



2018 Home Furnishings Industry Overview

The American Home Furnishings Alliance is the voice of the residential furniture industry, representing companies large and small, public and private, domestic and import. Our members manage a sophisticated global supply chain that includes factories in 31 states and multiple foreign countries, providing more than \$10 billion in wholesale shipments of home furnishings every year for U.S. households. AHFA membership includes more than 200 manufacturers and importers of indoor and outdoor home furnishings and home accents, all part of a thriving industry, detailed below.

CONSUMER SPENDING

Annual retail purchases in billions, for residential furniture and bedding

2016	2017	% Change
\$104.8	\$108.25*	1%

Source: U.S. Department of Commerce. 2017 estimate from Wallace W. Epperson of Mann, Armistead & Epperson, Richmond, VA

WHOLESALE SHIPMENTS

Wholesale shipments of residential furnishings in billions.

	2016	2017
Wood Furniture	\$16.5	\$17.1
Upholstered Furniture	\$16.3	\$17.1
Metal Furniture	\$10.4	\$11.0
TOTAL	\$43.2	\$45.2

Source: Wallace W. Epperson of Mann, Armistead & Epperson, Richmond, VA

IMPORTS

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

	2016
Wood Furniture	85%
Upholstered Furniture	45.7%
Metal Furniture	94%

Source: International Trade Administration

U.S. FURNITURE FACTORY EMPLOYMENT

Production workers, furniture and related products

2015	2016	2017
281,100	289,700	290,100

Wood household furniture, ALL employees

2015	2016	2017
33,600	33,700	32,600

The Bureau of Labor Statistics no longer breaks out production vs. supervisory employees in wood household furniture production, so figures are for ALL employees in January of the year cited. In 2000, there were approximately 112,000 production workers alone in the wood household furniture industry. Although the number dropped dramatically every year for the next decade, it has remained relatively level since 2012.

Upholstered household furniture, production workers

2015	2016	2017
50,700	54,200	51,700

In 2000, there were approximately 87,700 production workers in the upholstered household furniture industry. Since reaching a low of 42,600 workers in 2010, the number of upholstery workers in the U.S. was rising slowly, until 2017.

Source: U.S. Department of Labor, Bureau of Labor Statistics, National Current Employment Statistics Survey