

# **United States Furniture Market By Product Type (Bedroom Furniture, Seating Furniture, Storage Furniture, Others), By Material (Metal, Wood, Plastic, Glass), By Region, Competition, Forecast & Opportunities, 2020-2030F**

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## **Abstracts**

### Market Overview

United States Furniture Market was valued at USD 171.85 Billion in 2024 and is anticipated to grow USD 242.61 Billion by 2030 with a CAGR of 5.92% during forecast period. The United States furniture market continues to thrive, driven by rising disposable incomes, growing urbanization, and increasing consumer focus on home aesthetics and comfort. E-commerce has significantly boosted market accessibility, enabling consumers to explore a wide variety of furniture styles and price points. Sustainability and eco-friendly materials are gaining popularity, with manufacturers integrating recycled and responsibly sourced materials into their product lines. Demand is particularly high in the residential sector, especially for modular and multifunctional furniture suited for compact spaces and modern living. Technological advancements, such as smart furniture with integrated charging ports and ergonomic designs, are also influencing consumer choices.

### Key Market Drivers

#### Rising Urbanization and Evolving Lifestyles

The ongoing trend of urbanization in the United States has significantly influenced the furniture market. In 2024, real disposable incomes in the United States have increased by 3% or more each month, according to the Department of Commerce. As more

people migrate to cities and metropolitan areas, the demand for modern, space-efficient, and multifunctional furniture has surged. Urban dwellers often reside in smaller apartments or condos, which creates the need for compact and modular furniture that can maximize limited space. Additionally, changing lifestyles—driven by a younger population, dual-income households, and growing work-from-home culture—have led to a preference for practical, stylish, and easy-to-maintain furniture. Millennials and Gen Z consumers, in particular, are looking for pieces that blend function with aesthetic appeal, fueling innovation in design and utility. As these urban lifestyle trends persist, they continue to reshape furniture preferences and boost sales across both online and offline retail channels.

## Key Market Challenges

### Fluctuating Raw Material Prices and Supply Chain Disruptions

One of the most pressing challenges in the U.S. furniture market is the volatility in raw material prices, particularly for wood, foam, steel, textiles, and adhesives. Global supply chain disruptions—triggered by factors such as the COVID-19 pandemic, geopolitical tensions, and port congestion—have led to inconsistent availability and rising costs of essential inputs. These fluctuations directly impact production costs and profit margins for manufacturers and retailers. In some cases, delays in sourcing materials have caused extended lead times for furniture delivery, frustrating consumers and weakening brand trust. Additionally, tariffs on imported components, especially those from China and other key suppliers, have added financial pressure, forcing companies to absorb higher costs or pass them on to consumers. The unpredictability in supply chains demands more robust inventory planning, local sourcing strategies, and resilient logistics networks to maintain business continuity and price stability.

## Key Market Trends

### Growing Popularity of Modular and Multi-Functional Furniture

A significant trend reshaping the U.S. furniture market is the rising demand for modular and multi-functional furniture, especially among urban and millennial consumers. As living spaces become more compact and expensive—particularly in urban centers—consumers are seeking furniture that offers flexibility, functionality, and space optimization. Items such as extendable dining tables, storage beds, foldable desks, and sectional sofas with interchangeable components are gaining traction for their versatility and adaptability to changing lifestyle needs. These products cater not only to small

apartments and shared living arrangements but also to home offices and hybrid workspaces, which require furniture that can transform to suit multiple purposes. Moreover, modular designs allow users to personalize and configure furniture to fit unique spaces and preferences, adding both convenience and aesthetic value. This trend has encouraged manufacturers to innovate in materials, design, and ease of assembly, often offering flat-pack solutions and tool-free assembly to align with the DIY culture.

### Key Market Players

Ashley Furniture Industries

La Z Boy

Bassett Furniture Industries

Steelcase Inc.

Haworth Inc.

MillerKnoll company

HNI Corporation

Sauder Woodworking Co.

Flexsteel Industries

L. & J.G. Stickley

### Report Scope:

In this report, the United States Furniture Market has been segmented into the following categories, in addition to the industry trends which have also been detailed below:

United States Furniture Market, By Product Type:

Bedroom Furniture

Seating Furniture

Storage Furniture

Others

United States Furniture Market, By Material:

Metal

Wood

Plastic

Glass

United States Furniture Market, By Region:

South

West

Midwest

Northeast

Competitive Landscape

Company Profiles: Detailed analysis of the major companies presents in the United States Furniture Market.

Available Customizations:

United States Furniture Market report with the given market data, TechSci Research offers customizations according to a company's specific needs. The following customization options are available for the report:

## Company Information

Detailed analysis and profiling of additional market players (up to five).

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