

Global Sofas and Armchairs Market Size study & Forecast, by Product (Standard Sofas and Armchairs, Sectional Sofas, Reclining Sofas and Armchairs, Sleeper Sofas, Loveseats), by Material (Leather Sofas and Armchairs, Fabric Sofas and Armchairs, Synthetic Sofas and Armchairs), by Distribution Channel (Online Retail, Offline Retail, Direct Sales) and Regional Analysis, 2023-2030

https://marketpublishers.com/r/GA2DA9A5EC6EEN.html

Date: October 2023 Pages: 200 Price: US\$ 4,950.00 (Single User License) ID: GA2DA9A5EC6EEN

Abstracts

Global Sofas and Armchairs Market is valued at approximately USD XX billion in 2022 and is anticipated to grow with a healthy growth rate of more than XX% over the forecast period 2023-2030. Sofas and armchairs are types of furniture commonly found in living rooms, lounges, and other seating areas in homes, offices, and public spaces. They are designed to provide comfortable seating for individuals or groups of people. The Sofas and Armchairs market is fueled by several driving factors that shape consumer demand and contribute to market growth. Evolving consumer lifestyles and preferences have emphasized the importance of comfort, style, and personalization, leading to increased demand for sofas and armchairs that meet these criteria. The growth of the real estate and housing construction sectors has further propelled the market, as new homes and apartments require furnishing with seating options. Urbanization and rising disposable income levels have also played a significant role, with urban dwellers seeking compact and space-saving furniture while having the means to invest in higher-quality and aesthetically appealing pieces. Interior design and home decor trends have sparked consumer interest in sofas and armchairs that align with their preferred design styles and color schemes.



Government across the world are taking initiatives to launch smart cities projects across thw world, which is driving the growth for the market. For instance, as per the International Trade Administration, in 2021, the government of Germany funded USD 400.23 million in the smart city project and launched a project the 2020 Smart City Model Projects Program, in which 32 projects were selected which includes intermunicipal consortiums, cities and counties. Along with this, the boost of COVID-19, Germany is adding USD 571.75 million for the smart city development. According to Indian Brand equity foundation organization and for the "Smart City mission" In 2020, the government of India has allotted the investment of US \$28.31 billion of which 5,331 projects worth US \$24.31 billion have been tendered in 2020. For 4,540 projects worth US\$19.33 work orders have been made and 2,122 projects worth US\$4.83 billion work have been completed. Thus rising development of smart city projects is catering the market growth Additionally, as per the IDC, smart city spending by the government of Canada is expected to reach USD 3 billion in 2022. The growing trend of smart homes in Canada is also increasing the demand for the Sofas and Armchairs Market over the forecasted period. However, the high cost of Sofas and Armchairs stifles market growth throughout the forecast period of 2023-2030.

The key regions considered for the Global Sofas and Armchairs Market study includes Asia Pacific, North America, Europe, Latin America, and Middle East & Africa. North America is a dominating market for Sofas and Armchairs, driven by the high demand for furniture in residential and commercial sectors. The United States and Canada are the key contributors to the market in this region, with a strong presence of established furniture manufacturers and a growing e-commerce sector. Factors such as rising disposable income, housing construction activities, and changing consumer preferences for stylish and comfortable furniture influence market growth. In 2022, the Asia Pacific region is fastest growing in the Sofas and Armchairs market, primarily fueled by countries such as China, Japan, India, and South Korea. Rapid urbanization, increasing disposable incomes, and a booming real estate sector have contributed to the market growth in this region. The market is characterized by a growing middle class, changing lifestyles, and a preference for modern and stylish furniture options.

Major market player included in this report are:

Ashley Furniture Industries, LLC

La-Z-Boy Incorporated

Inter IKEA Systems B.V



Steelcase Inc.

Man Wah Holdings Limited

Natuzzi S.p.A.

Rooms To Go Incorporated

Haworth Inc.

Heritage Home Group LLC

American Leather Holdings, LLC

Recent Developments in the Market:

In October 2020, Herman Miller introduced an expansion to its gaming series by unveiling the Special Gaming Edition Sayl Chair. This particular chair is specifically designed to prioritize performance and comfort, catering to the needs of gamers.

Global Sofas and Armchairs Market Report Scope:

Historical Data - 2020 - 2021

Base Year for Estimation – 2022

Forecast period - 2023-2030

Report Coverage - Revenue forecast, Company Ranking, Competitive Landscape, Growth factors, and Trends

Segments Covered - Product, Material, Distribution Channel, Region

Regional Scope - North America; Europe; Asia Pacific; Latin America; Middle East & Africa



Customization Scope - Free report customization (equivalent up to 8 analyst's working hours) with purchase. Addition or alteration to country, regional & segment scope*

The objective of the study is to define market sizes of different segments & countries in recent years and to forecast the values to the coming years. The report is designed to incorporate both qualitative and quantitative aspects of the industry within countries involved in the study.

The report also caters detailed information about the crucial aspects such as driving factors & challenges which will define the future growth of the market. Additionally, it also incorporates potential opportunities in micro markets for stakeholders to invest along with the detailed analysis of competitive landscape and product offerings of key players. The detailed segments and sub-segment of the market are explained below:

By Product:

Standard Sofas and Armchairs

Sectional Sofas

Reclining Sofas and Armchairs

Sleeper Sofas

Loveseats

By Material:

Leather Sofas and Armchairs

Fabric Sofas and Armchairs

Synthetic Sofas and Armchairs

By Distribution Channel:

Online Retail

Global Sofas and Armchairs Market Size study & Forecast, by Product (Standard Sofas and Armchairs, Sectional S...



Offline Retail

Direct Sales

By Region:

North America

U.S.

Canada

Europe

UK

Germany

France

Spain

Italy

ROE

Asia Pacific

China

India

Japan

Australia

South Korea



RoAPAC

Latin America

Brazil

Mexico

Middle East & Africa

Saudi Arabia

South Africa

Rest of Middle East & Africa



Contents

CHAPTER 1. EXECUTIVE SUMMARY

- 1.1. Market Snapshot
- 1.2. Global & Segmental Market Estimates & Forecasts, 2020-2030 (USD Billion)
- 1.2.1. Sofas and Armchairs Market, by Region, 2020-2030 (USD Billion)
- 1.2.2. Sofas and Armchairs Market, by Product, 2020-2030 (USD Billion)
- 1.2.3. Sofas and Armchairs Market, by Material, 2020-2030 (USD Billion)
- 1.2.4. Sofas and Armchairs Market, by Distribution Channel, 2020-2030 (USD Billion)
- 1.3. Key Trends
- 1.4. Estimation Methodology
- 1.5. Research Assumption

CHAPTER 2. GLOBAL SOFAS AND ARMCHAIRS MARKET DEFINITION AND SCOPE

- 2.1. Objective of the Study
- 2.2. Market Definition & Scope
 - 2.2.1. Industry Evolution
 - 2.2.2. Scope of the Study
- 2.3. Years Considered for the Study
- 2.4. Currency Conversion Rates

CHAPTER 3. GLOBAL SOFAS AND ARMCHAIRS MARKET DYNAMICS

- 3.1. Sofas and Armchairs Market Impact Analysis (2020-2030)
 - 3.1.1. Market Drivers
 - 3.1.1.1. Increasing urbanization
 - 3.1.1.2. Growing disposable income
 - 3.1.1.3. Rising smart city projects
 - 3.1.2. Market Challenges
 - 3.1.2.1. High Cost of Sofas and Armchairs
 - 3.1.3. Market Opportunities
 - 3.1.3.1. Growing initiatives of key market players
 - 3.1.3.2. Rising demand for interior designers

CHAPTER 4. GLOBAL SOFAS AND ARMCHAIRS MARKET INDUSTRY ANALYSIS

Global Sofas and Armchairs Market Size study & Forecast, by Product (Standard Sofas and Armchairs, Sectional S..





- 4.1. Porter's 5 Force Model
- 4.1.1. Bargaining Power of Suppliers
- 4.1.2. Bargaining Power of Buyers
- 4.1.3. Threat of New Entrants
- 4.1.4. Threat of Substitutes
- 4.1.5. Competitive Rivalry
- 4.2. Porter's 5 Force Impact Analysis
- 4.3. PEST Analysis
- 4.3.1. Political
- 4.3.2. Economical
- 4.3.3. Social
- 4.3.4. Technological
- 4.3.5. Environmental
- 4.3.6. Legal
- 4.4. Top investment opportunity
- 4.5. Top winning strategies
- 4.6. COVID-19 Impact Analysis
- 4.7. Disruptive Trends
- 4.8. Industry Expert Perspective
- 4.9. Analyst Recommendation & Conclusion

CHAPTER 5. GLOBAL SOFAS AND ARMCHAIRS MARKET, BY PRODUCT

- 5.1. Market Snapshot
- 5.2. Global Sofas and Armchairs Market by Product, Performance Potential Analysis
- 5.3. Global Sofas and Armchairs Market Estimates & Forecasts by Product 2020-2030 (USD Billion)
- 5.4. Sofas and Armchairs Market, Sub Segment Analysis
- 5.4.1. Standard Sofas and Armchairs
- 5.4.2. Sectional Sofas
- 5.4.3. Reclining Sofas and Armchairs
- 5.4.4. Sleeper Sofas
- 5.4.5. Loveseats

CHAPTER 6. GLOBAL SOFAS AND ARMCHAIRS MARKET, BY MATERIAL

- 6.1. Market Snapshot
- 6.2. Global Sofas and Armchairs Market by Material, Performance Potential Analysis
- 6.3. Global Sofas and Armchairs Market Estimates & Forecasts by Material 2020-2030



(USD Billion)

- 6.4. Sofas and Armchairs Market, Sub Segment Analysis
- 6.4.1. Leather Sofas and Armchairs
- 6.4.2. Fabric Sofas and Armchairs
- 6.4.3. Synthetic Sofas and Armchairs

CHAPTER 7. GLOBAL SOFAS AND ARMCHAIRS MARKET, BY DISTRIBUTION CHANNEL

- 7.1. Market Snapshot
- 7.2. Global Sofas and Armchairs Market by Distribution Channel, Performance -

Potential Analysis

7.3. Global Sofas and Armchairs Market Estimates & Forecasts by Distribution Channel 2020-2030 (USD Billion)

- 7.4. Sofas and Armchairs Market, Sub Segment Analysis
 - 7.4.1. Online Retail
 - 7.4.2. Offline Retail
 - 7.4.3. Direct Sales

CHAPTER 8. GLOBAL SOFAS AND ARMCHAIRS MARKET, REGIONAL ANALYSIS

- 8.1. Top Leading Countries
- 8.2. Top Emerging Countries
- 8.3. Sofas and Armchairs Market, Regional Market Snapshot
- 8.4. North America Sofas and Armchairs Market
- 8.4.1. U.S. Sofas and Armchairs Market
 - 8.4.1.1. Product breakdown estimates & forecasts, 2020-2030
 - 8.4.1.2. Material breakdown estimates & forecasts, 2020-2030
 - 8.4.1.3. Distribution Channel breakdown estimates & forecasts, 2020-2030
- 8.4.2. Canada Sofas and Armchairs Market
- 8.5. Europe Sofas and Armchairs Market Snapshot
- 8.5.1. U.K. Sofas and Armchairs Market
- 8.5.2. Germany Sofas and Armchairs Market
- 8.5.3. France Sofas and Armchairs Market
- 8.5.4. Spain Sofas and Armchairs Market
- 8.5.5. Italy Sofas and Armchairs Market
- 8.5.6. Rest of Europe Sofas and Armchairs Market
- 8.6. Asia-Pacific Sofas and Armchairs Market Snapshot
- 8.6.1. China Sofas and Armchairs Market



- 8.6.2. India Sofas and Armchairs Market
- 8.6.3. Japan Sofas and Armchairs Market
- 8.6.4. Australia Sofas and Armchairs Market
- 8.6.5. South Korea Sofas and Armchairs Market
- 8.6.6. Rest of Asia Pacific Sofas and Armchairs Market
- 8.7. Latin America Sofas and Armchairs Market Snapshot
- 8.7.1. Brazil Sofas and Armchairs Market
- 8.7.2. Mexico Sofas and Armchairs Market
- 8.8. Middle East & Africa Sofas and Armchairs Market
 - 8.8.1. Saudi Arabia Sofas and Armchairs Market
 - 8.8.2. South Africa Sofas and Armchairs Market
 - 8.8.3. Rest of Middle East & Africa Sofas and Armchairs Market

CHAPTER 9. COMPETITIVE INTELLIGENCE

- 9.1. Key Company SWOT Analysis
- 9.1.1. Company
- 9.1.2. Company
- 9.1.3. Company
- 9.2. Top Market Strategies
- 9.3. Company Profiles
 - 9.3.1. Ashley Furniture Industries, LLC
 - 9.3.1.1. Key Information
 - 9.3.1.2. Overview
 - 9.3.1.3. Financial (Subject to Data Availability)
 - 9.3.1.4. Product Summary
 - 9.3.1.5. Recent Developments
 - 9.3.2. La-Z-Boy Incorporated
 - 9.3.3. Inter IKEA Systems B.V
 - 9.3.4. Steelcase Inc.
 - 9.3.5. Man Wah Holdings Limited
 - 9.3.6. Natuzzi S.p.A.
 - 9.3.7. Rooms To Go Incorporated
 - 9.3.8. Haworth Inc.
 - 9.3.9. Heritage Home Group LLC
 - 9.3.10. American Leather Holdings, LLC

CHAPTER 10. RESEARCH PROCESS



10.1. Research Process

- 10.1.1. Data Mining
- 10.1.2. Analysis
- 10.1.3. Market Estimation
- 10.1.4. Validation
- 10.1.5. Publishing
- 10.2. Research Attributes
- 10.3. Research Assumption

List of Tables

- TABLE 1. Global Sofas and Armchairs Market, report scope
- TABLE 2. Global Sofas and Armchairs Market estimates & forecasts by Region 2020-2030 (USD Billion)

TABLE 3. Global Sofas and Armchairs Market estimates & forecasts by Product2020-2030 (USD Billion)

TABLE 4. Global Sofas and Armchairs Market estimates & forecasts by Material 2020-2030 (USD Billion)

TABLE 5. Global Sofas and Armchairs Market estimates & forecasts by Distribution Channel 2020-2030 (USD Billion)

TABLE 6. Global Sofas and Armchairs Market by segment, estimates & forecasts, 2020-2030 (USD Billion)

TABLE 7. Global Sofas and Armchairs Market by region, estimates & forecasts, 2020-2030 (USD Billion)

TABLE 8. Global Sofas and Armchairs Market by segment, estimates & forecasts, 2020-2030 (USD Billion)

TABLE 9. Global Sofas and Armchairs Market by region, estimates & forecasts,

2020-2030 (USD Billion)

TABLE 10. Global Sofas and Armchairs Market by segment, estimates & forecasts, 2020-2030 (USD Billion)

TABLE 11. Global Sofas and Armchairs Market by region, estimates & forecasts, 2020-2030 (USD Billion)

TABLE 12. Global Sofas and Armchairs Market by segment, estimates & forecasts, 2020-2030 (USD Billion)

TABLE 13. Global Sofas and Armchairs Market by region, estimates & forecasts, 2020-2030 (USD Billion)

TABLE 14. Global Sofas and Armchairs Market by segment, estimates & forecasts, 2020-2030 (USD Billion)

TABLE 15. Global Sofas and Armchairs Market by region, estimates & forecasts,2020-2030 (USD Billion)

TABLE 16. U.S. Sofas and Armchairs Market estimates & forecasts, 2020-2030 (USD



Billion)

TABLE 17. U.S. Sofas and Armchairs Market estimates & forecasts by segment 2020-2030 (USD Billion)

TABLE 18. U.S. Sofas and Armchairs Market estimates & forecasts by segment 2020-2030 (USD Billion)

TABLE 19. Canada Sofas and Armchairs Market estimates & forecasts, 2020-2030 (USD Billion)

TABLE 20. Canada Sofas and Armchairs Market estimates & forecasts by segment 2020-2030 (USD Billion)

TABLE 21. Canada Sofas and Armchairs Market estimates & forecasts by segment 2020-2030 (USD Billion)

TABLE 22. UK Sofas and Armchairs Market estimates & forecasts, 2020-2030 (USD Billion)

TABLE 23. UK Sofas and Armchairs Market estimates & forecasts by segment2020-2030 (USD Billion)

TABLE 24. UK Sofas and Armchairs Market estimates & forecasts by segment 2020-2030 (USD Billion)

TABLE 25. Germany Sofas and Armchairs Market estimates & forecasts, 2020-2030 (USD Billion)

TABLE 26. Germany Sofas and Armchairs Market estimates & forecasts by segment 2020-2030 (USD Billion)

TABLE 27. Germany Sofas and Armchairs Market estimates & forecasts by segment 2020-2030 (USD Billion)

TABLE 28. France Sofas and Armchairs Market estimates & forecasts, 2020-2030 (USD Billion)

TABLE 29. France Sofas and Armchairs Market estimates & forecasts by segment 2020-2030 (USD Billion)

TABLE 30. France Sofas and Armchairs Market estimates & forecasts by segment 2020-2030 (USD Billion)

TABLE 31. Italy Sofas and Armchairs Market estimates & forecasts, 2020-2030 (USD Billion)

TABLE 32. Italy Sofas and Armchairs Market estimates & forecasts by segment 2020-2030 (USD Billion)

TABLE 33. Italy Sofas and Armchairs Market estimates & forecasts by segment 2020-2030 (USD Billion)

TABLE 34. Spain Sofas and Armchairs Market estimates & forecasts, 2020-2030 (USD Billion)

TABLE 35. Spain Sofas and Armchairs Market estimates & forecasts by segment 2020-2030 (USD Billion)



TABLE 36. Spain Sofas and Armchairs Market estimates & forecasts by segment2020-2030 (USD Billion)

TABLE 37. RoE Sofas and Armchairs Market estimates & forecasts, 2020-2030 (USD Billion)

TABLE 38. RoE Sofas and Armchairs Market estimates & forecasts by segment 2020-2030 (USD Billion)

TABLE 39. RoE Sofas and Armchairs Market estimates & forecasts by segment 2020-2030 (USD Billion)

TABLE 40. China Sofas and Armchairs Market estimates & forecasts, 2020-2030 (USD Billion)

TABLE 41. China Sofas and Armchairs Market estimates & forecasts by segment 2020-2030 (USD Billion)

TABLE 42. China Sofas and Armchairs Market estimates & forecasts by segment 2020-2030 (USD Billion)

TABLE 43. India Sofas and Armchairs Market estimates & forecasts, 2020-2030 (USD Billion)

TABLE 44. India Sofas and Armchairs Market estimates & forecasts by segment 2020-2030 (USD Billion)

TABLE 45. India Sofas and Armchairs Market estimates & forecasts by segment 2020-2030 (USD Billion)

TABLE 46. Japan Sofas and Armchairs Market estimates & forecasts, 2020-2030 (USD Billion)

TABLE 47. Japan Sofas and Armchairs Market estimates & forecasts by segment 2020-2030 (USD Billion)

TABLE 48. Japan Sofas and Armchairs Market estimates & forecasts by segment 2020-2030 (USD Billion)

TABLE 49. South Korea Sofas and Armchairs Market estimates & forecasts, 2020-2030 (USD Billion)

TABLE 50. South Korea Sofas and Armchairs Market estimates & forecasts by segment 2020-2030 (USD Billion)

TABLE 51. South Korea Sofas and Armchairs Market estimates & forecasts by segment2020-2030 (USD Billion)

TABLE 52. Australia Sofas and Armchairs Market estimates & forecasts, 2020-2030 (USD Billion)

TABLE 53. Australia Sofas and Armchairs Market estimates & forecasts by segment 2020-2030 (USD Billion)

TABLE 54. Australia Sofas and Armchairs Market estimates & forecasts by segment 2020-2030 (USD Billion)

 TABLE 55. RoAPAC Sofas and Armchairs Market estimates & forecasts, 2020-2030



(USD Billion)

TABLE 56. RoAPAC Sofas and Armchairs Market estimates & forecasts by segment 2020-2030 (USD Billion)

TABLE 57. RoAPAC Sofas and Armchairs Market estimates & forecasts by segment 2020-2030 (USD Billion)

TABLE 58. Brazil Sofas and Armchairs Market estimates & forecasts, 2020-2030 (USD Billion)

TABLE 59. Brazil Sofas and Armchairs Market estimates & forecasts by segment 2020-2030 (USD Billion)

TABLE 60. Brazil Sofas and Armchairs Market estimates & forecasts by segment 2020-2030 (USD Billion)

TABLE 61. Mexico Sofas and Armchairs Market estimates & forecasts, 2020-2030 (USD Billion)

TABLE 62. Mexico Sofas and Armchairs Market estimates & forecasts by segment 2020-2030 (USD Billion)

TABLE 63. Mexico Sofas and Armchairs Market estimates & forecasts by segment 2020-2030 (USD Billion)

TABLE 64. RoLA Sofas and Armchairs Market estimates & forecasts, 2020-2030 (USD Billion)

TABLE 65. RoLA Sofas and Armchairs Market estimates & forecasts by segment 2020-2030 (USD Billion)

TABLE 66. RoLA Sofas and Armchairs Market estimates & forecasts by segment 2020-2030 (USD Billion)

TABLE 67. Saudi Arabia Sofas and Armchairs Market estimates & forecasts, 2020-2030 (USD Billion)

TABLE 68. South Africa Sofas and Armchairs Market estimates & forecasts by segment 2020-2030 (USD Billion)

TABLE 69. RoMEA Sofas and Armchairs Market estimates & forecasts by segment2020-2030 (USD Billion)

TABLE 70. List of secondary sources, used in the study of global Sofas and Armchairs Market

TABLE 71. List of primary sources, used in the study of global Sofas and Armchairs Market

TABLE 72. Years considered for the study

TABLE 73. Exchange rates considered

List of tables and figures and dummy in nature, final lists may vary in the final deliverable

List of figures

FIG 1. Global Sofas and Armchairs Market, research methodology



FIG 2. Global Sofas and Armchairs Market, Market estimation techniques FIG 3. Global Market size estimates & forecast methods FIG 4. Global Sofas and Armchairs Market, key trends 2022 FIG 5. Global Sofas and Armchairs Market, growth prospects 2023-2030 FIG 6. Global Sofas and Armchairs Market, porters 5 force model FIG 7. Global Sofas and Armchairs Market, pest analysis FIG 8. Global Sofas and Armchairs Market, value chain analysis FIG 9. Global Sofas and Armchairs Market by segment, 2020 & 2030 (USD Billion) FIG 10. Global Sofas and Armchairs Market by segment, 2020 & 2030 (USD Billion) FIG 11. Global Sofas and Armchairs Market by segment, 2020 & 2030 (USD Billion) FIG 12. Global Sofas and Armchairs Market by segment, 2020 & 2030 (USD Billion) FIG 13. Global Sofas and Armchairs Market by segment, 2020 & 2030 (USD Billion) FIG 14. Global Sofas and Armchairs Market, regional snapshot 2020 & 2030 FIG 15. North America Sofas and Armchairs Market 2020 & 2030 (USD Billion) FIG 16. Europe Sofas and Armchairs Market 2020 & 2030 (USD Billion) FIG 17. Asia pacific Sofas and Armchairs Market 2020 & 2030 (USD Billion) FIG 18. Latin America Sofas and Armchairs Market 2020 & 2030 (USD Billion) FIG 19. Middle East & Africa Sofas and Armchairs Market 2020 & 2030 (USD Billion) List of tables and figures and dummy in nature, final lists may vary in the final deliverable



I would like to order

Product name: Global Sofas and Armchairs Market Size study & Forecast, by Product (Standard Sofas and Armchairs, Sectional Sofas, Reclining Sofas and Armchairs, Sleeper Sofas, Loveseats), by Material (Leather Sofas and Armchairs, Fabric Sofas and Armchairs, Synthetic Sofas and Armchairs), by Distribution Channel (Online Retail, Offline Retail, Direct Sales) and Regional Analysis, 2023-2030

Product link: https://marketpublishers.com/r/GA2DA9A5EC6EEN.html

Price: US\$ 4,950.00 (Single User License / Electronic Delivery) If you want to order Corporate License or Hard Copy, please, contact our Customer Service:

info@marketpublishers.com

Payment

To pay by Credit Card (Visa, MasterCard, American Express, PayPal), please, click button on product page <u>https://marketpublishers.com/r/GA2DA9A5EC6EEN.html</u>

To pay by Wire Transfer, please, fill in your contact details in the form below:

First name: Last name: Email: Company: Address: City: Zip code: Country: Tel: Fax: Your message:

**All fields are required

Custumer signature _

Please, note that by ordering from marketpublishers.com you are agreeing to our Terms & Conditions at <u>https://marketpublishers.com/docs/terms.html</u>



To place an order via fax simply print this form, fill in the information below and fax the completed form to +44 20 7900 3970