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"The residential flooring market has grown thanks to a strong housing market and product innovations in function and design. Challenges are greatest for carpeting, which faces stiff competition from innovative, easy to maintain hard surfaces."

- Olivia Guinaugh, Home & Personal Care Analyst

# This report looks at the following areas:

- Carpeting loses share to hard surfaces
- Aging population dampens demand

While growth opportunities lie with ongoing outreach to younger consumers, parents, and Hispanics, challenges lie in creating effective omnichannel marketing strategies and orienting overwhelmed shoppers in a crowded, highly competitive market.

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**DID YOU KNOW?** 

This report is part of a series of reports, produced to provide you with a more holistic view of this market



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## Steady growth forecast for \$25.5 billion flooring market

Figure 8: Total US sales\* and fan chart forecast of residential flooring, at current prices, 2012-22

Figure 9: Total US sales\* and forecast residential flooring, at current prices, 2012-22

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In hard surfaces, LVT/LVP propel growth

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New materials offer top performance and propel growth

Innovations in other hard surfaces help them hold their ground

Carpeting struggles, though there are some bright spots

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Innovations in other hard surfaces help them hold their ground

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Innovations in click technologies ease installation

Hardwoods offer unique looks and high-end designs

Engineered flooring adds waterproofing to the mix

Ceramic benefits from printing technology, but labor shortages may dampen sales

# What's Struggling?

Carpeting struggles, especially in mid-range offerings

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Buying cooperatives help independent flooring stores compete

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Home improvement stores are leading retail channel

Replacing old flooring is key driver with diverse secondary motivations

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Abbreviations

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