



Euromonitor  
International

# Home Products Specialists in the US

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## Home Products Specialists in the US - Category analysis

### KEY DATA FINDINGS

#### 2023 DEVELOPMENTS

2023 marked by continuing strong decline for homewares and home furnishing stores

Home improvement and gardening stores posts sales losses in the US in 2023

Growth in rural living helps power sales for Tractor Supply Co

#### PROSPECTS AND OPPORTUNITIES

Home products specialists likely to continue to struggle to achieve growth in the forecast period

Pet shops and superstores will continue to record sales declines

IKEA expands to a smaller format with Plan & Order Point stores

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E-commerce marketplaces with ties to China make a huge impact in the US in 2023

The proposed Kroger-Albertsons merger hits a snag

What next for retail?

### OPERATING ENVIRONMENT

Informal retail

Opening hours for physical retail

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Seasonality

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Back to School

Prime Day/Christmas in July

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