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"Outdoor spaces are perceived as places of relaxation for most adults. Although outdoor décor is influenced by DIY culture and personalization, most consumers seek functionality over style or flair. The market continues to grow as advancements in comfort and durability keep outdoor improvements in the peripheral view of most adults all year."

- John Poelking - Leisure & Media Analyst

This report looks at the following areas:

- Shrinking space outdoors
- Casual attitude can discourage active engagement

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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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Outdoor spend may be limited

Expanding outdoor opportunities

#### Market Size

#### Patio and outdoor furniture reaches \$4.7 billion

Figure 8: Total US sales of patio and outdoor furniture, at current prices, 2013-17

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Accessory units on property

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Keep it casual...

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One foot in the future, one in the past

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Experts giving ideas

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Keep it casual

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Improving gardens with compost

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High maintenance makes some elements difficult

**What's Next?** 



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Further blurring of indoor and outdoor

Space for outdoor entertaining

Push for farmhouse aesthetic

Smart tech heading outside

Sustainable actions stepping up

#### The Consumer - What You Need to Know

Outdoors dominated by lawns

Establishing a gathering place

Not much needed to enjoy the outdoors

Value, comfort convince potential buyers

In-person experience still important to outdoor shoppers

Improvement is a regular desire

Keep the fun going all year

Lines blurred between inside and outside

Using the outdoors as an escape

Segmenting adults with outdoor spaces reveals opportunities

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Key opportunity

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Key opportunity

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Demographics



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Characteristics

Opportunities

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Abbreviations

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