stores to end the year with 462 units.

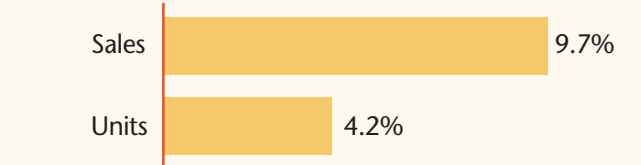
The addition of No. 100 LoveSac bumped the single-source ranks to eight companies from seven the previous year. The \$40 million in sales for the maker and retailer of modular and alternative upholstery was up 48.1% from \$27 million the year before — the best percent-

age gain among the dedicated networks as well as the entire Top 100.

Sleep Number, formerly Select Comfort, gave a big boost to the single-source networks, too. As the vertically integrated bedding specialists grew sales 26.3% to \$901.5 million and expanded by a net 29 stores to 410 units at yearend.

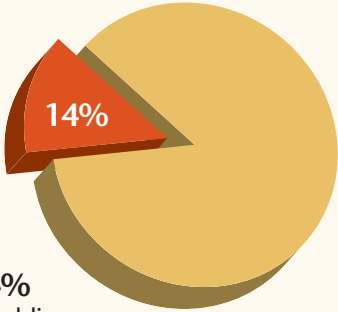
Combined, the eight single-source networks added a net total of 79 stores last year, reversing a three-year trend of store count declines — including a decrease of 49 stores a year ago, 24 stores the year before that and 137 in the 2009 calendar year.

Top 100 single-source networks
Growth in sales and units, 2011-2012



Share of total U.S. furniture store sales, 2012

The top single-source networks accounted for **14%** of total sales of furniture, bedding and accessories in furniture stores in 2012.



Total U.S. furniture store sales from all product categories in 2012 was \$51.0 billion; of that, an estimated \$45.4 billion was for furniture, bedding and accessories.

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

Overview

from p57

100 companies no longer on the list are out of business — Linder's Furniture and Room-Store of Richmond, Va.

Outside of a few of the newcomers leaping into the Top 100 ranks, the most notable jumper up the list is Big Sandy Superstores. The Franklin Furnace, Ohio-based retailer moved up 15 places to No. 57 as furniture, bedding and accessories sales increased 33.3% to an estimated \$100 million.

Big Sandy benefited from a net seven-store expansion, thanks to a new partnership with Stevens Point, Wis.-based Furniture & Appliance Mart, which operates multi-line stores, clearance outlets and Ash-

ley Furniture HomeStores. Big Sandy closed three of its own smaller stores in West Virginia.

Two other notable rank jumpers are No. 67 Broad River Furniture, up 11 places, and No. 47 Regency Furniture, up 10 places. Charlotte, N.C.-based Broad River operated 15 Ashley Furniture HomeStores at year's end and grew sales 28.5% to \$85.3 million. This came even though the retailer closed its two multi-line Savvy Spaces stores.

Regency, which operates multi-line Regency and Marlo Furniture stores (acquired last year) as well as Ashley HomeStores, grew sales 39.2% to \$135 million.

More signs that business is continuing to improve came in the form of better results in two of three store performance categories.

the third best average sales per square foot performance at \$816, followed by No. 25 Room & Board (\$800) and No. 4 Rooms To Go (\$700).

Median stock turns also improved slightly for the Top 100, increasing to 6.8 turns from 6.3 turns for last year's list. This year's results were based on 24 estimates.

Two Ashley Furniture HomeStores licensees were at the top of the heap in this category. No. 30 Hill Country Holdings, with HomeStores in Texas and Washington, was the leader, turning inventory an average of 22 times. No. 98 KHF Holdings, with five HomeStores in greater Louisville, Ky., and Indianapolis, was next with a turn rate of 19.2 times. Other standouts in the performance category included No. 72 The RoomStore of Phoenix (12.5 average turns) No. 52 Bernie & Phyl's Furniture (12.3) and Sleep Number again (12).

Median gross margin for the Top 100, with 19 estimates, held steady for the third consecutive year at 47%. Sleep Number, a perennial leader here, turned in the best performance again with a 63.8% average gross margin. No. 7 Pier 1 Imports repeated as second best with an average of 59.3% and newcomer LoveSac grabbed the third best performance with an average gross margin of 56%.

Others making a strong showing in the category included Hill Country Holdings (54.7%); No. 84 EBCO, the Phoenix-based La-Z-Boy Furniture Galleries licensee (53%); and No. 17 Haverty's (52.5%).

Top single-source store networks

Ranked by sales of furniture, bedding and accessories

Rank	Company	Estimated furniture, bedding, accessory sales in \$ millions		Percent change 2011 to 2012	Number of units	
		2012	2011		2012	2011
1	Ashley Furniture HomeStores	\$2,944.0	\$2,686.0	9.6%	462	434
10	La-Z-Boy Furniture Galleries	\$902.0	\$820.0	10.0%	285	281
11	Sleep Number	\$901.5	\$713.5	26.3%	410	381
15	Ethan Allen	\$703.9	\$695.1	1.3%	207	210
24	America's Mattress	\$299.1	\$275.5	8.6%	380	351
28	Bassett Home Furnishings	\$272.6	\$267.9	1.7%	84	86
32	Thomasville Home Furnishings Stores	\$220.0	\$240.0	-8.3%	98	110
100	LoveSac	\$40.0	\$27.0	48.1%	49	43

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

The median sales per square foot for the Top 100 jumped to \$232 this past year based on 41 company estimates. That beat the \$225 median for last year's Top 100, a number that had ended a multi-year performance slump in the category. The most recent number was just one dollar shy of the \$233 median for the Top 100 companies in 2009 (based on 2008 sales).

No. 11 Sleep Number, formerly Select Comfort, repeated once again as sales-per-square-foot champion, averaging \$1,324 (up from \$1,135 in 2011). As always, No. 49 Gallery Furniture was not too far behind with average sales per square foot of \$1,104.

Newcomer LoveSac had

Top 100 U.S. Furniture Stores

Fewer Top 100 companies plan expansions

By Clint Engel

HIGH POINT — Slightly fewer Top 100 companies are noting expansion plans for this year and beyond, but the dropoff isn't big enough to suggest real estate opportunities are fading.

Forty-five of the companies on the Top 100 either said they would be expanding this year or are known to have expansion plans in the works. That's just three companies less than the 48 expansion-minded retailers on last year's list.

Most of those companies from last year came through in 2012 as 42 retailers on the Top 100 added to their store counts vs. 37 that held steady and 20 retailers that dropped units. A comparable number was unavailable for one.

In most cases, the planned

expansions this year will boost the store counts of these retailers again as they add showrooms in new and existing markets. Some are expanding new concept stores, while a few retailers will just be boosting the size of their existing stores.

Here are some highlights:

► Bedding specialists will continue to roll out the grand-opening banners. Most of the bedding retailers on this year's list indicated big plans. They're led by the biggest, No. 6 Mattress Firm, which said it will open more than 100 stores this year.

Put together, other bedding retailers will open at least that many. No. 9 Sleepy's expects to add 55 net new stores, and No. 11 Sleep Number and No. 19 Sleep Train expect to add at least 30 stores each.

Sleep Train just opened its second Got Sleep? mall store format in Vancouver, Wash., after testing the concept in the Sacramento, Calif.-area last year. More Got Sleeps? are coming this year, it said.

In addition, No. 55 Back To Bed/Bedding Experts/Mattress Barn is looking to add 24 stores. On a smaller scale, No. 60 Sit 'n Sleep has opened a new store in Chino Hills, Calif., and has three more slated for the rest of the year. And No. 76 American Mattress plans to open at least 10 stores as the Elmhurst, Ill.-based retailer aims to boost its total store count past 100.

► Two Top 100 companies are eyeing expansion into greater Phoenix. No. 23 American Furniture Warehouse's plans are definite. The 12-store retailer led by

Jake Jabs has purchased land for a 586,000-square-foot showroom and warehouse in Gilbert, Ariz., that's slated to open in September. Jabs also confirmed plans for the Colorado retailer to open a second large complex in the area.

While unconfirmed, No. 36 Living Spaces appears to be eyeing the market, too. The eight-store Rancho Cucamonga, Calif.-based retailer has signed a sublease agreement for part of the 133,000-square-foot former Great Indoors location in Scottsdale and has been advertising in the market for a sales trainer. Sources also say another Living Spaces store is coming to the San Diego area.

► No. 18 Art Van has been on an expansion roll for quite some time but this year it will venture outside of Michigan with its full-line Art Van Furniture concept for the first time. The Warren, Mich.-based retailer is going to new markets — Toledo, Ohio, where it will open a 90,000-square-foot store this summer, and Chicagoland, where six Art Van showrooms are slated to open from July through September.

► Ashley Furniture will be busy again this year, not just with its No. 1 Ashley Furniture HomeStores network, but with a new specialty bedding store concept. The company said it will open the first company-owned ZZZ's by Ashley stores in an unidentified major market this year, and then fine-tune it for a major rollout of hundreds of stores.

Ashley didn't say how many of its HomeStores are expected to open this year, but it's clear from the Top 100 that its dealer network will be very busy. No. 31 City Furniture is adding new and expanded HomeStores in South Florida this year and next year, along with a new 56,000-square-foot multi-line City store in Cutler Bay, Fla.

No. 21 Mathis Brothers opened its first HomeStore in February in Owasso, Okla., and has plans for six more to open over the next two years or so. No. 42 Furniture Mart

USA said it will open three more Ashley Furniture HomeStores this year in Spirit Lake, Iowa, Fargo, N.D., and Sioux Falls, S.D. That's on top of its other expansion plans this year, including the opening of a 65,000-square-foot multi-line Furniture Mart store and 15,000-square-foot clearance center in Fridley, Minn.

Also, No. 70 Morris Furniture, which operates eight HomeStores in addition to other Morris stores in central and southwestern Ohio and northern Kentucky, plans to open three more HomeStores this year. Other Top 100 companies that have either opened HomeStores this year or are planning to include No. 30 Hill Country Holdings, No. 47 Regency Furniture, No. 96 Wellsville Carpet Town and No. 98 KHF Holdings.

► Top 100 newcomers are poised for growth this year, too. No. 82 Phillips Home Furnishings operated eight stores at year's end — one Philips Furniture in the St. Louis area and seven Ashley Furniture HomeStores in metro St. Louis and Columbia, Mo. Its sixth St. Louis-area HomeStore opened late last year, and this year the company is turning its expansion attention to the multi-line Phillips store, which it wants to bring to new markets.

No. 83 Bob Mills Furniture, also new to the list, has two stores planned for this year, including its first store and warehouse in Waco, Texas. The Oklahoma City-based retailer had estimated sales last year of \$60 million at five stores in Oklahoma City and in Amarillo, Lubbock, Odessa and Temple, Texas.

No. 100 LoveSac, meanwhile, plans to open a net six stores this year, pushing its store count to 55 units. LoveSac is the Stamford Conn.-based maker and retailer of modular and "alternative" bean-bag like furniture. Openings for the newcomer, which posted the greatest percentage sales gain on this year's Top 100 (up 48.1%), are planned in Boca Raton, Fla., Long Island, N.Y., and Chicago.

How the Top 100 report is compiled

Furniture/Today's exclusive Top 100 ranks furniture stores by 2012 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 the stores. A store's mix may also include electronics, appliances 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 Top 100 listing with the sales from the freestanding home stores only. Macy's is ranked on the Top 100 based on the sales from its dedicated furniture stores only, as is JCPenney.

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

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

ture and American Signature Furniture.

Single-source networks such as Ethan Allen and Thomasville are also included with the sales for the manufacturers' dedicated store networks' dedicated stores only and not from in-store galleries.

All sales figures are Furniture/Today estimates, unless these figures are reported specifically to the Securities and Exchange Commission. 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.

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 Broad River Furniture, which operates Ashley Furniture HomeStores, and 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. Sales and store counts were assumed flat for those retailers where 2011 data was not available when comparing total 2012 and 2011 data for the Top 100.

In cases of stores with identical 2012 sales, the company with the faster sales growth earns the higher rank.

Top 100 U.S. Furniture Stores

Who’s who among the leading stores

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

Top 100 U.S. Furniture Stores



Furniture/Today's 2013 Exclusive Survey of Top 100 U.S. Furniture Stores

Rank (last year)	Company, home base and notes	Estimated furniture, bedding, accessory sales in \$ millions		Percent change	Number of units		Selling space all stores	Furniture, bedding, accessories percent of selling space	average sales per sq. ft.
		2012	2011	2011 to 2012	2012	2011	sq. ft. 1000s		
1	Ashley Furniture HomeStores	\$2,944.0	\$2,686.0	9.6%	462	434	NA	100%	NA
(1)	Arcadia, Wis.	\$2,976.0 total revenues							
Manufacturer's dedicated store network of licensed and company-owned promotional to midpriced stores throughout the United States and other world markets. Sales from other merchandise areas, about \$32 million. Sales and store counts for U.S. only. Ashley will open its first company-owned ZZZ's by Ashley stores later this year in a major metro market. The sleep stores will next be introduced to operators of the network of Ashley Furniture HomeStores and other retailers. Has a social media presence through Facebook, Twitter, Pinterest, YouTube and Flickr. Ashley HomeStore owners on the Top 100 are Mathis Brothers, Hill Country Holdings, City Furniture, Furniture Mart USA, Regency Furniture, Crest Furniture, Big Sandy Superstore, Dufresne Spencer Group, Jennifer Convertibles, Broad River Furniture, Morris Furniture, Sam Levitz Furniture, C.S. Wo & Sons, Phillips Home Furnishings, Turner Furniture Holding Corp., Wellsville Carpet Town and KHF Holdings.									
2	Ikea	\$2,525.0	\$2,280.0	10.7%	38	38	NA	NA	NA
(2)	Conshohocken, Pa.	\$4,100.0 total revenues							
Fiscal years end Aug. 31. Founded in 1943, the Sweden-based specialist with a large ready-to-assemble furniture business has more than 340 stores worldwide. Operates 38 stores in the United States — eight in California; three each in Florida, Pennsylvania and Texas; two each in Illinois, Maryland, New Jersey, and New York; and one each in Arizona, Colorado, Connecticut, Georgia, Massachusetts, Michigan, Minnesota, North Carolina, Ohio, Oregon, Utah, Virginia and Washington. Phone-order sales from a Baltimore call center and online sales are included. Ikea will begin work this fall on its Boston-area store, expanding the warehouse section by nearly 59,000 square feet, including the self-serve furniture area. The company also has plans to open a second South Florida store, in Sweetwater, and its first store in Kansas, in Merriam. The 416,000-square-foot Miami-area store and the 359,000-square-foot Kansas City-area store are scheduled to open summer and fall of 2014, respectively. In the fall of 2016, Ikea plans to open a new 470,000-square-foot store in Burbank, Calif., which will be nearly twice the size of the current store it will replace in the market. Has a social media presence through Facebook, Twitter, Pinterest and YouTube.									
3	Williams-Sonoma	\$1,965.0	\$1,765.0	11.3%	560	560	NA	NA	NA
(4)	San Francisco	\$4,043.0 total revenues							
Fiscal years ended Feb. 3 and Jan. 29. 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, Rejuvenation and Mark and Graham. Operates retail stores in 44 states, Washington, D.C., Canada and Puerto Rico, as well as e-commerce websites available to customers worldwide, and direct-mail catalogs available to consumers throughout the U.S. Also operates 23 stores in the Middle East through a franchise agreement. Sales and store counts for U.S. only. 2011 sales revised. In October 2012, launched West Elm Market with the opening of a store in Brooklyn, N.Y., shop-in-shops in West Elm stores in eight locations, and online. The brand extension offers customers a total home toolkit in four key categories: Kitchen, Garden, Care & Repair, and Personal Care. Launched Mark and Graham, specializing in personalized products and gifts, late in 2012. Will be opening its first company-operated stores outside North America this month in Australia. Has a social media presence through Facebook, Twitter, Pinterest, YouTube, Google+ and a company blog.									
4	Rooms To Go	\$1,610.0	\$1,500.0	7.3%	130	125	NA	100%	\$700
(3)	Seffner, Fla.								
Privately owned, midpriced chain with stores in Florida, Georgia, the Carolinas, Louisiana, Mississippi, Tennessee, Texas, Alabama and Virginia as well as four franchise units in Puerto Rico. Operations include Rooms To Go, Rooms To Go Kids & Teens, clearance centers, and online sales. In January 2012, opened showrooms in Lafayette, La.; Lubbock, Texas; and Asheville, N.C. Entered the Richmond, Va., market in August 2012, in a former RoomStore location. In September, opened its fifth store for the year in Fayetteville, N.C., in another former RoomStore location. Opened a new store in Midland, Texas in January 2013, and a 300,000 square foot expansion of the Houston Distribution Center was completed in March. Rooms To Go plans on opening three to five new stores this year.									
5	Berkshire Hathaway furniture division	\$1,294.7	\$1,208.2	7.2%	33	34	NA	NA	NA
(5)	Omaha, Neb.	\$2,124.7 total revenues							
Owns Nebraska Furniture Mart, R.C. Willey, Star Furniture and Jordan's Furniture. NFM operates a 475,000-square-foot complex in Omaha, with a main furniture showroom, a Mrs. B's Clearance and Factory Outlet store and an Appliance, Electronics and Computer Store. NFM also operates a 450,000-square-foot store in Kansas City, Kan., a 30,000-square-foot store specializing in flooring, appliances and electronics in Clive, Iowa, and a Homemakers Furniture in Des Moines, Iowa. R.C. Willey operates 13 stores, eight in northern Utah, including two clearance centers, three in Nevada and one each in Idaho and California. Star operates 11 stores in Houston, Austin, San Antonio and Bryan/Colege Station, Texas, including two clearance centers in Houston. Jordan's operates five Boston-area stores in Avon, Reading and Natick, Mass.; Nashua, N.H.; and Warwick, R.I. Revenues from other merchandise areas, \$774.6 million. Revenues other than sales, \$55.4 million. In 2012, Star Furniture closed its Thomasville Home Furnishings Store in Houston. In the fourth quarter of 2013, R.C. Willey will open its largest store to date in Draper, Utah. At 160,000 square feet, the new store will replace its current store in Taylorsville. In spring 2015, NFM will open a 560,000-square-foot showroom in a north Dallas suburb. Retailers have a social media presence through Facebook, Twitter, YouTube and Pinterest.									

Notes: ► 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. ► In the notes, 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 their dedicated-store sales only and exclude sales from in-store galleries. ► All data for calendar 2012 and 2011 unless otherwise noted. Average unit size in notes refers to selling space. NR = Not ranked NA = Not available/not applicable

Top 100 U.S. Furniture Stores

Rank (last year)	Company, home base and notes	Estimated furniture, bedding, accessory sales in \$ millions		Percent change 2011 to 2012	Number of units		Selling space all stores sq. ft. 1000s	Furniture, bedding, accessories percent of selling space	average sales per sq. ft.
		2012	2011		2012	2011			
6 (10)	Mattress Firm Houston	\$1,168.0	\$831.2	40.5%	1,215	855	NA	100%	NA
Fiscal years ended Jan. 29 and Jan. 31. Publicly held bedding specialty chain with 158 franchised stores and 1,057 company-owned units located in 79 markets across 29 states. Also accepts orders over the Internet. Stores operate under two formats - a traditional store format averaging 4,400 square feet and a larger Supercenter averaging 6,500 square feet. In total, the stores offer over 75 different models and styles of conventional and specialty mattresses across a wide range of price points, including Sealy, Serta, Simmons, Stearns & Foster, Tempur-Pedic and YuMe, as well as a private-label line, Hampton & Rhodes. Added 360 net stores in 2012 from 118 net new store openings and 242 acquired stores. Major acquisitions included 181 former Dallas-based Mattress Giant stores in Florida and Texas, 34 former Florida-based Mattress X-Press stores in Georgia and South Florida, and 27 former Charlotte, N.C.-based Mattress Source stores in the Carolinas. The majority of the acquired stores have been, or are in the process of being rebranded as Mattress Firm stores. The retailer expects to open more than 100 new stores this year. Has a social media presence through Facebook, Twitter and a company blog.									
7 (8)	Pier 1 Imports Fort Worth, Texas	\$1,124.7	\$956.8	17.6%	982	971	7,729	NA	\$198
Fiscal years ended March 2 and Feb. 25. Founded in 1962. Publicly held specialist of imported midpriced decorative home furnishings, gifts and related items throughout North America. Sales and store counts for U.S. only. Sales from other merchandise areas, \$426.7 million. Revenues other than merchandise sales, \$7.5 million. Units average 7,875 square feet and sell a wide variety of furniture, decorative home furnishings, dining and kitchen goods, candles, gifts and other specialty items for the home. Furniture accounted for about 34% of sales in 2012. Average stock turns, 1.7 times. Average gross margin, 59.3%. Same-store sales increased 7.5%. The company successfully launched its new e-Commerce enabled website, Pier1.com, last July. The retailer also opened 22 new stores and closed 11. Plans to end 2013 with 990 stores. Has a social media presence through Facebook, Twitter and Pinterest.									
8 (6)	Raymour & Flanigan Liverpool, N.Y.	\$1,087.6	\$1,008.8	7.8%	101	99	NA	100%	NA
Midpriced Northeastern chain with stores in New York, Massachusetts, Pennsylvania, New Jersey, Connecticut, Rhode Island and Delaware, including 11 Clearance Centers. Also accepts orders over the Internet. Showrooms range in size from 15,000 to 75,000 square feet. In 2012, opened showrooms in Farmingdale and Long Island City, N.Y. Plans to open two stores in 2013, including the showroom opened earlier in the year in Brooklyn, N.Y. Has a social media presence through Facebook, Twitter, Pinterest, Google+, and YouTube.									
9 (9)	Sleepy's Hicksville, N.Y.	\$976.0	\$846.0	15.4%	895	809	NA	100%	\$222
Privately owned, bedding specialty chain operating as Sleepy's and Mattress Discounters in the Northeast and Mid-Atlantic states of Connecticut, Delaware, Maine, Maryland, Massachusetts, New Hampshire, New Jersey, New York, North Carolina, Pennsylvania, Rhode Island, Vermont, Virginia and West Virginia. Sales include revenues from 1800mattress.com and sleepys.com, and from its toll-free telemarketing division. Units average 5,000 square feet and carry a number of major brands including Sealy, Serta, Simmons, Tempur-Pedic, Stearns & Foster, Kingsdown, King Koil and its own private-label, Sleepy's Direct. In 2012, opened 137 stores and closed 51. Entered new markets in North Carolina, Albany, N.Y., and the Upper New England States and was the winning bidder for the 80-store Mattress Discounters chain. Plans to end 2013 with 950 units. Has a social media presence through Facebook, Twitter, YouTube, Google+ and a company blog.									
10 (11)	La-Z-Boy Furniture Galleries Monroe, Mich.	\$902.0	\$820.0	10.0%	285	281	4,181	100%	\$216
Manufacturer's dedicated store network of dealer-owned and company-owned units. Figures exclude the La-Z-Boy Furniture Galleries in Canada. Units average 14,670 square feet. Average stock turns, 5 times. Same-store sales increased 10.8%. In 2012, opened Galleries in W. Sacramento, Calif.; Chicago; Brentwood, Mo.; Dover, N.J.; and Monroeville, Pittsburgh, and Cranberry Township, Pa. Also, closed three showrooms. Plans to end 2013 with 290 to 295 U.S. stores. Has a social media presence through Facebook, Twitter and YouTube. La-Z-Boy store owner on the Top 100 is EBCO.									
11 (13)	Sleep Number Minneapolis	\$901.5	\$713.5	26.3%	410	381	760	100%	\$1,324
Publicly held, vertically integrated maker of the Sleep Number bed, a premium quality, adjustable-firmness mattress, and other sleep-related products. Founded in 1987, Select Comfort sells its products through two distribution channels. The company-controlled channel, which includes its retail stores, direct marketing and e-commerce, sells directly to consumers. Its wholesale channel sells to the QVC shopping channel and wholesale customers in Alaska, Hawaii and Australia. The wholesale channel accounts for about 3.3% of sales and is not included in the results. Units average 1,670 square feet. Average stock turns, 12 times. Average gross margin, 63.8%. Comp store sales increased 23%. Select Comfort opened 57 stores last year and closed 28. Expects to end the year with 440 locations. In January 2013, Select Comfort acquired Comfortaire, a manufacturer and marketer of adjustable air-supported sleep systems headquartered in Greenville, S.C. Has a social media presence through Facebook, Twitter, Pinterest and YouTube.									
12 (7)	American Signature Columbus, Ohio	\$900.0	\$965.8	-6.8%	126	128	NA	100%	NA
Fiscal years ended July 28 and July 30. Owned by Schottenstein Stores Corp., in business since 1948. Not affiliated with Dayton, N.J.-based Crest Furniture (No. 54). Operates across 18 states primarily in the Midwest and East Coast. The stores operate under the names Value City Furniture, the company's promotional to midpriced brand and American Signature, the company's midpriced to high-end brand. Owns the factories where the majority of its merchandise is made. Has a social media presence through Facebook, Twitter, Pinterest, YouTube, Google+ and a company blog.									
13 (17)	Restoration Hardware Corte Madera, Calif.	\$890.0	\$688.0	29.4%	66	69	501	NA	NA
Fiscal years ended Feb. 2 and Jan. 28. Publicly held luxury brand in the home furnishings marketplace offering furniture, lighting, textiles, accessories and home decor. Restoration Hardware operates an integrated business across multiple channels of distribution including stores, catalogs and websites. At year's end operated 71 retail stores, including 65 Galleries, 3 Full Line Design Galleries and 3 Baby & Child Galleries, as well as 13 outlet stores throughout the United States and Canada. Sales and store counts for U.S. only. 2011 sales and store count revised. Furniture accounted for 52.6% of total revenues in 2012, up from 49.9% in 2011. The company completed its initial public offering in November 2012. Launched two new collections through its Source Books last year, Tableware and Objects of Curiosity, a collection of unique decorative accessories and objects for the home. Also introduced its collection of smaller living space furnishings and custom window shades and blinds. RH's long term growth strategy is to continue to open the Design Galleries which average approximately 21,800 square feet of selling space, more than three times the size of its average Gallery. In April 2013, opened its fourth Full Line Design Gallery in Boston and plans to open new Full Line Design Galleries in Indianapolis, Greenwich, Conn., and Atlanta.									

Notes: ► 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. ► In the notes, 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 their dedicated-store sales only and exclude sales from in-store galleries. ► All data for calendar 2012 and 2011 unless otherwise noted. Average unit size in notes refers to selling space. NR = Not ranked NA = Not available/not applicable

Top 100 U.S. Furniture Stores

Rank (last year)	Company, home base and notes	Estimated furniture, bedding, accessory sales in \$ millions		Percent change 2011 to 2012	Number of units		Selling space all stores sq. ft. 1000s	Furniture, bedding, accessories percent of selling space	average sales per sq. ft.
		2012	2011		2012	2011			
14 (12)	Crate & Barrel Northbrook, Ill. Fiscal years ended Jan. 27 and Jan. 29. Owned by Otto Group, a privately-held German retailer. Founded in 1962. Lifestyle multi-channel specialty retailer operating 109 stores in North America, including 13 CB2 stores, the “affordable modern” concept store, for apartment, loft and home, and four Land of Nod stores offering children’s home furnishings. Also has five franchised units, two Crate & Barrel stores in the United Arab Emirates in Dubai, one in Singapore and one in Mexico, and one CB2 in Singapore. Sales and store counts for U.S. only. Crate & Barrel operates e-commerce websites for each brand, servicing customers in more than 90 countries. In March 2013, opened a Crate & Barrel in Vancouver, British Columbia. Has a social media presence through Facebook, Twitter, Pinterest and a company blog.	\$750.0	\$717.6	4.5%	101	108	NA	NA	NA
15 (14)	Ethan Allen Danbury, Conn. Oldest manufacturer’s dedicated store network, with 142 company-owned and 65 dealer-owned design centers offering home furnishings and accessories grouped into five distinct product lifestyles: Elegance, Modern, Romance, Explorer and Vintage. Also sells its full range of furniture products and decorative accessories over the Internet. Sales and store counts for U.S. only. Sales from other merchandise areas, \$33 million. Revenues other than sales, \$10.3 million. Design centers average 16,000 square feet and range in size from 3,000 square feet to 35,000 square feet. Introduced significantly more new products than normal last year, refreshing a broad range of its products. Ethan Allen celebrated its 80th anniversary in 2012. Has a social media presence through Facebook, Twitter, Pinterest and YouTube.	\$703.9	\$695.1	1.3%	207	210	3,312	NA	NA
16 (15)	Bob’s Discount Furniture Manchester, Conn. Privately owned, promotional to midpriced chain operating stores in New England, New Jersey, New York, Maryland and Virginia. Also sells online. In February 2013, opened stores in Waldorf, Md., and Fairfax, Va. Will open stores in Brooklyn and Bronx, N.Y., this spring. Has a social media presence through Facebook, Twitter and YouTube.	\$685.3	\$638.8	7.3%	43	43	NA	100%	NA
17 (16)	Havertys Atlanta Publicly held, founded in 1885. Midpriced to upper-midpriced chain operating in 81 cities in 17 states in the Southern and Midwestern regions. Also accepts furniture orders over the Internet within its delivery network and for accessories across the continental United States. Credit income, \$293,000. Stores average 35,680 square feet of selling space. Major lines include Havertys Collections, Sealy, Serta and Tempur-Pedic as well as a select group of products by Bernhardt and Lauren Ralph Lauren Home. Average gross margin, 52.5%. Same-store sales increased 6.8%. Introduced the Lauren Ralph Lauren Home collection of case goods and upholstery in all of its stores last August. Plans for 2013 include opening one store in an existing market, three major store expansions and completing another 18 Bright Inspirations store refreshes. Will also close three locations during the first half of the year. Has a social media presence through Facebook, Twitter, Pinterest, Google+, YouTube and a company blog.	\$670.1	\$620.9	7.9%	122	119	4,353	100%	\$158
18 (18)	Art Van Warren, Mich. Family-owned business, founded in 1959. Midpriced to high-end retailer operating 34 Art Van Furniture and six Art Van PureSleep stores in Michigan, and 32 Mattress World stores in Michigan and Indiana. Art Van opened its first two franchise stores earlier this year in Michigan, Wendels Home & Design in Mount Pleasant and Young Appliance in Alpena. Both stores were remodeled and are carrying Art Van’s full furniture line as well some of Art Van’s specialty departments, including Art Van PureSleep and the Clearance Center. The retailer also opened two PureSleep bedding stores earlier this year in Sterling Heights and Kalamazoo, Mich., and has plans to open three more this spring in West Bloomfield and Midland, Mich., and Toledo, Ohio. The Toledo store will be Art Van’s first store outside of Michigan. The company will also enter the Chicago market with six stores and will be opening another store in Toledo, a 90,000-square-foot Art Van this summer. The six Chicago stores will be opening in July through September in Batavia, Bolingbrook, Merrillville, Orland Park, Ford City and Logan’s Square. Other plans for 2013, include opening an Art Van in Gaylord, Mich., this summer and closing a store in Onaway, Mich., this spring. Has a social media presence through Facebook, Twitter and Pinterest.	\$515.0	\$470.0	9.6%	72	68	NA	100%	NA
19 (20)	Sleep Train Citrus Heights, Calif. Promotional to high-end bedding specialist operating in California, Oregon, Washington, western Nevada and western Idaho as Sleep Train, Mattress Discounters and Sleep Country USA. In 2012, netted 22 stores through acquisitions and organic growth in existing markets and in new, smaller markets adjacent to current larger markets. Acquired eight store units from Sleep City in eastern Washington in October, converting six to Mattress Discounters format, one to Sleep Country USA format and closed one. Entered the Boise, Idaho market that same month with the acquisition of two store units from Sleep with Grace, with both units being converted to the Sleep Country USA brand format. Also opened a mall-based test-store called “Got Sleep?” in July in Sacramento, Calif. In 2013, plans to open at least 30 new locations in both existing markets, as well as in new markets adjacent to existing markets. Has a social media presence through Facebook, Twitter and YouTube.	\$448.1	\$371.8	20.5%	273	251	NA	100%	NA
20 (19)	Slumberland Little Canada, Minn. Family-owned, founded in 1967. Midpriced retailer with 40 corporate stores and 86 franchised stores throughout Minnesota, Wisconsin, Illinois, Iowa, Kansas, Nebraska, Michigan, Missouri, Montana, North Dakota, South Dakota and Wyoming. Operations include six corporate clearance centers, two corporate outlet stores and two franchise clearance centers. Also sells online. In 2012, opened two new franchise stores, in Mattoon, Ill., and Devils Lake, N.D., and one new franchise clearance center in Brookings, S.D. Has a social media presence through Facebook, Twitter, YouTube, Pinterest and a company blog.	\$394.2	\$383.7	2.7%	126	123	NA	100%	NA
21 (21)	Mathis Brothers Oklahoma City Family-owned, in business since 1960. Promotional to high-end retailer in Oklahoma and California. Operates 10 stores in the Oklahoma City area - Mathis Brothers, four Mathis Sleep Studios, Factory Direct Furniture & Beds, Factory Direct Mattress, Big Red Furniture Warehouse, La-Z-Boy Furniture Gallery and a Drexel Heritage/Henredon/Thomasville showroom. In Tulsa, Okla., the company operates three stores - Mathis Brothers, Mathis Sleep Studio and Rooms Today, and in California, the retailer operates two Mathis Sleep Studios and a Mathis Brothers in the Greater Palm Springs area, and a Mathis Brothers in Ontario. Has an ownership stake in the Factory Direct bedding factory; revenues not included. Sales from electronics, \$2.1 million. In 2012, converted the Mathis Village in Oklahoma City, into three stores - a Sleep Studio, a La-Z-Boy Furniture Gallery and a high-end showroom with Drexel Heritage, Henredon and Thomasville. Also converted the Rooms Today store in Oklahoma City to Big Red Furniture Warehouse and opened three Sleep Studios in the area. Other openings for 2012, included a Sleep Studio in Tulsa, one in Cathedral City, Calif., and another one in Palm Desert, Calif. The Palm Desert store opened late in December. Mathis opened its first Ashley Furniture HomeStore - the first Ashley store in the state - in February 2013, in Owasso, Okla., in the Tulsa area. The retailer plans to open a total of seven Ashley stores over the next couple of years. Has a social media presence through Facebook and Twitter.	\$371.9	\$344.7	7.9%	17	8	717	100%	\$519

Notes: ► 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. ► In the notes, 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 their dedicated-store sales only and exclude sales from in-store galleries. ► All data for calendar 2012 and 2011 unless otherwise noted. Average unit size in notes refers to selling space. NR = Not ranked NA = Not available/not applicable

Top 100 U.S. Furniture Stores

Rank (last year)	Company, home base and notes	Estimated furniture, bedding, accessory sales in \$ millions		Percent change 2011 to 2012	Number of units		Selling space all stores sq. ft. 1000s	Furniture, bedding, accessories percent of selling space	average sales per sq. ft.
		2012	2011		2012	2011			
22 (22)	Cost Plus World Market Oakland, Calif. Fiscal year ended March 2. Part of publicly held Bed Bath & Beyond. Specialist in casual home furnishings and entertaining products, operating in 31 states under the names World Market and Cost Plus World Market. The stores, averaging 15,700 square feet of selling space, have products imported from more than 50 countries with many of those unique and exclusive to the company. Furniture products include ready-to-assemble living and dining room pieces; sofas, chairs; case goods and occasional pieces; as well as out-door furniture made from a variety of materials. In June 2012, the retailer was acquired by Union, N.J.-based Bed Bath & Beyond. Cost Plus opened six stores last fall in Fort Collins, Colo., Renton, Wash., Katy, Texas, Simi Valley, Calif., and in Bloomington & Roseville, Minn. In April 2013, Cost Plus opened a new store in the Denver area in Lakewood. Has a social media presence through Facebook, Twitter, Pinterest, YouTube and Google+.	\$355.0	\$332.0	6.9%	264	258	NA	NA	NA
23 (23)	American Furniture Warehouse Englewood, Colo. Family-owned business, founded in 1975. Primarily promotional to midpriced chain operating 12 Colorado units - six in metro Denver and one each in Glenwood Springs, Firestone-Longmont, Fort Collins, Grand Junction, Pueblo and Colorado Springs. Also accepts orders over the Internet with approximately 2% of total sales from online. Sales from other merchandise areas, \$4 million. Units average 120,000 square feet. In-store galleries: Lane Furniture, 12. Other key vendors are Affordable, Ashley, Healthcare, Sealy, Serta, Simmons, Somerton, Standard and Trendwood. Average stock turns, 8.5 times. Average gross margin, 38%. Plans to enter the Phoenix market in September 2013, with a 586,000-square-foot showroom and warehouse in Gilbert, Ariz. It will be the first of two planned AFW complexes for the market. Has a social media presence through Facebook, Twitter, Pinterest, MySpace, YouTube and a company blog.	\$348.0	\$323.0	7.7%	12	12	1,440	97%	\$249
24 (25)	America's Mattress Hoffman Estates, Ill. Largest network of independently owned, dealer-operated sleep shops in the United States, the majority of which operate under the America's Mattress name. The America's Mattress program combines the brand strength and buying power of a national network with local ownership, providing dealers with site selection assistance, construction specifications, grand opening, marketing, training, operations and business management support. Units average 3,500 square feet. In 2012, opened 45 stores and closed 16. Also introduced an America's Mattress Gallery program available to appliance and furniture stores in secondary and tertiary markets. America's Mattress dealer on the Top 100 is American Mattress.	\$299.1	\$275.5	8.6%	380	351	NA	100%	NA
25 (27)	Room & Board Minneapolis American made classic contemporary home furnishings retailer with two stores in Minneapolis/St. Paul (one of which is an outlet store open only on weekends); three in the Chicago area; and one each in Denver; New York; Atlanta; San Francisco, Culver City and Santa Ana, Calif.; Washington, D.C.; and Seattle. Sales include their Shop from Home phone-order and website channels. Same-store sales increased 11% last year. In October 2012, a 28,000-square-foot store was opened in Seattle at University Village. In early 2014 will open a 39,000-square-foot store in the Back Bay on Newbury Street in Boston. Has a social media presence through Facebook, Twitter, Pinterest and Instagram.	\$296.0	\$263.0	12.5%	13	12	370	100%	\$800
26 (31)	Mor Furniture for Less San Diego Fiscal years ended Sept. 26 and Sept. 28. Owned and operated by Rick Haux Jr., the family-owned company is on the West Coast with 27 stores located across California, Washington, Oregon, Nevada, Idaho, Arizona and New Mexico. Six of these opened during its last fiscal year, three in Washington and three in southern California. Also operates an online store at www.morfurniture.com. The retailer's home furnishings are designed to fit any budget and fill any space, and the company caters to all ages with a specialized Kids & Teens store inside every location. Customers shopping experience comes complete with cookies and fountain drinks, family movies playing throughout the showrooms, and video games for the kids. Has a social media presence through Facebook, Twitter, Pinterest, LinkedIn and a company blog.	\$276.4	\$238.4	15.9%	27	21	NA	100%	NA
27 (24)	Badcock Home Furniture & more Mulberry, Fla. Fiscal years ended June 30. Family-owned, in business since 1904. Southeastern chain of promotional to midpriced, credit-oriented stores, both company-owned and dealer-owned, operating primarily as Badcock Home Furniture & more. 2011 sales and store count revised. Sales from other merchandise areas including carpeting, electronics and appliances, \$111.5 million. Revenues other than merchandise sales, \$68.7 million. Has a social media presence through Facebook.	\$275.7	\$263.3	4.7%	302	304	5,200	NA	NA
28 (26)	Bassett Home Furnishings Bassett, Va. Fiscal years ended Nov. 24 and Nov. 26. Manufacturer's dedicated store network of 33 licensee-owned stores and 53 company-owned midpriced stores in the United States and Canada at fiscal year end. Sales and store counts for U.S. only. Also accepts orders over the Internet. Opened two new stores last year, one in Torrance, Calif., and one in Paramus, N.J. Acquired three stores from licensees, relocated a store within the Richmond, Va., market and closed four additional stores. Has expanded its accessory product lines and increased its mattress offerings with stores now carrying Sealy, Tempur-Pedic and Bassett branded products. Also converted its in-store design centers to the HGTV Design Studio at Bassett. During the first quarter of 2013, opened stores in San Jose, Calif., and Dallas. Has a social media presence through Facebook, Twitter, LinkedIn, Pinterest, YouTube and Google+.	\$272.6	\$267.9	1.7%	84	86	NA	100%	NA
29 (28)	Haynes Furniture Virginia Beach, Va. Privately owned, promotional to midpriced chain operating under both the Haynes and The Dump brands. Haynes' operations are open daily and include two showrooms in Richmond, one each in Virginia Beach and Newport News, and one small Haynes store in Kitty Hawk, N.C., selling mostly in-line product. The Dump stores, which are open Friday through Sunday with occasional extended openings on holidays, are located in Hampton, Norfolk and Richmond, Va.; Langhorne and Oaks, Pa.; Turnersville, N.J.; Dallas; Houston; Atlanta; and Tempe, Ariz. The Dump will open its eleventh store in Chicago in late 2013. The Dump specializes in selling overstocked items, factory closeouts, one-of-a-kinds, and showroom models. Both brands have a social media presence through Facebook and Twitter and offer free WiFi in selected stores for customers.	\$269.0	\$262.0	2.7%	15	15	NA	NA	NA
30 (35)	Hill Country Holdings New Braunfels, Texas Privately owned group in business since 2002. Operates promotional to midpriced Ashley Furniture HomeStores in Texas and Washington. Operates 19 in Texas - 11 in Houston, four in San Antonio, two in Austin and two in the Rio Grande Valley; and four in the Seattle area. Operations include outlets attached to warehouses in New Braunfels, Texas and Houston. Sales from appliances and electronics, \$.1 million. Revenues other than sales, \$.2 million. Units average 39,052 square feet. HomeStores carry bedding by Simmons and Tempur-Pedic. Average retail stock turns, 22 times. Average gross margin, 54.7%. Same-store sales increased 15%. In 2012, opened stores in Houston and Tacoma, Wash. Plans to open two stores in 2013.	\$235.0	\$196.6	19.5%	23	21	820	90%	\$301

Notes: ► 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. ► In the notes, 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 their dedicated-store sales only and exclude sales from in-store galleries. ► All data for calendar 2012 and 2011 unless otherwise noted. Average unit size in notes refers to selling space. NR = Not ranked NA = Not available/not applicable

Top 100 U.S. Furniture Stores

Rank (last year)	Company, home base and notes	Estimated furniture, bedding, accessory sales in \$ millions		Percent change 2011 to 2012	Number of units		Selling space all stores sq. ft. 1000s	Furniture, bedding, accessories percent of selling space	average sales per sq. ft.
		2012	2011		2012	2011			
31 (32)	City Furniture Fort Lauderdale, Fla. Midpriced chain in South Florida operating 14 City Furniture stores and nine Ashley Furniture HomeStores at year's end. In 2012, added a second floor to its Dadeland City show-room in the Miami area doubling the size to about 30,000 square feet. In March 2013, opened a 25,000-square-foot Ashley Furniture HomeStore in the Fort Lauderdale area in Oakland Park. Also, launched e-commerce on its website. In August, will move to a new Ashley store in West Palm Beach, Fla., that will replace a smaller store nearby. Also in August, will move into a new 56,000-square-foot City Furniture showroom in Cutler Bay, Fla., that will replace an existing store in the market which will be renovated and converted to another HomeStore. The new HomeStore will open in the first quarter of 2014. Plans to roll out Bernhardt in-store galleries to 10 City Furniture stores by May or June of this year. Has a social media presence through Facebook, Twitter and Pinterest.	\$231.4	\$229.8	0.7%	23	23	NA	100%	NA
32 (29)	Thomasville Home Furnishings Stores Thomasville, N.C. Owned by Furniture Brands International. Manufacturer's dedicated store network of 50 dealer-owned and 48 company-owned midpriced to high-end stores in the U.S. 2011 store count revised. Also accepts orders over the Internet in company-store markets. Same-store sales for company-owned stores were down 2%. Has a social media presence through Facebook, Twitter, Pinterest and Google+.	\$220.0	\$240.0	-8.3%	98	110	NA	100%	NA
33 (40)	Arhaus Furniture Walton Hills, Ohio Owned by Homeworks Inc. Since 1986, Arhaus has maintained its furniture design center in the heart of the Midwest, drawing on its American roots as well as the diverse perspective of international travelers with upscale, primarily exclusive home furnishings. Stores 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 year's end, operated Arhaus stores in 17 states in Ohio, Colorado, Florida, Georgia, Illinois, Indiana, Kentucky, Maryland, Massachusetts, Michigan, Minnesota, Missouri, New Jersey, New York, North Carolina, Pennsylvania and Virginia. Operations include one clearance center in Cleveland. In 2012, opened stores in King of Prussia, Pa.; Hackensack, N.J.; Indianapolis; Raleigh, N.C.; and Edina, Minn., and closed one in Carmel, Ind. Plans to end 2013 with 47 showrooms, having opened its first two stores in Texas, one in Houston in February and the other in Austin in March. Will open in Marlton, N.J., in May. The fourth location has not been announced. Has a social media presence through Facebook, Twitter and Pinterest.	\$215.0	\$165.0	30.3%	43	39	NA	100%	NA
34 (33)	HOM Furniture Coon Rapids, Minn. Privately owned, midpriced to high-end chain operating 13 HOM Furniture stores, four Gabberts Design Studio & Fine Furniture, one Dock 86 and one Abbey Carpet. HOM has six stores in greater Minneapolis/St. Paul, and one store each in Hermantown/Duluth, Rochester, and St. Cloud, Minn.; Sioux City, Iowa; Sioux Falls, S.D.; Eau Claire, Wis.; and Fargo, N.D. Gabberts has stores in Edina, Minn.; Sioux Falls, S.D.; Sioux City, Iowa; and Fargo, N.D. Dock 86 is in Little Canada, Minn., and Abbey Carpet is in greater Minneapolis/St. Paul. Also accepts orders over the Internet. In-store galleries: Stickley. In 2012, opened Gabberts in Fargo, N.D., next to an existing HOM store. Also added flooring to the remaining three Minneapolis/St. Paul HOM locations. The retailer entered the flooring category in the fall of 2011. Revenues from flooring are not included. Plans for 2013 include adding a HOM store in Onalaska, Wis., and a combination HOM/Dock 86 store in Rogers, Minn. Has a social media presence through Facebook, Twitter and Pinterest.	\$212.2	\$205.5	3.2%	19	18	NA	100%	NA
35 (34)	Macy's Furniture Gallery New York Fiscal years ended Feb. 2 and Jan. 28. Part of publicly held Macy's. Operates 61 Macy's Furniture Gallery stores throughout the U.S., including six furniture clearance centers, and Bloomingdale's Furniture Gallery and a Bloomingdale's Furniture Clearance in New York. Also accepts furniture orders over the Internet. Gallery stores average 35,000 square feet and offer furniture collections by Lauren Ralph Lauren, Martha Stewart and Paula Deen and as well as mattresses by manufacturers such as Sealy, Serta, Simmons, Stearns & Foster, Tempur-Pedic and its own private-label Macybed. The furniture and mattresses line of business was among the strongest in sales in 2012. Last year, closed the Macy's Furniture Clearance Center in Houston. Sales estimates exclude figures from the furniture departments of Macy's main department stores. Has a social media presence through Facebook, Twitter, Pinterest, YouTube and a company blog.	\$212.0	\$202.0	5.0%	63	64	NA	100%	NA
36 (37)	Living Spaces Rancho Cucamonga, Calif. Owned by Grover Geiselman and Sharm Scheuerman. Promotional to midpriced southern California chain operating stores in Irvine, La Mirada, Menifee, Monrovia, Rancho Cucamonga, Redondo Beach, Van Nuys and Vista. Units average over 100,000 square feet. According to industry sources, Living Spaces is looking at opening its ninth California store, in the San Diego area and opening its first Phoenix market store in Scottsdale. Has a social media presence through Facebook, Twitter and YouTube.	\$200.0	\$185.0	8.1%	8	8	NA	100%	NA
37 (39)	Levin Furniture Smithton, Pa. Third-generation family-owned business, operated since 1920. Midpriced chain operating in Northeastern Ohio and Southwestern Pennsylvania with 14 furniture stores, five bedding stores and one clearance center at year's end. Operations include 11 stores in the greater Pittsburgh area, including four Levin Mattress stores, nine in the greater Cleveland market, including a Levin Mattress and an outlet. Units average 65,000 square feet for furniture stores and 4,500 square feet for bedding stores. Key vendors include Sealy, Tempur-Pedic and Ashley. Average stock turns, 5 times. Average gross margin, 46%. In 2012, opened four Levin Mattress locations, in Cranberry Township, Pittsburgh and Monroeville, Pa.; and Mayfield Heights, Ohio. Earlier this year, closed the outlet store in St. Clairsville, Ohio and opened two of six planned Levin Mattress locations, in Solon, Ohio and Washington, Pa. Has a social media presence through Facebook, Twitter and Pinterest.	\$192.0	\$175.0	9.7%	20	16	762	100%	\$186
38 (38)	Farmers Home Furniture Dublin, Ga. Fiscal years ended Jan. 31. Family-owned business founded in 1949. Promotional to midpriced Southeast chain with stores in Georgia, South Carolina, North Carolina, Alabama and Florida. Farmers also sells electronics, appliances, computers and gaming, outdoor equipment and toys; revenues not included. In 2012, opened stores in Eufaula and Brew-ton, Ala., and Cornelia, Ga. Opened a showroom in Albertville, Ala., at the end of January, 2013.	\$180.1	\$177.0	1.8%	177	174	NA	NA	NA

Notes: ► 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. ► In the notes, 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 their dedicated-store sales only and exclude sales from in-store galleries. ► All data for calendar 2012 and 2011 unless otherwise noted. Average unit size in notes refers to selling space. NR = Not ranked NA = Not available/not applicable

Top 100 U.S. Furniture Stores

Rank (last year)	Company, home base and notes	Estimated furniture, bedding, accessory sales in \$ millions		Percent change 2011 to 2012	Number of units		Selling space all stores sq. ft. 1000s	Furniture, bedding, accessories percent of selling space	average sales per sq. ft.
		2012	2011		2012	2011			
39 (41)	Design Within Reach Stamford, Conn.	\$175.0	\$160.0	9.4%	44	44	NA	NA	NA
Multi-channel retailer of authentic modern furnishings and accessories to residential and commercial customers through its catalog, studios and e-commerce site. Operates 43 Studios and one outlet in the U.S., one Studio in Canada and a franchise Studio in Mexico City. Studios range in size from 3,200 to 20,000 square feet and offer chairs and tables, workspace and outdoor furniture, lighting, floor coverings, bedroom furnishings and related accessories. Publishes a monthly catalog showing the breadth of assortment, new introductions and customer service highlights. Merchandise offerings include new, original designs the company is known for. In 2012, doubled the size of Studios in SoHo and Miami and opened a new Studio in Costa Mesa, Calif. Also opened a franchise unit in Mexico City and closed a unit on West 14th Street in New York City. Has a social media presence through Facebook, Twitter and Pinterest as well as a company blog called Design Notes.		\$183.0 total revenues							
40 (42)	El Dorado Furniture Miami Gardens, Fla.	\$159.9	\$159.1	0.5%	12	12	890	100%	\$180
Owned by the Capo family. Founded in 1967. Midpriced to high-end retailer with 12 stores in South Florida, including two outlets. El Dorado operates seven stores in Miami-Dade County, including the outlets; three in Broward County in Pembroke Pines, Plantation and Coconut Creek; and two in Palm Beach County, in West Palm Beach. Also accepts orders over the Internet with approximately 1.3% of total sales from online. Revenues other than sales, \$3 million. Units average 77,000 square feet. In November 2012, grand opened its expanded showroom in Pembroke Pines, which at 145,000 square feet is now the chain's largest. The retailer added about 35,000 square feet and remodeled the entire store in phases. Will open its first store on Florida's Gulf Coast, in Fort Meyers, in the first quarter of 2014. Has a social media presence through Facebook, Twitter, Pinterest and YouTube.		\$160.1 total revenues							
41 (43)	The RoomPlace Lombard, Ill.	\$150.0	\$151.0	-0.7%	21	22	NA	100%	NA
Owned by Bruce Berman. Founded in 1912. Midpriced stores serving Illinois and Indiana markets operating 18 stores in Chicago metro, including one clearance center; three in Indianapolis; and one in Rockford, Ill. In 2012, closed the Hillside location in the Chicago area. In March 2013, opened a 24,000-square-foot store in McHenry, Ill., a market northwest of Chicago. Has a social media presence through Facebook, Twitter and a company blog.									
42 (48)	Furniture Mart USA Sioux Falls, S.D.	\$144.2	\$124.3	16.0%	32	32	NA	NA	NA
Privately held, promotional to midpriced chain operating stores within the upper Midwest in the Dakotas, Minnesota and Iowa under the names of Furniture Mart, Unclaimed Freight Furniture, Ashley Furniture HomeStores and Carpet One. Carpeting sales, about \$3.9 million. In 2012, closed Furnish 123 in St. Paul, Minn., and opened Design Inc., a commercial furniture and interior design showroom in Sioux Falls. Plans for 2013 include opening three Ashley Furniture HomeStores, a 15,000-square-foot unit in Spirit Lake, Iowa and 45,000-square-foot units in Fargo, N.D., and Sioux Falls, S.D., and a 45,000-square-foot warehouse in Fargo. Also plans to open a 65,000-square-foot Furniture Mart and a 15,000-square-foot clearance center in Fridley, Minn., and will be expanding and remodeling the Furniture Mart in Spirit Lake, Iowa. Has a social media presence through Facebook, Twitter, and Pinterest.		\$148.1 total revenues							
43 (45)	Baer's Pompano Beach, Fla.	\$143.2	\$132.0	8.5%	15	15	NA	100%	NA
Fourth-generation, family-owned business founded in 1945. Midpriced to high-end South Florida chain with 11 stores on the Atlantic coast from Orlando south to Kendall, including two Design Centers, and four stores on the Gulf Coast in Naples, Fort Myers, Port Charlotte and Sarasota. Units average 50,000 square feet. In-store galleries: Bernhardt, Better Homes & Gardens, Broyhill and Natuzzi. Other key suppliers include Drexel Heritage, Henredon, Hooker, Kingsdown, LaBarge, Lexington, Maitland-Smith, Stanley, Theodore Alexander, Thomasville and Universal. Will open a store in Melbourne this year. Has a social media presence through Facebook, Pinterest and Tumblr. Offers free WiFi for customers.									
44 (44)	Kane's Furniture Pinellas Park, Fla.	\$142.0	\$133.0	6.8%	17	17	1,020	100%	\$139
Midpriced stores located primarily on Florida's west coast. Founded in 1948, the retailer operates 14 Kane's Furniture stores and three Savon Furniture stores. Kane's has two stores each in Orlando, Tampa and St. Petersburg, including a clearance center, and one each in Brandon, Casselberry, Clearwater, Lakeland, Melbourne, New Port Richey, Ocala and Ocoee. Savon Furniture stores are in Fort Myers, Port Charlotte and Sarasota. Units average 60,000 square feet. Plans to open a new Kane's Furniture showroom on the Gulf Coast, in Naples, during the fourth quarter. Has a social media presence through Facebook, Twitter, Pinterest, YouTube and LinkedIn.									
45 (46)	ABC Carpet & Home New York	\$139.0	\$130.0	6.9%	4	4	NA	NA	NA
Privately owned business founded in 1897. High-end specialty home furnishings retailer with four stores in the United States. Operates its multi-floor flagship store in Manhattan offering an eclectic array of merchandise including rugs, furniture, antiques, accessories and lighting, and a multi-floor carpet store across the street; a store each in South Hackensack, N.J., and Delray Beach, Fla.; and a warehouse outlet in the Bronx. Also accepts orders over the Internet. Sales include a significant business in high-end Oriental rugs. Known for its commitment to the environment, ABC sells a number of pieces of furniture made entirely from sustainable, recycled, reclaimed and salvaged wood. Has a social media presence through Facebook and Twitter.									
46 (49)	Z Gallerie Gardena, Calif.	\$137.0	\$119.3	14.8%	55	56	NA	NA	NA
Family-owned, founded in 1979. Midpriced lifestyle specialty chain offering a variety of high-quality home furnishings including furniture, artwork, lighting, tabletop items, textiles and decorative accessories from around the world. Operates 54 units in 19 states, plus one outlet in Gardena. Units average 8,000 square feet. In 2012, opened stores in Plano, Texas and Murray, Utah and closed stores in Charlotte, N.C., Chicago, and Omaha, Neb. Plans to end 2013 with 58 stores, including store openings this summer in Chicago and Allen, Texas. Has a social media presence through Facebook, Twitter and Pinterest. Offers free WiFi for customers.		\$169.0 total revenues							
47 (57)	Regency Furniture Brandywine, Md.	\$135.0	\$97.0	39.2%	17	14	NA	100%	NA
Family-owned, in business since 1999. Promotional to midpriced retailer operating six Regency Furniture stores, seven Ashley Furniture HomeStores and four Marlo Furniture stores in Virginia and Maryland at year's end. Regency Furniture operates stores in Brandywine, Largo and Hyattsville, Md., and Fairfax, Fredericksburg and Woodbridge, Va., where it operates a clearance center. Ashley Furniture HomeStores are in Hagerstown, Bel Air, Easton, Catonsville, Frederick and Rosedale, Md., and Falls Church, Va. Marlo Furniture is located in Forestville, Laurel, and Rockville, Md., and Alexandria, Va. Also accepts orders over the Internet. Key suppliers include AICO, Ashley, Delta Furniture, Fusion, Homelegance, Jackson, Lifestyle, Najarian, Simmons Bedding and World Imports. In 2012, acquired Forestville, Md.-based Marlo Furniture in May, and closed the Regency Furniture store in Alexandria, Va., in July. Also, opened a new Ashley Furniture HomeStore in Falls Church, Va., and closed the Ashley clearance center in Hagerstown. In April 2013, opened its eighth Ashley store, in Glen Burnie, Md. Has a social media presence through Facebook.									

Notes: ► 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. ► In the notes, 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 their dedicated-store sales only and exclude sales from in-store galleries. ► All data for calendar 2012 and 2011 unless otherwise noted. Average unit size in notes refers to selling space. NR = Not ranked NA = Not available/not applicable

Top 100 U.S. Furniture Stores

Rank (last year)	Company, home base and notes	Estimated furniture, bedding, accessory sales in \$ millions		Percent change 2011 to 2012	Number of units		Selling space all stores sq. ft. 1000s	Furniture, bedding, accessories percent of selling space	average sales per sq. ft.
		2012	2011		2012	2011			
48 (52)	Steinhafels Waukesha, Wis. Third-generation, family-owned business operated since 1934. Midpriced chain serves southeastern Wisconsin and northern Illinois with eight Steinhafels Furniture Superstores, eight Steinhafels Mattress and two Sleep-Envy by Steinhafels. Operates 11 stores in the Milwaukee area, including six Mattress stores and one Sleep-Envy; four in the Madison area, including two Mattress stores; one Steinhafels each in Kenosha, Wis., and Vernon Hills, Ill.; and one Sleep-Envy in Rockford, Ill. Also accepts orders over the Internet. Owns MidAmerica Bedding, a factory-direct bedding business; revenues not included. Furniture Superstores average 75,000 square feet. In-store galleries: Stickley, two. Average stock turns, 5 times. Same store sales increased 3%. Early in 2012, closed a Milwaukee area Mattress Store. During the fall, opened its first two mall-based mattress-only stores called Sleep-Envy by Steinhafels, in the Milwaukee area and in Rockford, Ill. Will continue to evaluate expansion opportunities in 2013. Has a social media presence through Facebook and Twitter.	\$124.1	\$109.3	13.5%	18	17	575	100%	\$237
49 (50)	Gallery Furniture Houston Privately owned, promotional to high-end retailer serving the greater Houston area with its main showroom and a satellite store in the Galleria mall area. The satellite store, with 22,000 square feet of selling space, includes a dedicated gallery of high-end special order and other goods from the top tier of price points at Gallery's main showroom. Sales from electronics, \$2.7 million. Revenues other than sales, \$2.3 million. Average stock turns, 10.9 times. Average gross margin, 51%. In-store galleries: Tempur-Pedic, Flexsteel, HGTV and Home Trend Designs, one each. Other key vendors include Ashley, Crown Mark, Franklin, Jonathan Louis, Lane, Mayo, Sealy and United Leather. Gallery Furniture plans to open an 80,000-square-foot store in the west Houston area, this summer or early fall 2013. Has a social media presence through Facebook, Twitter and Pinterest. Offers free WiFi for customers.	\$121.2	\$115.7	4.8%	2	2	112	98%	\$1,104
		\$126.1 total revenues							
50 (51)	Grand Home Furnishings Roanoke, Va. Fiscal years ended Oct. 31. Privately owned, founded in 1811. Midpriced chain with stores throughout western and central Virginia, east Tennessee and the eastern part of West Virginia. Operations include 13 stores in Virginia - three in Roanoke and one store each in Bristol, Charlottesville, Christiansburg, Harrisonburg, Lexington, Lynchburg, Smith Mountain Lake, Waynesboro, Winchester and Wise; two stores in Tennessee, in Johnson City and Kingsport; and two stores in West Virginia, in Beckley and Lewisburg. The Smith Mountain Lake store and one of the stores in Roanoke are outlet stores. Has a social media presence through Facebook, Twitter, Pinterest and YouTube.	\$120.8	\$110.2	9.6%	17	17	NA	100%	NA
51 (47)	Furnitureland South High Point Owned by Darrell Harris and family. Founded in 1969. Midpriced to high-end discount retailer operating a 1.7 million-square-foot complex, including a 400,000-square-foot showroom and a 500,000-square-foot Mart connected by an indoor skylink, a 300,000-square-foot clearance center, a Furnitureland South Cafe and a Starbucks Cafe all on a 135-acre site. Manufacturer galleries include Stanley, Bernhardt, Century, Fine Furniture, Henredon, Huntington House, Kincaid, Lexington Home Brands, Marge Carson, Natuzzi and Ralph Lauren. Average stock turns, 7 times. A new design center is currently under construction. The retailer is also working on a new merchandising plan with new style galleries and easier navigation through the showroom. Furnitureland South recently launched online sales on its website. Has a social media presence through Facebook, Twitter, Pinterest, YouTube and a company blog. Offers free WiFi for customers.	\$119.7	\$129.4	-7.5%	1	1	1,160	100%	\$103
		\$120.0 total revenues							
52 (54)	Bernie & Phyl's Furniture Norton, Mass. Parent corporation is Convertible Castle. Family-owned and operated, in business since 1983. Midpriced chain serving eastern Massachusetts, southern New Hampshire and the Rhode Island market with stores in Natick, Braintree, Saugus, Westboro, Raynham, and Hyannis, Mass.; Nashua, N.H.; and Warwick, R.I. Also accepts orders over the Internet with approximately 2% of total sales from online. Units average 44,500 square feet. Key vendors include Ashley, England, Sealy and Vaughn. Average stock turns, 12.3 times. In February 2012, opened a 40,000-square-foot main showroom in Natick, Mass. Has a social media presence through Facebook, Twitter, Pinterest, Google+ and YouTube.	\$112.9	\$102.4	10.3%	8	7	357	100%	\$321
53 (55)	Jerome's San Diego Family-owned, promotional to midpriced chain serving southern California since 1954. Operates six stores in San Diego County, including a clearance center within its distribution center in Rancho Bernardo, two in Riverside County and one in San Bernardino County. Accepts orders over the Internet. Units average 57,409 square feet. Key vendors include Diamond Mattress, Robert Michael, Michael Nicholas and E.J. Lauren. In April 2012, opened a showroom in Rancho Cucamonga, Calif., in San Bernardino County. Earlier this year, transformed its flagship store in Murrietta in Riverside County into its first Jerome's Furniture Marketplace, with three storefronts and an extra 10,000 square feet of selling space. The Marketplace includes a Dream Shop sleep specialty store and a Jerry's Bloopers clearance outlet. Has a social media presence through Facebook, Twitter and Yelp. Offers free WiFi for customers.	\$112.7	\$101.9	10.6%	9	8	459	100%	\$245
54 (60)	Crest Furniture Dayton, N.J. Family-owned, promotional to midpriced retailer operating seven Value City Furniture stores all in New Jersey, and seven Ashley Furniture HomeStores, four in New Jersey and three in Pennsylvania. Value City stores are not affiliated with Columbus, Ohio-based American Signature (No. 12). Last August, opened its third Ashley store in Pennsylvania, in Willow Grove. Has a social media presence through Facebook.	\$109.5	\$94.3	16.1%	14	13	NA	100%	NA
55 (56)	Back To Bed/Bedding Experts/ Mattress Barn Itasca, Ill. Privately owned bedding specialty retailer operating in the Chicagoland area under the names Back To Bed, Bedding Experts and Mattress World and in central Florida under the name Mattress Barn. Back To Bed, with 47 stores in Illinois and one in Kenosha, Wis., averaging 3,600 square feet, carries Beautyrest, ComforPedic, Tempur-Pedic, Sealy, Stearns & Foster, Technogel, MiForma, Advanced Sleep Concepts and FBG. Bedding Experts, with 62 stores in Chicagoland, averaging 3,200 square feet, carries Tempur-Pedic, Sealy, Stearns & Foster, Advanced Sleep Concepts and FBG. Mattress World operates one store in Indiana and one store in Illinois. Mattress Barn, with 23 stores in Central Florida, averaging 4,500 square feet, offers its customers Advanced Sleep Concepts, Beautyrest, ComforPedic, Tempur-Pedic, Sealy, Stearns & Foster, Technogel, MiForma and FBG. Plans to open 24 new locations in Illinois, Indiana, Michigan and Wisconsin in 2013. Has a social media presence through Facebook, Twitter and YouTube, as well as a company blog.	\$104.0	\$100.0	4.0%	135	120	NA	100%	NA

Notes: ► 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. ► In the notes, 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 their dedicated-store sales only and exclude sales from in-store galleries. ► All data for calendar 2012 and 2011 unless otherwise noted. Average unit size in notes refers to selling space. NR = Not ranked NA = Not available/not applicable

Top 100 U.S. Furniture Stores

Rank (last year)	Company, home base and notes	Estimated furniture, bedding, accessory sales in \$ millions		Percent change 2011 to 2012	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.
		2012	2011		2012	2011			
56 (58)	Stickley, Audi & Co. Manlius, N.Y.	\$102.2	\$95.5	7.0%	13	14	NA	100%	NA
Owned by the Audi family, which owns high-end manufacturer L.&J.G. Stickley. Revenues from manufacturing operations not included. Operates 13 high-end stores dedicated to Stickley merchandise and other high-end lines — two in Denver; and one each in Pittsburgh; Albany, Fayetteville, Manhattan, Rochester and White Plains, N.Y.; Charlotte and High Point, N.C.; Enfield, Conn.; Natick, Mass.; and Paramus, N.J. Other key vendors are Baker, Bradington Young, Century, E. J. Victor, Hancock & Moore, Hickory Chair, W. Schillig, Theodore & Alexander, and Shifman. In 2012, added a new store location in Paramus, N.J., while remodeling and updating three existing store locations in Rochester, Albany and White Plains, N.Y. Also closed stores in Charlotte and Greensburg, Pa. Plans to open a second location in New Jersey later this year. Has a social media presence through Facebook, Twitter, Pinterest and YouTube.		\$103.9 total revenues							
57 (72)	Big Sandy Superstore Franklin Furnace, Ohio	\$100.0	\$75.0	33.3%	29	22	NA	NA	NA
Midpriced chain operating 16 Big Sandy Superstores in Ohio, Kentucky and West Virginia, three Pieratt's in central Kentucky in the Lexington area, and 10 Furniture & ApplianceMart and Ashley Furniture HomeStores in central and eastern Wisconsin. Operations include outlet stores in Ashland, Ky., and De Pere and Oshkosh, Wis. Sales from appliances and electronics, \$66 million. In 2012, Big Sandy entered into a partnership with Stevens Point, Wis.-based Furniture & ApplianceMart which operates two Furniture & ApplianceMart stores, three Ashley Furniture HomeStores, three Furniture & ApplianceMarts with an Ashley Furniture Homestore, and two outlets. Big Sandy also closed three of its smaller locations in West Virginia. Plans to open a new 50,000-square-foot Big Sandy Superstore in Lancaster, Ohio in 2013. Has a social media presence through Facebook, Twitter, Pinterest and a company blog.		\$166.0 total revenues							
58 (59)	Gardner-White Auburn Hills, Mich.	\$100.0	\$95.0	5.3%	10	7	315	100%	\$317
Family-owned retailer, serving southeastern Michigan since 1912. Operates promotional to midpriced stores in metro Detroit, with two in Warren and one each in Auburn Hills, Canton, Macomb, Southfield, Taylor and Waterford and two within Best Buy consumer electronics stores in Bloomfield Hills and Novi. Units average 31,500 square feet and carry product from key vendors Albany, Ashley, Corinthian, Cheers, Fairmont, Futura Leather, Genesis, Lifestyle Enterprise, Natuzzi, Restonic, Serta, Simmons and Tempur-Pedic. In October 2012, opened two new concept stores within Best Buy stores. Both stores, one with 8,000 square feet and the other with 10,000 square feet, feature motion and leather upholstery, entertainment centers and bedding. Also opened its new 455,000-square-foot flagship store, distribution center and corporate office last October. The new 90,000-square-foot store and warehouse outlet is the company's largest showroom. Has a social media presence through Facebook and Twitter.									
59 (61)	Dufresne Spencer Group Memphis, Tenn.	\$98.0	\$91.0	7.6%	18	14	NA	100%	NA
Privately owned group operating 14 promotional to midpriced Ashley Furniture HomeStores and two Ashley outlets in Tennessee, Kentucky, Mississippi, Arkansas, Alabama and Texas, and two Stash stores of eclectic midpriced to upper-end goods in Memphis, Tenn., and Oxford, Miss. 2011 store count revised to include the outlet in Hixson, Tenn. Units average 35,000 square feet. In August 2012, opened an Ashley Furniture HomeStore in Tyler, Texas and in December, acquired three Ashley stores in Nashville, Tenn. The Spencer Group formed a new partnership with Canadian retailer The Dufresne Group last October, replacing the name with Dufresne Spencer Group. It continues to be led by Spencer's key executives. Has a social media presence through Facebook, Twitter and Pinterest.									
60 (62)	Sit 'n Sleep Gardena, Calif.	\$96.5	\$90.6	6.5%	27	27	305	100%	\$316
Promotional to high-end Southern California bedding specialist with stores in the greater Los Angeles area. Founded in 1997. Also accepts orders over the Internet. Units average 11,304 square feet. Key vendors include Aireloom, E.S. Kluff, Kingsdown, Mantua, Sealy, Serta, Sherwood, Simmons and Tempur-Pedic. Average gross margin, 46%. In 2012, opened units in West Hollywood and Commerce and closed its unit in Montebello and its outlet in Anaheim. Plans to open four units in 2013, including Chino Hills which opened earlier this year. Other openings are planned for Long Beach, Ontario and Santa Barbara - a new market. Has a social media presence through Facebook, Twitter and YouTube.									
61 (68)	Innovative Mattress Solutions Winfield, W. Va.	\$93.0	\$80.0	16.3%	147	120	NA	100%	NA
Privately held bedding specialty retailer founded in 1983. IMS does business as Sleep Outfitters, Mattress Warehouse and Mattress King in West Virginia, Ohio, Indiana, Kentucky, Tennessee and Alabama. Mattress vendors include Sealy, Simmons, Stearns & Foster and Tempur-Pedic. In 2012, entered the Alabama market with the acquisition of 19-store retailer Mattress King and renamed the Mattresses Unlimited stores to Sleep Outfitters. The company acquired Mattresses Unlimited in 2011 with stores in Nashville and Louisville, Ky. IMS is celebrating its 30th Anniversary this year. Has a social media presence through Facebook, Twitter and a company blog.									
62 (65)	Wolf Furniture Bellwood, Pa.	\$93.0	\$84.6	10.0%	13	12	NA	NA	NA
Family-owned, in business since 1902. Midpriced retailer with stores in Altoona, Johnstown, State College, Hanover, Chambersburg, Harrisburg, Mechanicsburg, York and Lancaster, Pa.; Frederick and Hagerstown, Md.; Leesburg, Va.; and a Clearance Center in Altoona. Carpeting sales and revenues other than sales, \$1.1 million. Units average 43,135 square feet. In-store galleries: La-Z-Boy, five, averaging 6,000 square feet. Opened a 46,000-square-foot Wolf Furniture store in Leesburg, Va., late summer 2012 - the retailer's first showroom in Virginia. Wolf Furniture continues to develop its business relationship with Allegheny Furniture Consignment to provide customers with an outlet to sell their unwanted furniture. The sales from Allegheny Furniture Consignment in Harrisburg, Pa., are not included in Wolf's reported revenue. Has a social media presence through Facebook, Twitter and Pinterest.		\$94.1 total revenues							
63 (63)	Jennifer Convertibles Woodbury, N.Y.	\$90.0	\$90.0	0.0%	70	76	NA	100%	NA
Fiscal years ended Aug. 25 and Aug. 27. Owned by Chinese upholstery producer Haining Mengnu. Sofa-sleeper and leather specialist operating 64 Jennifer Convertibles, Jennifer Leather, Jennifer Convertibles & Leather and Jennifer Home Furnishings stores in California, Connecticut, Maryland, New Jersey, New York, Virginia and Washington, D.C.; and six promotional to midpriced Ashley Furniture HomeStores in greater New York. 2011 store count revised. Last year opened three stores and closed nine. Has a social media presence through Facebook, Twitter and a company blog.									

Notes: ► 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. ► In the notes, 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 their dedicated-store sales only and exclude sales from in-store galleries. ► All data for calendar 2012 and 2011 unless otherwise noted. Average unit size in notes refers to selling space. NR = Not ranked NA = Not available/not applicable

Top 100 U.S. Furniture Stores

Rank (last year)	Company, home base and notes	Estimated furniture, bedding, accessory sales in \$ millions		Percent change 2011 to 2012	Number of units		Selling space all stores sq. ft. 1000s	Furniture, bedding, accessories percent of selling space	average sales per sq. ft.
		2012	2011		2012	2011			
64 (66)	Lacks Valley Stores Pharr, Texas	\$87.7	\$83.3	5.3%	12	12	NA	NA	NA
Family-owned, founded in 1935. Midpriced to high-end chain serving South Texas from Laredo to Port Isabel, with two stores in McAllen, and one store each in Alice, Brownsville, Edinburg, Harlingen, Laredo, Mission, Pharr, Rio Grande City, San Benito and South Padre Island/Port Isabel. Sales from electronics and major appliances as well as non-merchandise revenues, \$24.7 million. Has a social media presence through Facebook, Pinterest and Twitter.		\$112.4 total revenues							
65 (67)	Chair King/Fortunoff Backyard Store Houston	\$87.0	\$81.0	7.4%	31	28	NA	NA	NA
Midpriced to high-end retailer operating Chair King Backyard Store in Texas and Fortunoff Backyard Store in New York, New Jersey and Connecticut. Also operates Leisure Collections, a design showroom in Houston, serving designers, builders and the contract and hospitality industry. At year's end, operated 17 Chair King stores with seven in Houston, five in Dallas/Fort Worth, three in Austin and two in San Antonio; and 13 Fortunoff stores with six in New York in Westbury, Lake Grove, Melville, Yonkers, Nanuet and Staten Island, and seven in New Jersey in Paramus, Totowa, Edison, Eatontown, Springfield, Livingston and Lawrenceville. Opened three Fortunoff stores in 2012, in Staten Island and Nanuet, N.Y., and Lawrenceville, N.J. Fortunoff has opened another three stores in 2013, including one in Stamford, Conn., the company's first foray into that state. Other openings were in Cherry Hill and Ledgewood, N.J. Chair King opened another store in Houston in April of this year. Has a social media presence through Facebook, Twitter and Pinterest.									
66 (64)	Walter E. Smithe Furniture Itasca, Ill.	\$85.4	\$85.4	0.0%	11	11	NA	100%	NA
Third-generation, family-owned business founded in 1945. Midpriced to high-end special-order chain with stores throughout the greater Chicagoland area in Geneva, Naperville, Glendale Heights, Oak Brook, Vernon Hills, Orland Park and Lincoln Park, Ill., and Merrillville, Ind.; and Drexel Heritage stores in Lincolnshire and Arlington Heights, Ill. Also accepts orders over the Internet. Has a social media presence through Facebook, Twitter, Pinterest, YouTube and a company blog.									
67 (78)	Broad River Furniture Charlotte, N.C.	\$85.3	\$66.4	28.5%	15	15	460	100%	\$185
Privately owned group operating promotional to midpriced Ashley Furniture HomeStores in the Carolinas and Georgia. Operates ten HomeStores in North Carolina in Charlotte, including an Ashley outlet, Concord/Kannapolis, Fayetteville, Gastonia, Hickory, Matthews, Mooresville, Pineville and Raleigh; four in South Carolina in Anderson, Columbia, Greenville and Spartanburg; and one in Augusta, Ga. Units average 32,000 square feet. In December 2012, opened a 36,000-square-foot Ashley showroom in Raleigh, N.C., and closed its two Savvy Spaces multi-line stores, choosing to focus on its Ashley Furniture HomeStore business. The Savvy Spaces in Pineville had only recently opened during the summer, the one in Charlotte opened in 2011. Earlier this year, relocated the Charlotte outlet increasing its size from 10,000-square-feet to 26,000-square-feet. May also add another Ashley location in an existing market in 2013. Has a social media presence through Facebook, Twitter, YouTube and LinkedIn.									
68 (NR)	Mattress Warehouse Frederick, Md.	\$85.0	NA	NA	156	NA	NA	100%	NA
Privately held bedding specialty retailer in business since 1989 operating stores throughout Delaware, Maryland, North Carolina, Pennsylvania, Virginia, West Virginia and Washington, D.C. Mattress Warehouse also sells online and over the phone. The retailer offers a number of brand manufacturers including Sealy, Serta, Simmons, Stearns & Foster and Tempur-Pedic and carries a wide variety of sleep accessories and furniture-related items. Has a social media presence through Facebook, Twitter and a company blog.									
69 (53)	FAMSA Santa Fe Springs, Calif.	\$82.8	\$108.8	-23.9%	25	49	694	NA	NA
Owned by Grupo Famsa, S.A.B. de C.V. Midpriced, credit-oriented retailer focused on serving the U.S. Hispanic population. Operates 22 stores in Texas and three in Illinois. Merchandise mix includes appliances and electronics. Offers a program called Famsa-to-Famsa through which customers purchase goods at its stores and have them delivered to relatives in Mexico and some Central American countries. Completed the process of closing the 24 stores in the West Region in California, Arizona and Nevada during the 4th quarter of 2012. Same-store sales for the 25 remaining stores increased 8.3% during that same 4th quarter, the first increase since 1st quarter 2011. No store openings or closings are planned for 2013. Has a social media presence through Facebook and Twitter.		\$160.2 total revenues							
70 (70)	Morris Furniture Dayton, Ohio	\$81.0	\$75.0	8.0%	20	16	530	96%	\$165
Privately owned, midpriced retailer serving central and southwestern Ohio and Northern Kentucky with Morris Home Furnishings, Ashley Furniture HomeStore, The Morris Backroom, The Better Sleep Shop and The Morris Big TV Store. Operations include Morris Home Center complexes in the Cincinnati market in Florence, Ky., and Cincinnati. The Home Centers include one of each of Morris' five branded stores. Morris Furniture also operates two Morris Home Furnishings, three Ashley Furniture HomeStores and two Morris Backroom clearance centers in the Dayton, Ohio area and three Ashley HomeStores in the Columbus, Ohio market. Morris' The Better Sleep Shop is included inside each Morris Home Furnishings and Ashley Furniture HomeStore and The Morris Big TV Store inside each Morris Home Furnishings. Electronics and home theater sales, about \$2.5 million. Units average 41,000 square feet. Average stock turns, 4 times. In 2012, Morris opened the five-store Morris Home Center in Florence, Ky., and closed the Ashley Furniture HomeStore in Crescent Springs, Ky. The retailer plans to open three Ashley Furniture HomeStores in 2013, including one in the Cincinnati market which opened earlier this year. Has a social media presence through Facebook and YouTube.		\$84.0 total revenues							
71 (71)	Darvin Furniture Orland Park, Ill.	\$79.0	\$75.0	5.3%	1	1	120	100%	\$658
Family-owned, in business since 1920. Midpriced to upscale retailer serving Chicago, the surrounding suburbs, northern Illinois and northern Indiana with a Darvin Furniture super store, a clearance center and mattress store all located on 11 acres. Offers over 80 brand names including AICO, American Drew, Aspen Home, Bassett, Bernhardt, Best Chair, Broyhill, Chateau D'ax, Daniel's Amish, England, Flexsteel, Franklin, Homestrech, Hooker, Jonathan Louis, Karastan, King Hickory, Klausner, Lane, La-Z-Boy Kids, Palliser, Pulaski, Sealy, Serta, Simmons, Southern Motion, Stanley, Young America, Stearns & Foster, Tempur-Pedic, Thomasville and Universal. The retailer installed a new 1,100-square-foot HGTV Home Furniture Collection Gallery last year. Has a social media presence through Facebook.									
72 (73)	The RoomStore Phoenix	\$77.0	\$74.9	2.7%	11	11	344	100%	\$223
Owned by Alan and Phillip Levitz and Dan Selznick. Promotional to midpriced room package specialist operating eight RoomStores and one clearance center in metro Phoenix in Ahwatukee, Glendale, Goodyear, Mesa, Paradise Valley, Phoenix, Scottsdale, and Superstition Springs and one RoomStore each in Prescott and Casa Grande. Units average 34,400 square feet and carry brands including Broyhill, Sealy, Lane, Cindy Crawford Home and Stearns & Foster. Average stock turns, 12.5 times. Has a social media presence through Facebook and Twitter.									

Notes: ► 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. ► In the notes, 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 their dedicated-store sales only and exclude sales from in-store galleries. ► All data for calendar 2012 and 2011 unless otherwise noted. Average unit size in notes refers to selling space. NR = Not ranked NA = Not available/not applicable

Top 100 U.S. Furniture Stores

Rank (last year)	Company, home base and notes	Estimated furniture, bedding, accessory sales in \$ millions		Percent change 2011 to 2012	Number of units		Selling space all stores sq. ft. 1000s	Furniture, bedding, accessories percent of selling space	average sales per sq. ft.
		2012	2011		2012	2011			
73 (69)	Kittle's Furniture Indianapolis Family-owned, founded in 1932. Promotional to high-end Indiana and Ohio operator of seven Kittle's stores, three Rooms Express and one outlet at year's end. Key vendors include Klaussner, Broyhill, Simmons, Serta, Sealy, Tempur-Pedic, Sleep to Live, Vaughan-Bassett, Corinthian, Legacy, HTL and Bernhardt. Sold its Ethan Allen store back to Ethan Allen corporate in early 2012. Same store sales increased 2% last year. Plans for 2013 include opening two new Rooms Express stores, including the one opened earlier in the year in Indianapolis. Converted one of its three existing Rooms Express to a Bassett Home Furnishings store in April and will convert another one to an Outlet. The retailer is also planning a complete reinvention of the Kittle's Easton store in Columbus, Ohio and a major remodel and redisplay of the Kittle's Tuttle Crossing store, also in Columbus. Has a social media presence through Facebook and Pinterest.	\$77.0	\$78.0	-1.3%	11	12	548	100%	\$141
74 (75)	Schewel Furniture Lynchburg, Va. Family-owned, midpriced, credit-oriented chain in Virginia, West Virginia and North Carolina. Sales from appliances, electronics, carpeting and other non-furniture merchandise, \$30 million. Credit income and other non-merchandise revenues, \$18 million. Units average 20,000 square feet. Average stock turns, 3 times. Average gross margin, 43%. Has a social media presence through Facebook, Twitter and a company blog.	\$75.0	\$69.0	8.7%	51	51	1,000	90%	\$100
75 (76)	Sam Levitz Furniture Tucson, Ariz. Family-owned, founded in 1953. Promotional to high-end retailer in metro Tucson, operating three Sam Levitz Furniture stores, one Ashley Furniture HomeStore and one Sam's Furniture Outlet. Stores average 55,000 square feet. Key vendors are Ashley, Bernhardt, Broyhill, Coaster, Hooker, Lane, Offshore Furniture, Robert Michaels, Sealy, Simmons Upholstery and Tempur-Pedic. Average stock turns, 6 times. Average gross margin, 41.3%. Will finish remodeling its East Tucson store on North Pantano Road this year. Has a social media presence through Facebook and Twitter. Offers free WiFi for its customers.	\$70.2	\$67.9	3.3%	5	5	275	100%	\$255
76 (80)	American Mattress Elmhurst, 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 Ft. Wayne markets. Carries the entire line of Serta, iComfort and Tempur-Pedic mattresses, as well as Ashley Furniture and a full-line of accessories. Opened eight stores in 2012, including four in the new market of Ft. Wayne, Ind. Plans to expand to over 100 stores in 2013. Has a social media presence through Facebook, Google+, Twitter, Yelp and Pinterest, as well as a mattress buying mobile application.	\$70.0	\$63.0	11.1%	90	82	NA	100%	NA
77 (77)	Louis Shanks of Texas Austin, Texas Family-owned, founded in 1945. Midpriced to high-end retailer operating one store each in Austin, Houston and San Antonio. Includes off-site estate sales handled by Louis Shanks and sales from its temporary, off-site outlet stores. Showrooms offer consumers a wide selection of home furnishings from more than 40 suppliers, including window coverings, linens and flooring; revenues not included. Also offers high-quality decorative oil paintings and custom artwork which it displays within the furniture vignettes. Closed its smallest Houston store early in 2012. Same-store sales for its other three stores increased 17%. Has a social media presence through Facebook and a company blog.	\$68.6	\$67.3	1.9%	3	4	NA	NA	NA
78 (79)	Hudson's Sanford, Fla. Privately owned, midpriced to upscale Florida retailer in business since 1981 serving much of Central Florida from Sarasota to Ormond Beach. Operates 14 Hudson's Furniture showrooms and three outlet centers. Also operates Hudson's Vacation Interiors as a division of the Hudson's store in Altamonte Springs. Showrooms carry a number of brands, including Broyhill, Lane, Lexington, Simmons, Tommy Bahama and Paula Deen. In 2012, closed the four Chloe's stores the company operated in North Carolina and opened Hudson's Furniture showrooms in New Smyrna Beach and Ocala, Fla. Also opened two more outlet centers in Ormond Beach and Altamonte Springs. Has a social media presence through Facebook, Twitter, Pinterest, YouTube and a company blog.	\$65.0	\$65.0	0.0%	17	17	NA	100%	NA
79 (81)	C.S. Wo & Sons Honolulu Family-owned, founded in 1909. Promotional to high-end retailer operating C.S. Wo Gallery stores, SlumberWorlds, HomeWorlds and Ashley Furniture HomeStores on three Hawaiian Islands and California. On Oahu, operates one high-end C.S. Wo Gallery store, two HomeWorld superstores, two Ashley Furniture HomeStores and four Slumber-World 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, five; Ekornes, five. Other key vendors include Drexel Heritage, Jonathan Louis, Kinwai, Natuzzi, Simmons, Stanley and Tempur-Pedic. Has a social media presence through Facebook and Twitter.	\$64.0	\$63.0	1.6%	16	16	275	100%	\$233
80 (82)	FFO Home Muldrow, Okla. Privately owned, promotional to midpriced chain with showrooms in five states. Retail operations include 12 units each in Arkansas and Missouri, four in Oklahoma, two in Kansas and one in Mississippi. Founded in 1984, FFO's purchasing focuses heavily on first-quality deal procurement via factory over-runs, closeouts and dealer cancellations. FFO has its' own bed manufacturing operation, acquired in 2010. In 2012, FFO completed company-wide rebranding initiative, transitioning from Furniture Factory Outlet to FFO Home with greater focus on increased selection and overall product quality. 2011 revenues revised.	\$63.1	\$59.3	6.4%	31	31	NA	100%	NA
81 (87)	Kimbrell's Charlotte, N.C. Fiscal year ends July 31. Family-owned, founded in 1915. Promotional, credit-oriented chain operating 48 stores in the Carolinas and one store in Georgia. Credit income, \$8.8 million. In 2012, relocated a showroom in Lumberton, N.C., and closed a showroom in Taylor, S.C. Has a social media presence through Facebook, Pinterest and YouTube.	\$62.0	\$52.2	18.8%	49	50	NA	NA	NA

Notes: ► 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. ► In the notes, 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 their dedicated-store sales only and exclude sales from in-store galleries. ► All data for calendar 2012 and 2011 unless otherwise noted. Average unit size in notes refers to selling space. NR = Not ranked NA = Not available/not applicable

Top 100 U.S. Furniture Stores

Rank (last year)	Company, home base and notes	Estimated furniture, bedding, accessory sales in \$ millions		Percent change 2011 to 2012	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.
		2012	2011		2012	2011			
82 (NR)	Phillips Home Furnishings St. Louis	\$61.7	\$51.3	20.5%	8	7	290	100%	\$222
		\$62.0 total revenues							
Family-owned business founded in 1937 with stores in metro St. Louis and Columbia, Mo. Operations include one Phillips Furniture in the St. Louis area in Kirkwood, and seven Ashley Furniture HomeStores, six in metro St. Louis and one in Columbia, Mo. Revenues other than merchandise sales, \$.3 million. Units average 38,000 square feet. Key vendors include Ashley, HTL, Jonathan Louis, Magnussen and Simmons. Average stock turns, 6 times. Same-store sales increased 8% last year. In November 2012, opened its sixth St. Louis-area Ashley HomeStore, in Florissant. Plans for 2013 include relocating one Ashley store and expanding Phillips Furniture into new markets. Has a social media presence through Facebook, Twitter and Pinterest.									
83 (NR)	Bob Mills Furniture Oklahoma City	\$60.0	NA	NA	5	4	NA	100%	NA
Family-owned, established in 1971. Midpriced retailer operating stores in Oklahoma City, Amarillo, Lubbock, Odessa and Temple, Texas. In June 2012, opened the showroom in Temple, in a former Lacks building. Plans to end 2013 with seven stores, including one planned for Waco, Texas. The retailer is opening a store and warehouse there, in a former RoomStore location. Has a social media presence through Facebook, Twitter, Pinterest, YouTube and Google+.									
84 (85)	EBCO Phoenix	\$59.2	\$52.8	12.1%	10	10	160	100%	\$370
Privately owned La-Z-Boy licensee group operating in Arizona. Founded in 1982, the group has six La-Z-Boy Furniture Galleries in Phoenix and the surrounding areas of Mesa, Chandler, Glendale, Scottsdale and Goodyear; two in Tucson; one in Flagstaff; and a La-Z-Boy Bedrooms and Dining store in Glendale. Also accepts orders over the Internet. Units average 16,000 square feet. Average stock turns, 8 times. Average gross margin, 53%. Has a social media presence through Facebook, Pinterest, Twitter and YouTube.									
85 (84)	Weekends Only Furniture Outlet St. Louis	\$57.9	\$56.3	2.9%	5	5	220	100%	\$280
\$58.0 total revenues									
Family-owned, in business since 1996. Promotional to midpriced retailer operating five stores in the St. Louis market area in Fairview Heights, Ill.; and St. Peters, St. Louis, Bridgeton and Manchester, Mo. Stores are only open Fridays, Saturdays and Sundays and carry first quality brand name furniture as well as closeouts, overstocks and one-of-a-kinds. Revenues other than sales, about \$86,000. Units average 44,200 square feet. Key vendors include Affordable, Ashley, Crownmark, Restonic, Simmons and Southerland. Average stock turns, 6.5 times. Has a social media presence through Facebook, Twitter, Pinterest, Google+, Instagram and YouTube.									
86 (83)	Home Furniture Lafayette, La.	\$57.8	\$59.0	-2.1%	8	8	240	100%	\$241
Family-owned, founded in 1945. Midpriced retailer with six stores in Louisiana and two in Texas. In Louisiana, operates two each in Lafayette and Baton Rouge and one each in Lake Charles and New Iberia. In Texas, operates one each in Beaumont and Port Arthur. Also accepts orders over the Internet with approximately 1% of total sales from online. Units average 30,000 square feet. Has a social media presence through Facebook, Twitter, Pinterest and YouTube. Offers free WiFi for customers.									
87 (91)	Mealey's Furniture Warminster, Pa.	\$57.0	\$49.9	14.1%	7	6	275	100%	\$207
Founded in 1970. Offers midpriced home furnishings in six full-serve Philadelphia area stores in Devon, Bensalem, Fairless Hills, Warminster and Whitehall, Pa., and Moorestown, N.J., and in an outlet center in Morrisville, Pa. Stores offer a Mealey's Cafe with free snacks, drinks and a play area for kids. Units average 54,000 square feet. In August 2012, opened a new store in the Allentown, Pa., area in Whitehall. Has a social media presence through Facebook, Twitter, Pinterest, YouTube, Flickr and a company blog.									
88 (74)	JCPenney Home Store Plano, Texas	\$55.0	\$72.0	-23.6%	32	31	NA	NA	NA
Fiscal years ended Feb. 2 and Jan. 28. Part of publicly held J. C. Penney, which was founded by James Cash Penney in 1902. Operates 29 Home Stores and three furniture outlet stores offering furniture and bedding along with home decor, housewares, bed and bath textiles, and window treatments. 2011 store count revised. The retailer's first year into its multi-year transformation strategy was a difficult year for the retailer with the home division's comparable store sales experiencing the largest decline of all merchandise divisions. This spring, JCP began transforming the home departments with the launch of new products and branded shops from Michael Graves Design, Happy Chic by Jonathan Adler and Design by Conran, among others. Sales estimates exclude figures from the furniture departments of JCPenney's main department stores. Has a social media presence through Facebook, Twitter and YouTube.									
89 (86)	Walker Furniture Las Vegas	\$52.5	\$52.2	0.6%	24	25	270	100%	\$194
\$54.6 total revenues									
Fiscal years ended 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 north-west Las Vegas Valley, including the main showroom Walker Furniture and Rooms by Walker. Also operates Clearance at Cheyenne at its warehouse location a few miles from the main campus. Operates 13 Serta-exclusive Best Mattress satellite bedding specialty shops and eight Sealy-exclusive Mattress Discounters bedding shops throughout Nevada. Plans to end 2013 with 26 units. Revenues other than sales, \$2.2 million. Average stock turns, 3.6 times. Average gross margin, 46.3%. Has a social media presence through Facebook, Twitter, YouTube and a company blog.									
90 (89)	Conlin's Furniture Billings, Mont.	\$50.0	\$50.0	0.0%	18	18	NA	100%	NA
Family-owned, midpriced chain serving the Great Plain states of Montana, North Dakota, South Dakota, Wyoming and Minnesota. Founded in 1937. Operates Conlin's Furniture stores in Billings, Bozeman, Butte, Great Falls, Kalispell, Miles City, and Missoula, Mont.; Aberdeen, S.D.; Bismarck, Fargo, Grand Forks, Jamestown, Minot and Williston, N.D.; Gillette, Wyo.; and Alexandria, Minn. Operates Al's Furniture stores in Kallispell and Missoula, Mont. Stores offer a broad selection of furniture from manufacturers such as AAmerica, Broyhill, La-Z-Boy, Lane, Palliser, Sealy, Simmons, Stearns & Foster and Tempur-Pedic.									
91 (NR)	Dearden's Los Angeles	\$50.0	NA	NA	9	9	NA	NA	NA
\$75.0 total revenues									
Family-owned, serving the Southern California market since 1909. Operates promotional to lower-middle priced stores in Los Angeles, Anaheim, Chino, Commerce, El Monte, Huntington Park, Pico Rivera, Santa Ana and Van Nuys. Sells electronics, appliances, housewares, jewelry and fragrances, and offers its customers income tax and travel services and home delivery to Mexico, El Salvador and Guatemala. Major vendors include Ashley, Fairmont, Diamond Mattress and Sandberg. Has a social media presence through Facebook and Twitter.									

Notes: ► 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. ► In the notes, 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 their dedicated-store sales only and exclude sales from in-store galleries. ► All data for calendar 2012 and 2011 unless otherwise noted. Average unit size in notes refers to selling space. NR = Not ranked NA = Not available/not applicable

Top 100 U.S. Furniture Stores

Rank (last year)	Company, home base and notes	Estimated furniture, bedding, accessory sales in \$ millions		Percent change 2011 to 2012	Number of units		Selling space all stores sq. ft. 1000s	Furniture, bedding, accessories percent of selling space	average sales per sq. ft.
		2012	2011		2012	2011			
92 (93)	Miskelly Furniture Jackson, Miss. Family-owned, founded in 1978. Midpriced retailer serving central Mississippi with stores in Jackson, Madison, Ridgeland and Flowood. Operates its flagship store with 110,000 square feet of selling space in Jackson, a Miskelly Furniture with 36,000 square feet in Madison, Roomstore by Miskelly with 40,000 square feet in Jackson, a Sleepstore by Miskelly with 4,000 square feet in Ridgeland, a Sleepstore by Miskelly with 5,000 square feet in Flowood and a Clearance Store by Miskelly with 13,000 square feet in Jackson. Also sells online. Key vendors include Ashley, Flexsteel, Simmons, Serta and Tempur-Pedic. Average stock turns, 7.1 times. Average gross margin, 47.6%. Same-store sales increased 3.09%. A remodel of the flagship store was completed Memorial Day 2012, with a focus on an expanded mattress area, an in-store boutique featuring unique accent furniture, and the addition of outdoor furniture as a major category. Has a social media presence through Facebook, Twitter, Pinterest, Instagram and blogs.	\$48.1	\$46.7	3.0%	6	6	208	100%	\$232
93 (90)	Easy Life Furniture La Mirada, Calif. Privately owned, promotional to midpriced southern California retailer, in business since 1996. Operates in the Los Angeles County, Orange County, San Bernardino County and Inland Empire area in Cerritos, City of Industry, Costa Mesa, Glendale, Laguna Hills, Murrieta, Northridge, Ontario, Oxnard, Palmdale, Pasadena, Riverside, Santa Clarita, Torrance, Tustin and Victorville. Stores carry a number of brand names including Broyhill, Coaster, Kathy Ireland Home, Klaussner, Simmons, Standard Furniture, Trendwood and United Furniture Industries. In 2012, closed the store in West Los Angeles and the clearance center in Bellflower. Has a social media presence through Facebook and Twitter.	\$48.0	\$50.0	-4.0%	16	18	NA	100%	NA
94 (94)	Belfort Furniture Dulles, Va. Family-owned, promotional to upper-midpriced Washington-area retailer. Founded in 1987. Operates a midpriced Belfort Galleries, a promotional Belfort Basics, a Belfort Mattress, a Belfort Kidz, and a Belfort Interiors — all on a 13.5-acre tract about 20 miles west of the White House. Also accepts orders over the Internet. In-store galleries: Kincaid, one, 2,900 square feet; Aspenhome, one, 3,500 square feet. Other key vendors include Bernhardt, Broyhill, Hooker, Huntington House, Legacy, Rowe and Universal. Has a social media presence through Facebook, Twitter and Pinterest.	\$46.7	\$46.6	0.2%	5	5	105	100%	\$445
95 (92)	Turner Furniture Holding Corp. Thomasville, Ga. Family-owned, founded in 1915. Operates 11 Ashley Furniture HomeStores in Thomasville and Columbus, Ga.; Tallahassee and Pensacola, Fla.; Mobile, Spanish Fort and Opelika, Ala.; Biloxi, Miss.; Greensboro, Winston-Salem and Burlington, N.C.; and Dwelling Interiors in Tallahassee, Fla. Units average 36,500 square feet. Key vendors include Best Chairs, Broyhill, Lane, Liberty and Sealy. Average stock turns, 9.4 times. Average gross margin, 47%. In 2012, closed the two Russell Turner's Weekend Furniture Bargain Stores, converting the one in Tallahassee, Fla., into Dwelling Interiors, offering customers an upgraded product offering. The other one, located in Thomasville, Ga., closed in July. Has a social media presence through Facebook.	\$46.0	\$47.0	-2.1%	12	13	438	100%	\$105
96 (98)	Wellsville Carpet Town Weston Mills, N.Y. Family-owned group with promotional to midpriced Ashley Furniture HomeStores and a Carpet Town Carpet One store in western New York state, Pennsylvania and Ohio. Operations include six Ashley stores and an outlet in New York in the Buffalo, Rochester, Olean and Corning markets; two in Pennsylvania in Altoona and Johnstown; and one in Ohio in the greater Cleveland market in Fairlawn. The Carpet One store is attached to the Ashley HomeStore in the Olean market in Weston Mills. Carpeting sales are not included. In November 2012, opened the Ashley Furniture HomeStore in Fairlawn with 22,958 square feet. In February 2013, opened another Ashley store in the Cleveland market, in Mentor, with 29,868 square feet. Plans to open two more HomeStores in the greater Cleveland market over the next few years.	\$44.8	\$39.1	14.6%	11	10	NA	NA	NA
97 (96)	Gardiners Furniture Baltimore Family-owned, in business since 1942. Midpriced Maryland retailer with stores in Towson, Catonsville, Westminster, Pasadena and Bel Air. Also accepts orders over the Internet. Units average 48,000 square feet. In-store galleries: Broyhill and Aspenhome, three each. Other key vendors include Ashley, Hooker, Kincaid, Lane, Legacy, Simmons and Universal. Average stock turns, 4.7 times. In 2013, will open a 25,000 square foot clearance outlet in the lower level of its Catonsville showroom. Has a social media presence through Facebook, Twitter and Pinterest.	\$44.8	\$42.7	4.9%	5	5	240	100%	\$187
98 (95)	KHF Holdings Louisville, Ky. Family-owned, in business since 2004. Operates five promotional to midpriced Ashley Furniture HomeStores in greater Louisville and Indianapolis. Units average 47,700 square feet. Average stock turns, 19.2 times. Average gross margin, 51%. Plans to open an additional Ashley store in Indiana in the fourth quarter of this year. Has a social media presence through Facebook.	\$43.7	\$43.6	0.2%	5	5	239	100%	\$183
99 (NR)	Johnny Janosik Laurel, Del. Family-owned, founded in 1953. Promotional to high-end retailer drawing customers from five mid-Atlantic states and the District of Columbia. Operates 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 featuring bedding and motion furniture across the street, in Dover, Del. In-store galleries: Bassett, Broyhill, La-Z-Boy, Lane, Southern Motion and Thomasville, two each; A.R.T., Lexington, Kincaid, Better Homes & Gardens, Stanley, Hooker, Bernhardt and Paula Deen, one each. Other key vendors include Ashley, Klaussner, Legacy, Magnussen, Sealy, Serta, Tempur-Pedic and Universal. Has a social media presence through Facebook and Twitter.	\$40.7	\$37.5	8.5%	4	4	277	100%	\$146
100 (NR)	LoveSac Stamford, Conn. Privately held, alternative upholstery manufacturer and retailer of high-end specialty furniture. In business since 1995, LoveSac opened its first store in Salt Lake City in 2001. The company now operates across 26 states selling its unique patented furniture products, the original foam-filled Sac and its modular sectional furniture system called Sactionals. Also operates one store each in New South Wales, Australia and Abu Dubai, Saudi Arabia. Units are all mall-based and average 1,000 square feet. Average stock turns, 8 times. Same-store sales increased 33%. In 2012, opened stores in Atlanta, Miami, Denver, Los Angeles, Seattle and Chicago. Plans to end 2013 with 55 stores, including ones opening in Boca Raton, Fla., Long Island, N.Y., and Chicago. Locations for the other three have not been announced. Has a social media presence through Facebook, Twitter, Pinterest, YouTube, Google+ and a company blog.	\$40.0	\$27.0	48.1%	49	43	49	100%	\$816

Notes: ► 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. ► In the notes, 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 their dedicated-store sales only and exclude sales from in-store galleries. ► All data for calendar 2012 and 2011 unless otherwise noted. Average unit size in notes refers to selling space. NR = Not ranked NA = Not available/not applicable



Check us out
@Facebook.com/acme.furn

Chantelle

COLLECTION

Great comfort and extravagant living.



**LUXURY SHOULDN'T HAVE
TO BE EXPENSIVE.**

PATENT PENDING

Designed exclusive for ACME, the CHANTELLE sofa collection is filled with romantic wonder. The French rococo tufted seat back. The versatile styling of the CHANTELLE sofa allows this group to be a center piece to any décor.



ACME

FURNITURE

18895 E. ARENTH AVENUE, CITY OF INDUSTRY, CA 91748

DIRECT LINE 626.723.1615

8 Warehouses Nationwide

LOS ANGELES

SAN FRANCISCO

NEW YORK

NEW JERSEY

DALLAS

MIAMI

ATLANTA

ARIZONA