



Furniture Retailing in Canada

Report by CSIL

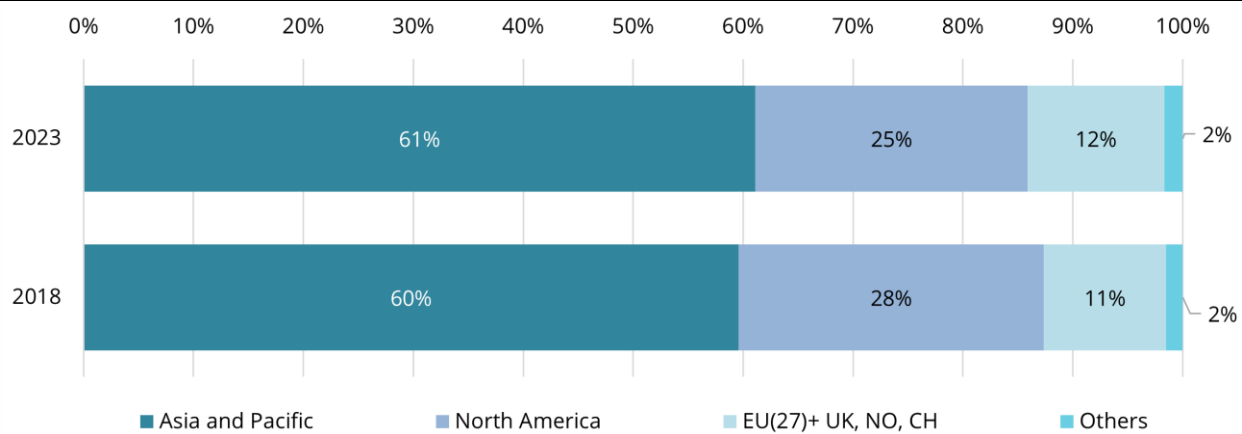
Press Release, July 2024

According to CSIL, the retail furniture market in Canada reached about US\$ 17 billion. The Canadian furniture market is large (9th in the world) with a relevant per capita consumption.

Canada is the 5th importer of furniture worldwide, encompassing a significant market openness with about half of furniture consumption satisfied by imported products. Asia and the Pacific (particularly China) represent the lion's share of imports, accounting for over 60% of total furniture imports, followed by North America and Europe (whose products mainly serve the high-end furniture market).

Growth forecasts in current US\$ in 2024 and 2025, indicate a stagnation for the current year and a return to growth in 2025.

Canada. Home furniture imports by area of origin, 2018 and 2023



Source: CSIL processing of official data

EU (27) + UK, NO, CH: 27 members of the European Union + Norway, Switzerland, and the UK

The furniture retail market is dominated by large-scale distributors, particularly furniture chains and lifestyle furniture stores. Among the top retailers in those channels are Leon's, IKEA, The Brick, and Sleep Country, which lead in home furniture sales and store count. In Canada, there are over 3,000 furniture stores. Although most of these stores are part of organized distribution networks, independent furniture stores also play a significant role, especially in the high-end market, where designers drive most of the sales.

The online channel is gaining importance as a channel for furniture sales and reached a relevant share of the total market, with both furniture-specialist e-tailers and non-specialist retailers operating on the market.



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Furniture Retailing in Canada offers a detailed analysis of home furniture retail in Canada through:

- Macroeconomic indicators, with information on the Canadian economy;
- Trends in Canadian home furniture consumption for the years 2018-2023;
- Analysis of the home furniture imports into Canada and main countries of origin;
- Home furniture sales by distribution channel (furniture chains, lifestyle furniture stores, independent furniture stores, manufacturer-branded furniture stores, discount department stores, online)
- Home Furniture retailers in Canada: the report provides product specialization, retailing format, estimated home furniture sales, total turnover, and number of stores for selected furniture retailers in Canada; profiles of the leading 30 furniture retailers with sales performances, employees, number of stores, retailing format, product specialization, brands, and other additional information; a table with company name, website, retailing format, product specialization and number of stores of other home furniture retailers operating in Canada furniture market;
- Furniture market forecasts for the years 2024 and 2025, demand determinants, and market opportunities;

Segments covered: Home furniture (upholstered furniture, non-upholstered seats, kitchen furniture, dining and living room furniture, bedroom furniture, mattresses).

For a detailed description, please visit the page <https://www.worldfurnitureonline.com/report/furniture-retailing-in-canada>.



Stay ahead of CSIL's Furniture Market Research by registering on the showcase website www.worldfurnitureonline.com