

# The shining stars of home accessories retail

BY THOMAS LESTER

**W**hat do you do when you have so many great Retail Stars finalists that it would be painfully difficult to pare the list to 50?

You bend the rules a bit and make room for a few more, of course.

Meet 2019's Home Accents Today Retail Stars. This year's listing is super-sized, with 55 of the best independent retailers in home accents and accessories in the U.S. and Canada. Here's a brief look at their stats.

This year's honorees call 23 states and one Canadian province their home, though many also have stores beyond those borders. Moe's Home Collection, the retail arm of the manufacturer and importer from Vancouver, B.C., for example, has stores in the U.S. and Canada, as well as Mexico, Kuwait and Saudi Arabia.

Texas leads the way this year with five Retail Stars, including a cluster in the greater Dallas area. Ohio, Colorado and New York have four Stars each while Virginia, Arizona, Florida, California and North Carolina each have three honored stores. Louisiana, Tennessee, South

Carolina, Kentucky, Georgia, Illinois, Washington and Connecticut have a pair of Stars while Iowa, North Dakota, Mississippi, Indiana, Arkansas, British Columbia and Oregon each have a single Star.

This year's group was pretty evenly split when it comes to date of establishment. Thirty opened their doors after the turn of the century while 24 welcomed customers prior to 2000. Garber's Interior Design is our oldest Star, as it first opened in 1935 while The Tin Roof has served customers since 1945. Barbara Stewart Design has been around since 1952, Ireko claims 1967 as its first year and Cherry House, Inc. and Furnitureland South are celebrating their 50th anniversaries this year, as each started business in 1969.

Moe's leads the pack in store count with 13 while Mecox boasts eight stores and the Paul Michael Company and The Furniture Warehouse each have six. They're the outliers among the Stars, as most, 39, only have a single location.

Facebook remains the social network of

choice for our Stars, as all but one admitted using it to help promote business. Instagram was right behind with 52 selections. Pinterest got the nod from 33 Stars while 17 each told us they use YouTube and Twitter.

In addition to selling product, many of our Stars see opportunity in offering interior design services. Of the 55, 47 of them say these services are part and parcel for business.

While our annual Retail Stars list isn't based on sales volume, it's an interesting business barometer if nothing else. Of this year's retailers, 20 have sales between \$1 million-\$2.9 million while five of them say their sales exceed \$10 million annually. Leading the way is Furnitureland South's \$166 million in total sales for 2018.

The biggest point of differentiation remains online sales. Most of our Stars (32) say they don't include e-commerce in their sales mix while 23 indicated that consumers can purchase product online.

Now that you've learned a little bit about our 2019 Retail Stars, keep reading to get to know them better. ■



What makes a retailer successful? Is it the merchandise selected for the showroom floor? Is it the drive and determination of an individual? Or is it the community created in and around a business that makes the difference?

For 15 years, *Home Accents Today* has celebrated retailers possessing that special spark. These standout entrepreneurs provide exceptional customer service, investing time and resources to create relationships and build loyalty. They skillfully adapt to meet the evolving needs of consumers and embrace technology as a key tool in their marketing arsenal.

Independent, brick-and-mortar stores remain a vital piece of the retail economy as well as a cornerstone of local communities. Your success is our success and we're honored to celebrate the achievements of these 50 Retail Stars.

— **Bob Maricich**, chairman and CEO, International Market Centers



## ACCENT PRONE

**Kernersville, N.C. | 1 store | Estimated 2018 total sales: \$1 million - \$2.9 million | [accentprone.com](http://accentprone.com)**

Lifestyle boutique centered on home and fashion accents, founded in 2012. Sales per square foot, \$250. Home accents comprised 25% of total 2018 sales; accent furniture, 30%; other furniture, 25%; other merchandise, 20%. Key vendors include Mercana, Magnolia Home and Stein World for accent furniture; Surya for area rugs; Creative Co-Op, Imax Worldwide Home and Uma Home Décor for decorative accessories; Uttermost and Stein World for lamps/lighting; Mercana, Imax Worldwide Home and Uma Home Décor for wall décor; Creative Co-Op and Mud Pie for soft goods. Attends Atlanta International Gift & Home Furnishings Market, Las Vegas Market and High Point Market. Offers design services. Offers genuine customer service in a high-energy environment through well-trained and prepared employees.



Acme Mid-Century + Modern

## ACME MID-CENTURY + MODERN

**Alexandria, Va. | 1 store | Estimated 2018 total sales: Less than \$1 million | [acmemidcentury.com](http://acmemidcentury.com)**

Home accents and boutique store founded in 2009. Sales per square foot, \$150. Home accents comprised 15% of 2018 total sales; accent furniture, 15%; other furniture, 50%; other merchandise, 20%. Key vendors include Modernica for accent furniture; Alessi and Nambe for decorative accessories; Pan Am for soft goods. Offers design services. Customers may try certain items, such as art and lighting, for a week before buying. Merchandise is a combination of high-end vintage furniture and unique small home gift items that attracts a variety of shoppers. Merchandises some items in home settings and others in brand-specific groupings.

## ANN GISH

**New York | 1 store | Estimated 2018 total sales: Less than \$1 million | [anngish.com](http://anngish.com)**

Home accents and textiles specialist, founded in 1991. Home textiles accounted for 60% of 2018 total sales; accent furniture, 10%; oddities, 10% other, one-of-a-kind merchandise, 20%. Major vendors are Ann Gish for Global Views, Studio A and Bernhardt for accent furniture; Global Views, BIDK, Gold Leaf, Notre Monde and Adri Collection for decorative accessories; Currey & Company and Wildwood for lamps/lighting. Attends Atlanta International Gift & Home Furnishings Market and High Point Market. Offers design services. Merchandises in eclectic, uncrowded, personal and open style.

## BARBARA STEWART INTERIORS

**Bowling Green, Ky. | 2 stores | Estimated 2018 total sales: \$1 million | [barbarastewartinteriors.com](http://barbarastewartinteriors.com)**

Home accents and furniture specialist, founded in 1952. Sales per square foot, \$145. Home accents comprised 20% of 2018 total sales; accent furniture, 20%; other furniture, 15%; other merchandise, 45%. Key vendors include Uttermost, Gabby and Furniture Classics for accent furniture; Kalaty, Loloi and Dash & Albert for area rugs; Uttermost, Dessau and Global Views for decorative accessories; Visual Comfort, Ella Home and Gabby for lamps/lighting; Barbara Stewart Interiors, Leftbank Art, Paragon and Wendover Art Group for wall décor; Pine Cone Hill, Creative Threads and Eastern Accents for soft goods. Attends Atlanta International Gift & Home Furnishings Market, High Point Market and Las Vegas Market. Offers design services. Often coordinates merchandise displays around one item or theme. Hosts a 12 Days of Christmas event, spring open house and fundraisers for Women's Fund Organization.



Barbara Stewart Interiors

## BRANDED ENVY

**Bismarck, N.D. | 1 store | Estimated 2018 total sales: Less than \$1 million | [brandedenvy.com](http://brandedenvy.com)**

Home accents and furniture specialist, founded in 2010. Home accents accounted for 20% of 2018 total sales; accent furniture, 20%; other furniture, 20%; other merchandise, 40%. Attends Dallas Total Home & Gift Market.

## BRIDGET BEARI HOME STORE

**Richmond, Va. | 1 store | Estimated 2018 total sales: \$1 million | [bridgetbeari.com](http://bridgetbeari.com)**

Home accents specialist, founded in 1992. Home accents accounted for 40% of 2018 total sales; accent furniture, 30%; other furniture, 10%; other merchandise, 20%. Major vendors include Roost for accent furniture; Eliko for area rugs; Blue Ocean Traders for decorative accessories; Currey & Company for lamps/lighting; Wendover Art Group for wall décor. Attends High Point Market and Las Vegas Market. Offers design services. Merchandises in a mix of vintage, modern and custom and hosts designer events.

## BUNGALOW

**Westport, Conn. | 1 store | [bungalowdecor.com](http://bungalowdecor.com)**

Lifestyle and home decor store founded in 1995. Attends Maison et Objet, Shoppe Objet NY and Designers & Agents NY. Sells many one-of-a-kind items, often products with a sophisticated European flair. All merchandise is sourced globally. The shop also features a "kitchen" area where customers are offered coffee and Champagne and a place to sit and socialize.

## CALLA

**Davenport, Iowa | 1 store | Estimated 2018 total sales: Less than \$1 million**

Accent furniture specialist, founded in 2002. Home accents comprised 15% of 2018 total sales; accent furniture, 30%; other furniture, 50%; other merchandise, 5%. Sales per square foot, \$150. Major vendors include Norwalk Furniture, Uttermost and Four Hands for accent furniture; Jaipur Living, Surya and Chandra for area rugs; Napa Home & Garden, TAG and Moe's Home Collection for decorative accessories; Flow Décor and Uttermost for lamps/lighting; Uttermost and local artists for wall décor; Norwalk Furniture and Surya for soft goods. Attends High Point Market. Offers design services. Merchandises in fully accessorized, colorful and eclectic vignettes. Hosts in-store events for customers.

## CEDAR & THREAD

**Granville, Ohio | 1 store | Estimated 2018 total sales: \$1 million - \$2.9 million | [cedarandthread.com](http://cedarandthread.com)**

Home accents and furniture specialist, founded in 2012. Sales per square foot, \$190. Home accents accounted for 30% of 2018 total sales; accent furniture, 25%; other merchandise, 45%. Key vendors include Bramble, Imax Worldwide Home, Uma Home Décor and CR Laine for accent furniture; Forty West and Bramble for lamps/lighting; Streamline, Ashton and Imax Worldwide Home for wall décor; Creative Co-Op and Mud Pie for soft goods. Attends Atlanta International Gift & Home Furnishings Market and Las Vegas Market as well as boutique shows in Chicago, Atlanta and Las Vegas. Offers design services. Merchandising scheme features many themes. Event-driven store.



## CHERRY HOUSE

**La Grange, Ky. | 1 store | Estimated 2018 total sales: \$5 million - \$9.9 million | [cherryhouse.com](http://cherryhouse.com)**

Home accents and furniture specialist, founded in 1969. Sales per square foot, \$200+. Home accents accounted for 20% of 2018 total sales; accent furniture, 5%; other furniture, 75%. Key vendors include Hooker Furniture, Jonathan Charles and Theodore Alexander for accent furniture; Surya for area rugs; Uttermost and ELK Home for decorative accessories; Wendover Art Group and Paragon for wall décor; Eastern Accents for soft goods. Attends Atlanta International Gift & Home Furnishings Market and High Point Market. Offers design services. Destination location in a park-like setting with lakes nearby. Hosts an open house event and "Homearama," which is a show-and-tell opportunity. Merchandises in fully accessorized room settings.

## CLEVELAND LIGHTING

**Cleveland & Fairlawn, Ohio | 2 showrooms | Estimated 2018 total sales: \$4 million - \$8.9 million | [clevelandlighting.com](http://clevelandlighting.com)**

Lighting specialty store, founded in 1994. Home accents accounted for .5% of 2018 total sales; accent furniture, .5%; other merchandise, 99%. Key vendors include Renwil and Uttermost for accent furniture and decorative accessories; Kichler, Generation Lighting, Foscarini, Moooi, Quoizel, Minka Group and Littman Group for lamps/lighting. Attends Dallas Total Home & Gift Market and ICFF. Merchandises in fully accessorized, award-winning showrooms with merchandise from all over the world. Focuses on the customer experience and offers expert installation.

## COCO & DASH

**Dallas | 2 stores | Estimated 2018 total sales: Less than \$1 million | [cocoanddash.com](http://cocoanddash.com)**

Home accents specialist, founded in 2014. Home accents comprised 60% of 2018 total sales; accent furniture, 20%; other merchandise, 10%. Sales per square foot, \$225. Major vendors include Bliss and Chelsea House for accent furniture; Chelsea House, Wildwood and Madcap Cottage for decorative accessories; Wildwood, Currey & Company and Napa Home & Garden for lamps/lighting; Wendover Art Group, Soicher Marin and Napa Home & Garden for wall décor; Design Legacy and Pine Cone Hill for soft goods. Attends High Point Market, Atlanta International Gift & Home Furnishings Market and Dallas Total Home & Gift Market. Merchandises a colorful and layered aesthetic in a light and airy atmosphere. Seeks to deliver an excellent shopping experience with the belief that customers should only live with things that enhance the joy and meaning of life.

## COZY STYLISH CHIC

**Pasadena, Calif. | 1 store | Estimated 2018 total sales: Less than \$1 million | [cozystylishchic.com](http://cozystylishchic.com)**

Home accents specialty store, founded in 2013. Home accents accounted for 30% of 2018 total sales; accent furniture, 20%; other furniture, 25%; other merchandise, 25%. Sales per square foot, \$416. Key vendors include Theodore Alexander and John-Richard for accent furniture; Woven Concepts and Feizy for area rugs; Global Views and local artists for decorative accessories; Gray Pants and Visual Comfort for lamps/lighting; Global Views for wall décor; Eastern Accents for soft goods. Attends High Point Market and Las Vegas Market. Offers design services. Merchandises in small, eclectic vignettes in a mix of new and vintage pieces. Likes to be an extension of their carried brands and tell their story. Customers are offered cold drinks or lattes while shopping.

## THE DESIGN BAR

**Burr Ridge, Ill. | 1 store | [thedesigbars.com](http://thedesigbars.com)**

Home accents and furniture store, founded in 2006. Home accents comprised 35% of 2018 total sales; accent furniture, 25%; other furniture, 30%; other merchandise, 10%. Major vendors are Caracole, Vanguard, Ambella Home, Gabby and Global Views for accent furniture; Classic Home, Jaipur Living and Loloi for area rugs; Global Views, Cyan Design, Zodax and Beatriz Ball for decorative accessories; Regina Andrew and Currey & Company for lamps/lighting; Global Views, Cyan Design, John-Richard and Leftbank Art for wall décor; Classic Home, Ann Gish, Global Views and Nourison for soft goods. Attends Dallas Total Home & Gift Market, High Point Market and Las Vegas Market. Offers design services. Merchandises by mixing seasonal items with carefully styled vignettes. The back of the store features a market-style space with "grab-and-go" items. Founded on the philosophy that building and designing a home should be enjoyable to everyone. The store is often used as a collaborative space for vendors, realtors, clients and builders.

## DIXON RYE

**Atlanta | 1 store | Estimated 2018 total sales: \$1 million - \$2.9 million | [dixonrye.com](http://dixonrye.com)**

Accent furniture specialist, founded in 2015. Home accents comprised 30% of 2018 total sales; accent furniture, 60%; other furniture, 10%. Attends Atlanta International Gift & Home Furnishings Market, High Point Market, NY Now, ICFF and Maison et Objet. Offers design services. Products are a curated assortment of antiques and new, some of which is sourced from local artists. Merchandises in a historical building in a setting designed to allow new memories to unfold for customers.

## DOMA HOME FURNISHINGS

**St. Petersburg, Fla. | 3 stores | Estimated 2018 total sales: \$3 million - \$4.9 million | [domahomefurnishings.com](http://domahomefurnishings.com)**

Home accents store, founded in 2006. Home accents accounted for 21% of 2018 total sales; accent furniture, 8%; other furniture, 22%; other merchandise, 49%. Major vendors include Weiman for accent furniture; Jaunty for area rugs; Viz Glass for decorative accessories; Lite Source for lamps/lighting; Phillips Collection for wall décor; Cyan Design for soft goods. Attends High Point Market. Offers design services. Sells mostly contemporary furniture in a zero-pressure-to-buy environment.

## ECLECTIC HOME

**New Orleans | 1 store | Estimated 2018 total sales: \$1 million - \$2.9 million | [eclectichome.net](http://eclectichome.net)**

Home furnishings, accent furniture and home accents store, founded in 2000. Home accents accounted for 25% of 2018 total sales; accent furniture, 25%; other merchandise, 50%. Major vendors include Nuevo Living and Interlude Home for accent furniture; Surya and Safavieh for area rugs; Arteriors and Global Views for decorative accessories; Robert Abbey, Regina Andrew and Hudson Valley Lighting for lamps/lighting; Wendover Art Group and John-Richard for wall décor; John Robshaw, Tourmaline Home and Square Feathers for soft goods. Attends Atlanta International Gift & Home Furnishings Market, Dallas Total Home & Gift Market, High Point Market and NY Now. Offers design services. Merchandises in unexpected ways to convey the versatility of furniture, home accents, accent furniture and art.

## ELEMENTS AT HOME

**Carle Place, N.Y. | 1 store | Estimated 2018 total sales: \$5 million - \$9.9 million | [elementsathome.com](http://elementsathome.com)**

Lighting and home accents store founded in 1979. Home accents comprised 25% of 2018 total sales; other merchandise, 75%. Key vendors include Bernhardt Furniture, Bassett Mirror and Uttermost for accent furniture; Global Views, Howard Elliott, Dessau and Arteriors for decorative accessories; Crystorama, Visual Comfort, John-Richard and Arteriors for lamps/lighting; Uttermost, Paragon and John-Richard for wall décor; Cloud9 Design and D.V. Kap for soft goods. Attends High Point Market. Offers design services and merchandises in lifestyle vignettes.



## ELSIE GREEN

Concord, Calif. | 2 stores | [elsiegreen.com](http://elsiegreen.com)

Home accents specialist, founded in 2011. Home accents accounted for 75% of 2018 total sales; accent furniture, 25%. Offers design services. French concept shop that sells a variety of vintage furniture and home accents. Once completely furnished a San Francisco apartment where every piece was for sale.



Fleurish Home

## FLEURISH HOME

Springboro, Ohio | 3 stores | Estimated 2018 total sales: Less than \$1 million | [fleurishhome.com](http://fleurishhome.com)

Home accents specialist, founded in 2013. Home accents comprised 40% of 2018 total sales; accent furniture, 5%; other furniture, 5%; other merchandise, 50%. Sales per square foot, \$250. Key vendors are Bramble and Classic Home for accent furniture; Dash & Albert for area rugs; Mud Pie and Creative Co-Op for decorative accessories; Bramble for lamps/lighting; Streamline Art and Propac for wall décor; Mud Pie and Peking Handicraft for soft goods. Attends Atlanta International Gift & Home Furnishings Market. Merchandises in lifestyle vignettes and offers a rewards program.

## THE FOYER

Baton Rouge, La. | 1 store | Estimated 2018 total sales: \$1.1 million | [thefoyerbr.com](http://thefoyerbr.com)

Home accents store, founded in 2008. Home accents comprised 25% of 2018 total sales; accent furniture, 15%; other furniture, 10%; other merchandise, 50%. Major vendors include Gabby, Global Views and Modern History for accent furniture; Loloi for area rugs; Global Views, World Away, Imax Worldwide Home, Zodax and Napa Home & Garden for decorative accessories; Kuzco and Gallery Designs Lighting for lamps/lighting; Uttermost and local artists for wall décor; Sivaana Pillows, D.V. Kap, Ryan Studio, Aidan Gray and Cloud9 Design for soft goods. Attends Atlanta International Gift & Home Furnishings Market, Dallas Total Home & Gift Market and Las Vegas Market. Offers design services. Home to more than 75 local artists and designers that rent space in the store to sell their own artwork, lighting, accessories and furnishings. The store also features a café. Hosts annual events such as an anniversary party and a Christmas shopping event.

## FURNITURE AFFAIR

Phoenix | 1 store | Estimated 2018 total sales: \$1 million - \$2.9 million | [furnitureaffair.com](http://furnitureaffair.com)

Home accents and furniture specialist, founded in 1989. Sales per square foot, \$185. Home accents accounted for 30% of 2018 total sales; accent furniture, 15%; other furniture, 55%. Attends Las Vegas Market. Offers design services. Assortment includes showroom samples, model home furniture and unique items.

## THE FURNITURE WAREHOUSE

Sarasota, Fla. | 6 stores | Estimated 2018 total sales: More than \$30 million | [furnwarehouse.com](http://furnwarehouse.com)

Furniture and accent specialist, founded in 1988. Sales per square foot, \$285. Home accents comprised 20% of 2018 total sales; accent furniture, 5%; other furniture, 75%. Attends High Point Market and Las Vegas Market. Offers design service, next-day delivery and competitive pricing. Merchandises in a coastal design scheme.

## FURNITURELAND SOUTH

Jamestown, N.C. | 1 store | Estimated 2018 total sales: \$166 million | [furniturelandsouth.com](http://furniturelandsouth.com)

Furniture specialist, founded in 1969. Home accents accounted for 10% of 2018 total sales; accent furniture, 10%; other furniture, 80%. Key vendors include Artistica Home and John-Richard for accent furniture; Loloi and Surya for area rugs; Arteriors and Global Views for decorative accessories; Visual Comfort and Pacific Coast Lighting for lamps/lighting; Phillips Collection, Leftbank Art and Global Views for wall décor; Eastern Accents for soft goods. Attends Atlanta International Gift & Home Furnishings Market and High Point Market. Offers design services. Merchandising scheme is designed to inspire customers and set them on a journey. Store features a Starbucks and Subway and also offers white glove delivery and international logistics, as well as a dedicated guest services team.

## GARBER'S INTERIOR DESIGN

Elkhart, Ind. | 1 store | [garbersinteriordesign.com](http://garbersinteriordesign.com)

Home accents specialist, founded in 1935. Sales per square foot, \$172. Home accents comprised 40% of 2018 total sales; accent furniture, 30%; other furniture, 20%; other merchandise, 10%. Major vendors include Uttermost for accent furniture; Loloi for area rugs; Imax Worldwide Home and Zuo for decorative accessories; Uttermost for lamps/lighting; Leftbank Art for wall décor; Saro for soft goods. Attends Las Vegas Market. Offers design services. Merchandising scheme is changed every six weeks to provide fresh experiences for customers. Hosts a "Girls@Garbers" private shopping party.

## I SAW IT FIRST

Colorado Springs, Colo. | 1 store | Estimated 2018 total sales: Less than \$1 million | [isawitfirst.com](http://isawitfirst.com)

Home furnishings store, founded in 2001. Home accents comprised 25% of 2018 total sales; accent furniture, 25%; other furniture, 25%; other merchandise, 25%. Sales per square foot, \$75. Attends High Point Market. Offers design services. Specializes in high-end consignment furniture and only takes premium merchandise.

## IBB DESIGN FINE FURNISHINGS

Frisco, Texas | 1 store | Estimated 2018 total sales: More than \$10 million | [ibbdesign.com](http://ibbdesign.com)

Home accents and furniture specialist, founded in 1985. Home accents accounted for 25% of 2018 total sales; accent furniture, 25%; other furniture, 25%; other merchandise, 25%. Key vendors include Vanguard and Hickory Chair for accent furniture; Nourison and Feizy for area rugs; Global Views and John-Richard for decorative accessories; Currey & Company and Wildwood for lamps/lighting; Wendover Art Group and John-Richard for wall décor; Daniel Stuart Studio and Pine Cone Hill for soft goods. Attends Atlanta International Gift & Home Furnishings Market, Dallas Total Home & Gift Market, High Point Market, Las Vegas Market and NY Now. Offers design services. Merchandising displays make it easy for customers to shop the floor and paint colors are changed every three months, keeping the store fresh.

## THE INTERIOR COLLECTION

Southlake, Texas | 1 store | Estimated 2018 total sales: Less than \$1 million | [interiorcollectiontexas.com](http://interiorcollectiontexas.com)

Home accents specialist founded in 2004. Sales per square foot, \$450. Home accents comprised 30% of 2018 total sales; accent furniture, 30%; other furniture, 40%. Key vendors include Vanguard, John-Richard, Taylor King and Bliss Studio for accent furniture; Loloi for area rugs; Tozai, Arteriors and Regina Andrew for decorative accessories; Regina Andrew, Gallery Designs and Revelation by Uttermost for lamps/lighting; La Montage and local artists for wall décor; Lili Alessandra for soft goods. Attends Dallas Total Home & Gift Market and High Point Market. Offers design services. Provides excellent, team-focused customer service through dedicated and experienced employees. Merchandises in vignettes to create an experience for customers that tell a story.





Interior Homestore

## INTERIOR HOMESTORE

**Sherman, Texas | 1 store | Estimated 2018 total sales: \$1.3 million | interiorhomestore.com**

Home accents specialist, founded in 1981. Sales per square foot, \$288. Home accents comprised 30% of 2018 total sales; accent furniture, 10%; other furniture, 40%; other merchandise, 20%. Major vendors include Hooker Furniture for accent furniture; Loloi for area rugs; Uttermost for decorative accessories, lamps/lighting, and wall décor; Amity Home for soft goods. Attends Dallas Total Home & Gift Market. Offers design services and carries diverse products in a wide variety of price ranges. Added a lighting showroom three years ago to enhance design services.

## IREKO

**Santa Rosa, Calif. | 1 store | Estimated 2018 total sales: \$1 million - \$2.9 million | ireko.com**

Home accent specialist, founded in 1967. Home accents comprised 20% of 2018 total sales; accent furniture, 30%; other furniture, 50%. Attends High Point Market and Las Vegas Market. Offers design services.

## J. ALLAN'S

**Brookhaven, Miss. | 3 stores | Estimated 2018 total sales: \$3 million - \$4.9 million | shopjallans.com**

Furniture and accents store, founded in 2011. Home accents comprised 25% of 2018 total sales; accent furniture, 35%; other furniture, 40%. Key vendors include Hooker Furniture, Dovetail and Four Hands for accent furniture; Loloi, Surya and Jaipur Living for area rugs; Noir and Arteriors for decorative accessories; Visual Comfort, Arteriors, Jamie Young and Mr. Brown for lamps/lighting; Leftbank Art for wall décor; Pom Pom at Home, Bella Notte and Lili Alessandra for soft goods. Attends Atlanta International Gift & Home Furnishings Market, High Point Market, Las Vegas Market and NY Now. Merchandises in curated and heavily accessorized vignettes based on the unexpected. Provides a free in-home design service.

## J. BANKS DESIGN GROUP

**Hilton Head Island, S.C. | 1 store | Estimated 2018 total sales: \$1 million | jbanksdesign.com**

Home accents specialist, founded in 1986. Home accents accounted for 60% of 2018 total sales; accent furniture, 15%; other furniture, 20%; other merchandise, 5%. Key vendors include Worlds Away and Made Goods for accent furniture; Holland & Sherry for area rugs; Zodax, Michael Aram and John-Richard for decorative accessories; Visual Comfort, Fox Mill and Gallery Designs for lamps/lighting; Paragon, Wendover Art Group and Kammy & Company for wall décor; Ryan Studio and Lacefield for soft goods. Attends Atlanta International Gift & Home Furnishings Market, High Point Market and NY Now. Offers design services. Merchandises in coastal- and tribal- inspired themes. Store buyers include accredited interior designers. Hosts monthly events and keeps the store fresh by changing the look weekly.

## KENNETH LUDWIG CHICAGO

**Chicago | 1 store | Estimated 2018 total sales: \$1 million - \$2.9 million | kennethludwig.com**

Home accents specialist, founded in 2015. Sales per square foot, \$300. Home accents accounted for 30% of 2018 total sales; accent furniture, 50%; other merchandise, 20%. Key vendors include CR Laine, Bungalow 5, Worlds Away, Taylor King, Made Goods, Redford House and Wesley Hall Furniture for accent furniture; Loloi, Kalaty and Kas for area rugs; Torre & Tagus, Napa Home & Garden, Pomeroy, Howard Elliott, Chelsea House, Global Views and Two's Company for decorative accessories; Jamie Young, Wildwood, Made Goods, Chelsea House, Port 68 and Cyan Design for lamps/lighting; Delano Art and Leftbank Art for wall décor; Eastern Accents, Classic Home, Pomeroy and Loloi for soft goods. Attends Atlanta International Gift & Home Furnishings Market and Las Vegas Market. Offers interior design services. Merchandises in curated vignettes of various themes in a hybrid showroom catering to both the design trade as well as a full-service retail showroom. Hosts private shopping nights geared toward a charity.

## LANCELOTTI HOUSEWARES

**New York | 1 store | Estimated 2018 total sales: Less than \$1 million | lancelotti.com**

Home accents and accent furniture specialist, founded in 1996. Sales per square foot, \$600. Home accents accounted for half of 2018 total sales; accent furniture, 25%; other furniture 25%. Key vendors include Blu Dot, Kvell and Yamazaki for accent furniture; Chilewich for area rugs; Seletti, Umbra, Accent Décor, Roost and Now Design for decorative accessories; Adesso, Pablo and Seletti for lamps/lighting; Seletti, Umbra and Wood Chart for wall décor; Darzzi for soft goods. Attends Las Vegas Market and NY Now. Caters to apartment living. Half of store is dedicated to kitchen and bath, with the other half focused on home décor, barware and candles.

## THE LIFESTYLED COMPANY

**Gilbert, Ariz. | 1 store | Estimated 2018 total sales: Less than \$1 million | thelifestyledco.com**

Home accents specialist, founded in 2012. Home accents made up 49.6% of 2018 total sales; other merchandise, 50.4%. Sales per square foot, \$619.30. Key vendors include Bloomingville and Creative Co-Op for decorative accessories and soft goods. Attends High Point Market and Las Vegas Market. Offers design services. Visual merchandising theme is best described as "organic desert living."

## LULU'S FURNITURE & DÉCOR

**Englewood, Colo. | 1 store**

Home accent and furniture specialist, founded in 2007. Sales per square foot, \$400. Home accents accounted for 20% of 2018 total sales; accent furniture, 15%; other furniture, 60%; other merchandise, 5%. Key vendors include Four Hands, Cyan Design, Global Views and Classic Home for accent furniture; Loloi and Chandra for area rugs; Cyan Design, Global Views, Uttermost and Accent Décor for decorative accessories; Robert Abbey, Cyan Design, Napa Home & Garden and Noir for lamps/lighting; Wendover Art Group and Leftbank Art for wall décor; Amity Home, Norwalk Furniture and Tourance for soft goods. Attends Atlanta International Gift & Home Furnishings Market, Dallas Total Home & Gift Market, High Point Market, Las Vegas Market and NY Now. Offers design services. Carries hard-to-find items by scouring markets, estate sales and local spots to find unique items. Customers may take home pieces to try in their home before purchasing.

## MADISON & COMPANY

**Greenville, S.C. | 1 store | Estimated 2018 total sales: Less than \$1 million | madisondecor.com**

Home accents specialist, founded in 2008. Sales per square foot, \$275. Home accents comprised 50% of 2018 total sales; accent furniture, 10%; permanent botanicals 30%; gifts and boutique 10%. Major vendors include Imax Worldwide Home, Uma Home Décor, Allstate Floral and Forty West; Creative Co-Op for area rugs; Imax Worldwide Home, Uma and Creative Co-Op for decorative accessories; Forty West and Uma Home Décor for lamps/lighting; Napa Home & Garden and Uttermost for wall décor; Creative Co-Op for soft goods. Attends Atlanta International Gift & Home Furnishings Market and Las Vegas Market. Changes displays every two to four weeks and merchandises in a variety of vignettes. Offers in-store and in-home design. Wants customers to leave happier than when they arrived.





## MANGO'S DÉCOR

Chattanooga, Tenn. | 2 stores | Estimated 2018 total sales: \$1 million - \$2.9 million | [mangoshomedecor.com](http://mangoshomedecor.com)

Home accents store, founded in 2014. Sales per square foot, \$200. Home accents comprised 25% of 2018 total sales; accent furniture, 40%; other furniture, 30%; other merchandise, 5%. Major vendors include Old South Accents for accent furniture, Creative Co-Op for decorative accessories; Old South Accents for lamps/lighting; Uttermost for wall décor. Attends Atlanta International Gift & Home Furnishings Market and High Point Market. Offers design services. Merchandises in warm and inviting displays. The store boasts a relaxed atmosphere. Appears on local TV shows to show off new product every season.



Mecox

## MECOX

Southampton, N.Y. | 8 stores | Estimated 2018 total sales: More than \$10 million | [mecox.com](http://mecox.com)

Accent furniture specialist, founded in 1996. Home accents comprised 30% of 2018 total sales; accent furniture, 50%; other furniture, 20%. Attends Atlanta International Gift & Home Furnishings Market, Dallas Total Home & Gift Market, High Point Market, Las Vegas Market and NY Now. Merchandises in an eclectic mix of vintage and re-edition with an emphasis on casual, relaxed environments. Sells unique art sourced from local artists.

## THE MILLER HOUSE

Stephens City, Va. | 1 store | Estimated 2018 total sales: Less than \$1 million | [themillerhouse.net](http://themillerhouse.net)

Family-owned accent furniture specialist, founded in 2002. Home accents comprised 10% of 2018 total sales; accent furniture, 80%; other merchandise, 10%. Attends Atlanta International Gift & Home Furnishings Market and High Point Market. Offers design services. Merchandises through seasonal room settings. All furniture is made in the USA. Hosts three special events for customers throughout the year.

## MODERN NOMAD HOME

Denver | 1 store | Estimated 2018 total sales: Less than \$1 million | [modernnomaddenver.com](http://modernnomaddenver.com)

Home accents specialist, founded in 2016. Sales per square foot, \$300. Home accents accounted for 50% of 2018 total sales; accent furniture, 20%; other furniture, 10%; other merchandise, 20%. Major vendors include Bloomingville, Creative Co-Op and Le Feu for decorative accessories; Michelle Varian for soft goods. Attends Las Vegas Market and NY Now. Offers design services. Merchandises in an open warehouse setting with an eclectic selection of home goods from around the globe. Floor displays are changed weekly and hosts weekly and monthly pop-ups and local artists.

## MOE'S HOME COLLECTION

Vancouver, B.C. | 13 stores | Estimated 2018 total sales: More than \$10 million | [moeshome.ca](http://moeshome.ca)

Home accents and furniture specialist, founded in 1989. Home accents comprised 10% of 2018 total sales; accent furniture, 25%; other furniture, 65%. Sales per square foot, \$250. Attends High Point Market and Las Vegas Market. Merchandises in lifestyle themes with a unique product mix. Sales associates use iPads to assist with customer experience.

## MOUNTAIN COMFORT FURNISHINGS & DESIGN

Frisco, Colo. | 2 stores | Estimated 2018 total sales: \$5 million - \$9.9 million | [mountaincomfort.com](http://mountaincomfort.com)

Home accents and furniture specialist, founded in 1996. Sales per square foot, \$450. Home accents accounted for 20% of 2018 total sales; accent furniture, 8%; other furniture, 60%; other merchandise, 12%. Attends High Point Market and Las Vegas Market. Offers design services. Merchandise ranges from mountain modern to rustic and is displayed in vignettes.

## PAUL MICHAEL COMPANY

Lake Village, Ark. | 6 stores | [paulmichaelcompany.com](http://paulmichaelcompany.com)

Home accents specialist, founded in 1993. Home accents accounted for 30% of 2018 total sales; accent furniture, 20%; other furniture, 15%; other merchandise, 35%. Attends Atlanta International Gift & Home Furnishings Market, Dallas Total Home & Gift Market, High Point Market and Las Vegas Market. Merchandise all American-made.

## RETROFIT HOME

Seattle | 1 store | Estimated 2018 total sales: \$1 million - \$2.9 million | [retrofithome.com](http://retrofithome.com)

Home accents and furniture specialist, founded in 2005. Home accents comprised 20% of 2018 total sales; accent furniture, 25%; other furniture, 20%; other merchandise, 35%. Major vendors are Imax Worldwide Home, Kalalou and Dovetail for accent furniture; Loloi for area rugs; Lite Source for lamps/lighting; Creative Co-Op for wall décor. Attends Las Vegas Market. Offers design services. Merchandises using featured product categories and retro furniture vignettes.

## THE RUG RACK

Chattanooga, Tenn. | 1 store | Estimated 2018 total sales: Less than \$1 million | [therugrack.com](http://therugrack.com)

Rug specialist, founded in 2000. Sales per square foot, \$139. Home accents accounted for 2.5% of 2018 total sales; accent furniture, 2.5%; other furniture, 5%; other merchandise, 90%. Major vendors include Bramble and Capa for accent furniture; Momeni, Shalom Brothers and Oriental Weavers for area rugs; Capa for decorative accessories; Old World Designs and The Natural Light for lamps/lighting; Kings Fine Furnishings for wall décor; India's Heritage and Emdee for soft goods. Attends Atlanta International Gift & Home Furnishings Market and High Point Market. Offers design services. Merchandises in rug displays grouped by size. Sales associates seek to ensure customers have great experiences and meet their needs no matter what.

## SAXON-CLARK

Altamonte Springs, Fla. | 2 stores | Estimated 2018 total sales: \$5 million - \$9.9 million | [saxon-clark.com](http://saxon-clark.com)

Home accents specialist, founded in 1996. Home accents accounted for 35% of 2018 total sales; accent furniture, 25%; other furniture, 40%. Major vendors include Interlude Home for accent furniture; Exquisite Rugs for area rugs; Interlude Home, John-Richard and Global Views for decorative accessories; Regina Andrew, Currey & Company and Wildwood for lamps/lighting; John-Richard and Wildwood for wall décor; Eastern Accents and Wildwood for soft goods. Attends High Point Market. Offers design services. Merchandises in vignettes that stay exciting through constant change.







Something Different Gallery

## SOMETHING DIFFERENT GALLERY

**Cleveland, Ohio | 1 store | Estimated 2018 total sales: Less than \$1 million | [somethingdifferentgallery.com](http://somethingdifferentgallery.com)**

Lifestyle and accent store, founded in 1983. Sales per square foot, \$260. Home accents accounted for 30% of 2018 total sales; all other merchandise, 70%. Major vendors include Design Ideas, Two's Company, Global Views and Ganz for decorative accessories; Ganz, Umbra and Global Views for wall décor. Attends Atlanta International Gift & Home Furnishings Market. Customers are greeted warmly and experience five-star customer service throughout their visit, including free gift wrapping.

## SUNNYLAND OUTDOOR FURNITURE

**Dallas | 1 store | Estimated 2018 total sales: \$5 million - \$9.9 million | [sunnylandfurniture.com](http://sunnylandfurniture.com)**

Furniture specialist, founded in 1970. Sales per square foot, \$250. Home accents comprised 5% of 2018 total sales; accent furniture, 5%; other furniture, 90%. Major vendors include Emissary for accent furniture; Treasure Garden, Kaleen, Loloi and Jaipur Living for area rugs; Imax Worldwide Home, HomArt and Kalalou for decorative accessories; Dimond Home for lamps/lighting; Phillips Collection, Global Views, West of the Wind and Uma Home Décor for wall décor; Elaine Smith, Loloi, Brown Jordan and Century for soft goods. Attends Dallas Total Home & Gift Market and Casual Market Chicago. Offers design services. Merchandises in carefully selected vignettes to create an atmosphere of outdoor ambience in a variety of styles, from classic to modern. Employees are trained to provide a better customer experience.

## THE TAILORED HOME

**Greenwich, Conn. | 2 stores | Estimated 2018 total sales: \$1 million - \$2.9 million | [thetailoredhomect.com](http://thetailoredhomect.com)**

Accent furniture store founded in 2014. Sales per square foot, \$300. Home accents accounted for 10% of 2018 total sales; accent furniture, 30%; other furniture, 60%. Major vendors include Sonneman, Corbett, Troy and Hudson Valley for lamps/lighting. Offers design services. Designs and manufactures furniture locally to provide unique designs not found anywhere else. Merchandises in fascinating color combinations that draw the eye. Décor is displayed as if the store were a home.

## TERAMASU

**Pinehurst, N.C. | 1 store | Estimated 2018 total sales: Less than \$1 million | [teramasu.com](http://teramasu.com)**

Home accents and gift store, founded in 2003. Attends Atlanta International Gift & Home Furnishings Market and High Point Market. Merchandises in vignettes.



Urban Southwest

## THE TIN ROOF

**Spokane, Wash. | 2 stores | Estimated 2018 total sales: \$5 million - \$9.9 million | [tinroofurniture.com](http://tinroofurniture.com)**

Furniture and accent store, founded in 1945. Home accents comprised 12% of 2018 total sales; accent furniture, 9%; other furniture, 75%; other merchandise, 4%. Major vendors include Four Hands and Dovetail for accent furniture; Loloi for area rugs; Uttermost and Creative Co-Op for decorative accessories; Uttermost and Stylecraft Home Collection for lamps/lighting; Studio Artique, Leftbank and Four Hands for wall décor. Attends High Point Market and Las Vegas Market. Offers design services. Merchandises in galleries organized by vendor. Seeks to educate, inform and enthrall guests beyond the traditional furniture shopping experience.

## URBAN SOUTHWEST

**Phoenix | 1 store | Estimated 2018 total sales: Less than \$1 million | [urbansouthwest.com](http://urbansouthwest.com)**

Home accents and furniture specialist, founded in 2006. Home accents comprised 50% of 2018 total sales; accent furniture, 50%. Sales per square foot, \$1,000. Key vendors include Jaipur and Uma Home Décor for accent furniture; Park Hill and Creative Co-Op for decorative accessories; Garden Stone for lamps/lighting; LH Imports for wall décor. Attends Atlanta International Gift & Home Furnishings Market and Las Vegas Market. Offers design services. Purchases local salvaged items and repairs lamps and furniture. Hosts art shows for emerging artists.

## VERDE HOME

**Atlanta | 1 store | Estimated 2018 total sales: \$1 million - \$2.9 million | [verdehomeinc.com](http://verdehomeinc.com)**

Accent furniture specialist, founded in 2006. Home accents comprised 10% of 2018 total sales; accent furniture, 40%; other furniture, 10%; other merchandise, 40%. Key vendors include American Leather, Selamat and Copeland Furniture for accent furniture; Verde Home, Tamarian and Jaipur Living for area rugs; Global Views for decorative accessories; Selamat and Global Views for lamps/lighting; Avasa for soft goods. Attends Atlanta International Gift & Home Furnishings Market and High Point Market. Offers design services. Merchandises by season in a curated showroom. Offers a credit on custom rug samples if customers buy the rug.

## VILLAGE INTERIORS

**Bend, Ore. | 1 store | Estimated 2018 total sales: \$1 million | [villageinteriordesign.com](http://villageinteriordesign.com)**

Home accents and furniture specialist, founded in 1981. Home accents accounted for 70% of 2018 total sales; accent furniture, 20%; other furniture, 10%. Key vendors include Matthews & Company for accent furniture; Capel for area rugs; Pomeroy for decorative accessories; Uttermost for lamps/lighting. Attends Las Vegas Market. Offers design services. Carries a diverse merchandise lineup in a variety of styles and highlights must-have pieces to customers.

## METHODOLOGY

Home Accents Today's exclusive report, Retail Stars, presents 55 independent home accents retailers that are significant players in their respective markets. This list is by no means comprehensive, and it does not rank companies. Many more than the 55 stores listed here are strong retailers within their communities. All sales figures and ranges are Home Accents Today estimates and are for total store sales. Estimates are for the calendar year 2018. Home Accents Today compiled this report by surveying independent retailers, researching business newspaper archives and speaking with industry vendors.