

United States Leather Fur Products Market By Product Type (Leather Luggage, Non-leather Luggage, Women's Leather Handbags, Women's Non-leather Handbags, Leather Personal Goods, Leather & Fur Apparel, Other Products), By Distribution Channel (Offline, Online), By Region, Competition, Forecast & Opportunities, 2020-2030F

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Abstracts

United States Leather Fur Products Market was valued at USD 18.26 Billion in 2024 and is expected to reach USD 28.66 Billion by 2030 with a CAGR of 7.8% during the forecast period. The United States leather and fur products market is poised for steady growth from 2020 to 2030, driven by evolving consumer preferences, rising disposable income, and increasing demand for premium and luxury fashion accessories. The market encompasses a diverse range of products, including leather luggage, non-leather luggage, women's leather and non-leather handbags, leather personal goods, leather and fur apparel, and other related products. The demand for leather goods remains robust, with consumers valuing craftsmanship, durability, and luxury appeal, while the non-leather segment is expanding due to sustainability concerns and the rising adoption of vegan and synthetic alternatives. Distribution channels are primarily segmented into offline and online platforms, with e-commerce witnessing significant traction due to convenience, wider product assortments, and exclusive online discounts. Regionally, the market is distributed across the South, Midwest, West, and Northeast, with urban centers driving sales through high-end retail stores and online marketplaces. The competitive landscape features prominent global brands such as COACH, LVMH, Kering, Samsonite IP Holdings S.? r.l and niche domestic players like Wilsons Leather, Billykirk, Johnson Leather, and Filson, all of whom focus on innovation, branding, and expanding their retail footprint. Sustainability trends, including ethical sourcing and eco-

friendly production, are shaping the industry, prompting brands to integrate recycled materials and alternative leather solutions.

Key Market Drivers

Rising Disposable Income and Demand for Luxury Goods

The increasing disposable income among U.S. consumers, especially in urban areas, has significantly fueled the demand for premium leather and fur products. As consumers prioritize high-quality, durable, and stylish fashion accessories, luxury brands such as COACH, LVMH, and Kering are witnessing heightened demand for handbags, luggage, and leather apparel. The aspirational lifestyle trends and growing middle-class affluence have further contributed to market expansion, particularly in categories like women's handbags, leather personal goods, and travel accessories. The shift towards premiumization—where consumers are willing to invest in high-end, durable products—has strengthened the luxury leather goods segment. Additionally, the rising influence of celebrity endorsements, fashion influencers, and social media marketing has amplified brand awareness, making luxury leather goods more desirable across different consumer segments.

Key Market Challenges

Increasing Sustainability Concerns and Regulatory Pressure

One of the most significant challenges facing the U.S. leather and fur products market is the growing scrutiny over environmental impact and ethical concerns related to animal-derived materials. Leather production involves intensive water consumption, chemical treatments, and carbon emissions, leading to rising criticism from environmental groups and conscious consumers. Similarly, the use of fur has faced significant backlash due to animal welfare concerns, prompting many states and cities in the U.S., including California, to ban the sale of new fur products. Regulatory bodies are imposing stricter environmental policies on leather tanning and fur production, pushing brands to adopt sustainable alternatives. Many designers have adopted fur bans, or partial bans, including Canada Goose, a popular brand in Chicago. Canada Goose announced in 2020 they would no longer purchase new fur from trappers. The Fur Free Alliance reports a steep drop in global fur production; in 2023 it decreased by nearly 40% from the year before, continuing a decade-long decline that has shrunk the industry by 85%. While some luxury companies have started integrating eco-friendly and cruelty-free materials, the transition can be costly and complex. Consumers, particularly younger

demographics, are increasingly opting for vegan leather and plant-based materials, challenging traditional leather and fur product manufacturers to rethink their offerings and supply chains.

Key Market Trends

Digital Transformation and Direct-to-Consumer (DTC) Growth

The U.S. leather and fur products market is witnessing a significant digital transformation, with brands increasingly focusing on direct-to-consumer (DTC) strategies. E-commerce has become a dominant sales channel, allowing brands to bypass traditional retail intermediaries and engage directly with consumers through personalized experiences. Online marketplaces, including brand-owned websites and third-party platforms like Amazon, Nordstrom, and Farfetch, are offering virtual try-ons, AI-driven customization, and exclusive digital collections. Additionally, augmented reality (AR) and virtual reality (VR) are enhancing the online shopping experience, enabling customers to visualize products before purchase. Social media platforms like Instagram, TikTok, and Pinterest have become key marketing tools, driving product discovery and influencing consumer behavior. Luxury brands are also embracing digital fashion shows and NFT-based fashion collectibles to engage tech-savvy consumers. This trend is reshaping how leather and fur products are marketed and sold, making online channels integral to future growth.

Key Market Players

COACH

LVMH

Kering

Samsonite IP Holdings S.? r.l.

VF Corporation

RIMOWA

Wilson's Leather

Billykirk

Johnson Leather

Filson

Report Scope:

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

United States Leather Fur Products Market, By Product Type:

Leather Luggage

Non-leather Luggage

Women's Leather Handbags

Women's Non-leather Handbags

Leather Personal Goods

Leather & Fur Apparel

Other Products

United States Leather Fur Products Market, By Distribution Channel:

Offline

Online

United States Leather Fur Products Market, By Region:

South

Midwest

West

Northeast

Competitive Landscape

Company Profiles: Detailed analysis of the major companies presents in the United States leather fur products market.

Available Customizations:

United States leather fur products 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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