

CHECK BREAKDOWN:**TREND CHECKS****INDUSTRY BACKDROP**

The percentage of respondents who note that they have moved in the past six months and the share who have renovated/remodeled their home in the last six months both held relatively flat from last quarter.

RECENT FURNITURE PURCHASES:

The percentage who note that they purchased furniture in the past three months is tracking ~flat q/q (current readings at near series highs).

EXPECTED FURNITURE PURCHASES:

The share who expect to make a furniture purchase in the next three months increased q/q (at series highs).

ONLINE FURNITURE PURCHASES:

Consumers continue to prefer in-store purchases. However, online's share of total purchases has grown over time.

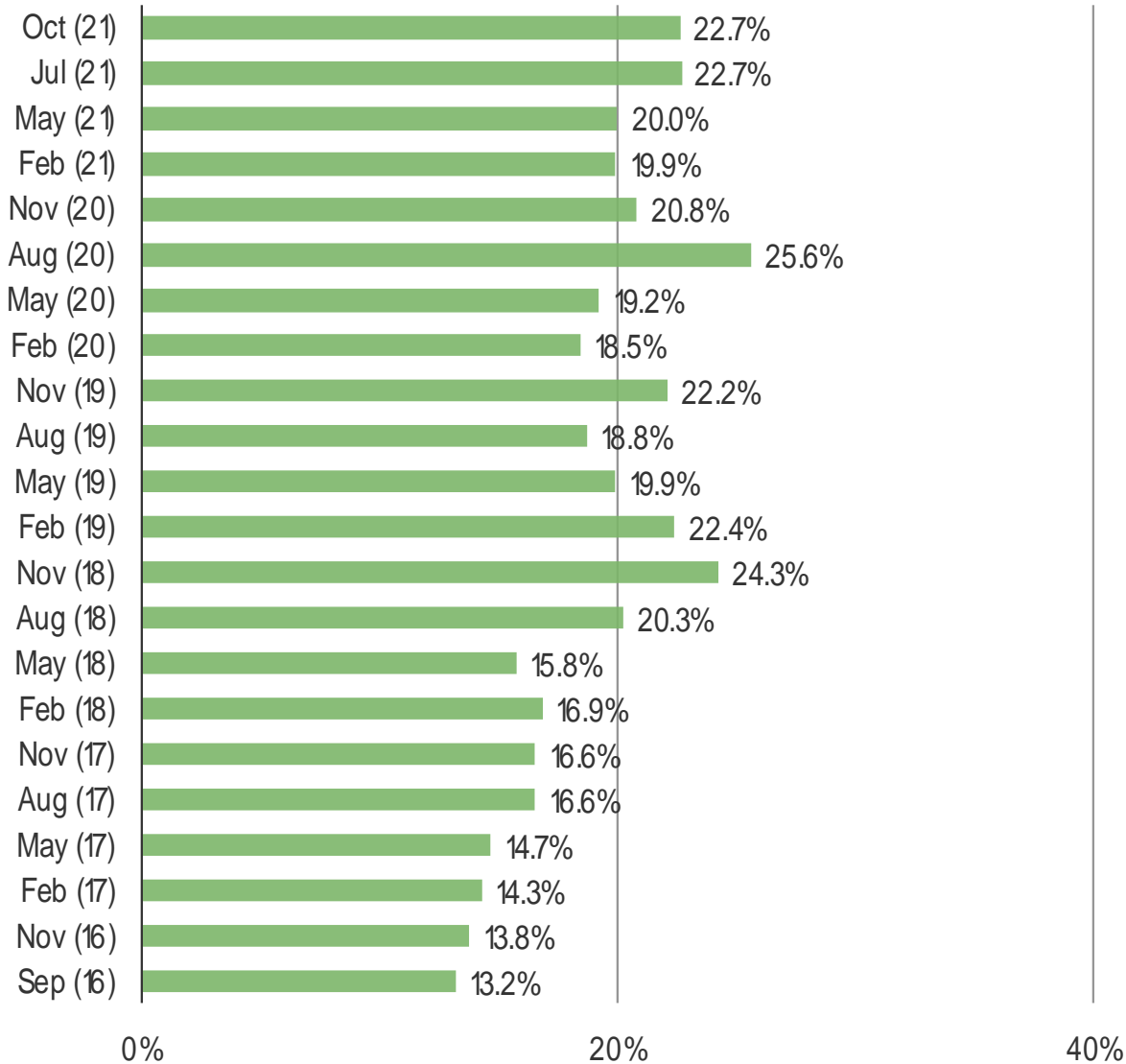
RH:

Consumer opinions of RH improved sequentially q/q and are overall positive.

INDUSTRY TRENDS

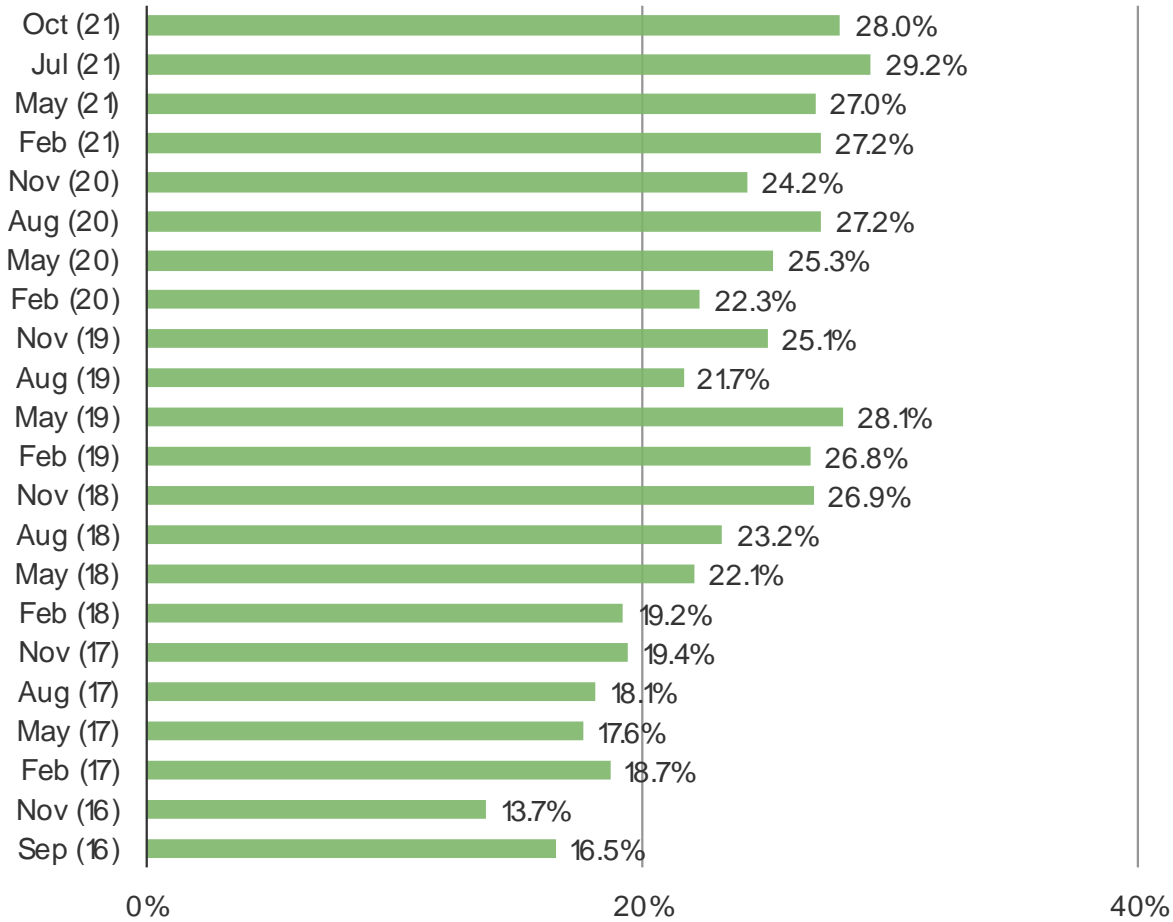
HAS MOVED IN THE PAST SIX MONTHS

Posed to all respondents



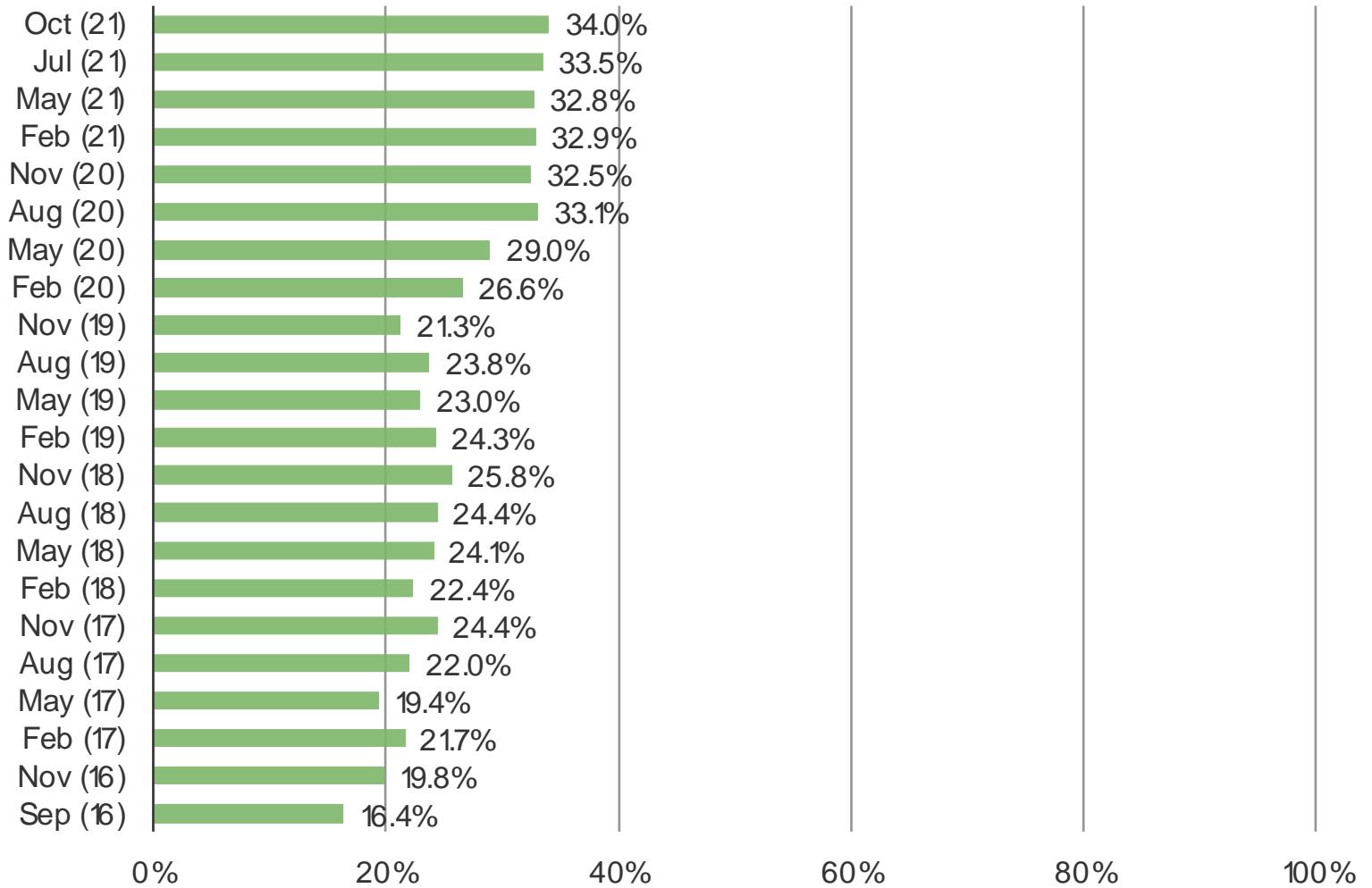
PLANS TO MOVE IN NEXT FEW MONTHS

Posed to all respondents



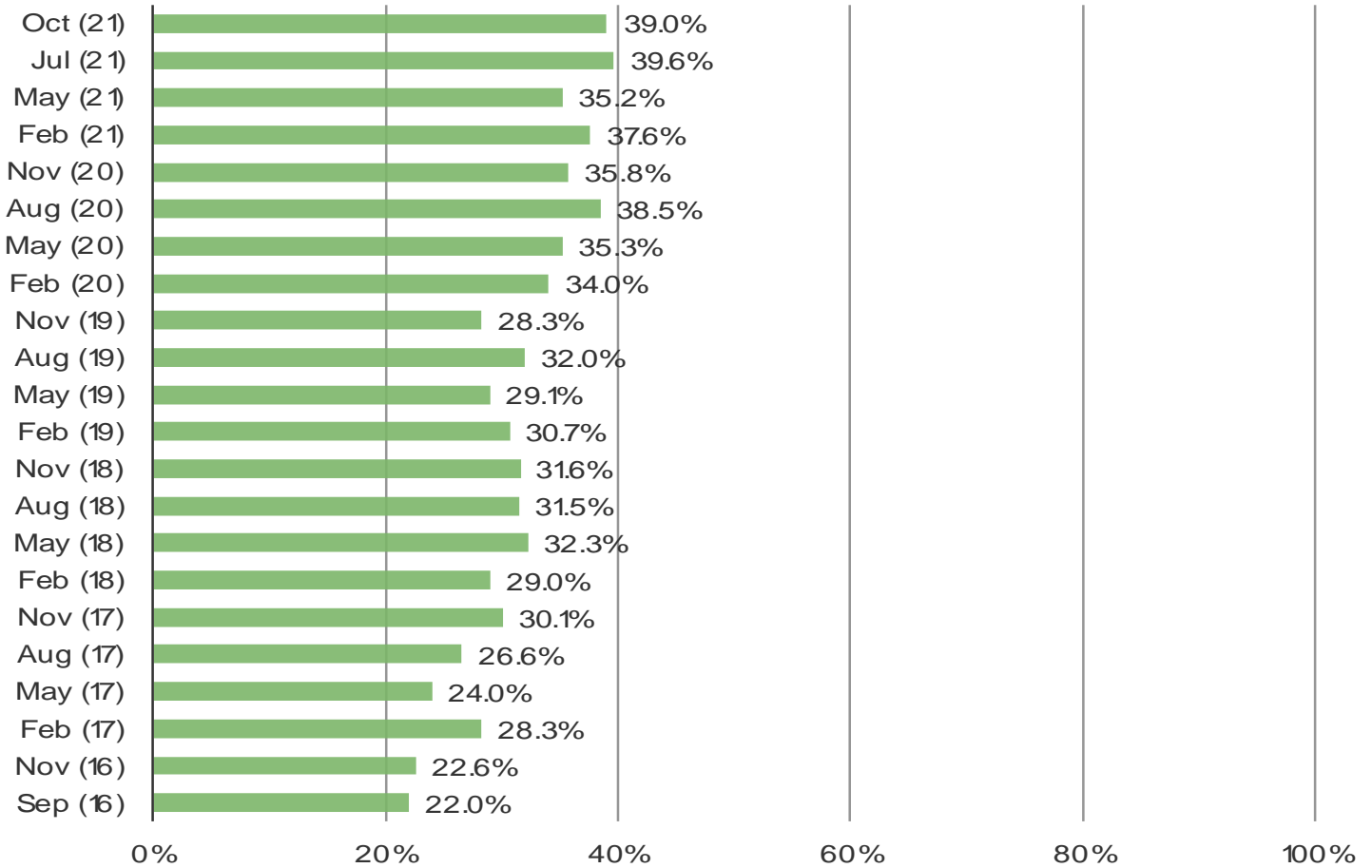
RENOVATED OR REMODELED HOME IN PAST SIX MONTHS

Posed to all respondents



PLANS TO RENOVATE OR REMODEL IN NEXT FEW MONTHS

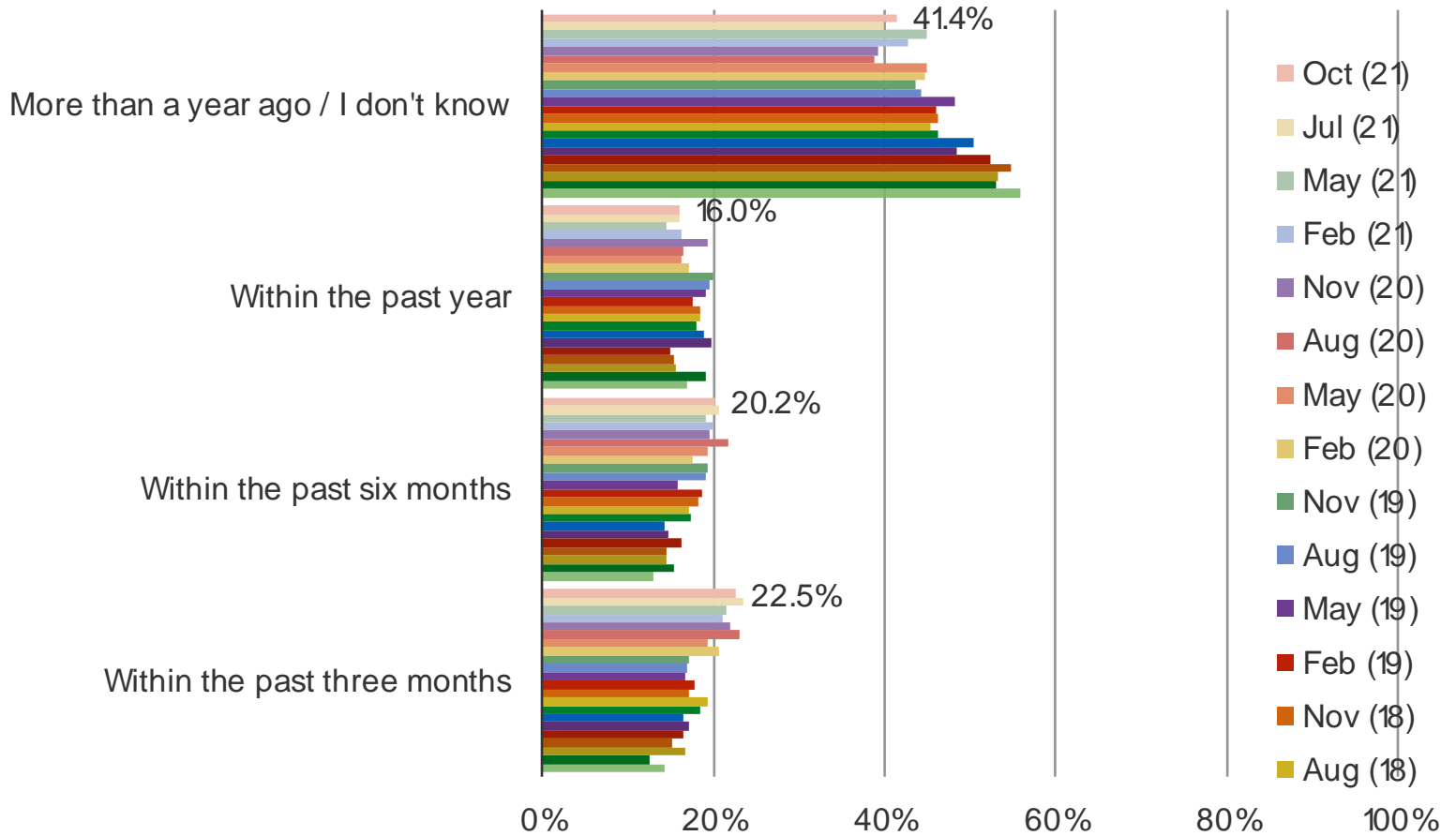
Posed to all respondents



FURNITURE PURCHASES

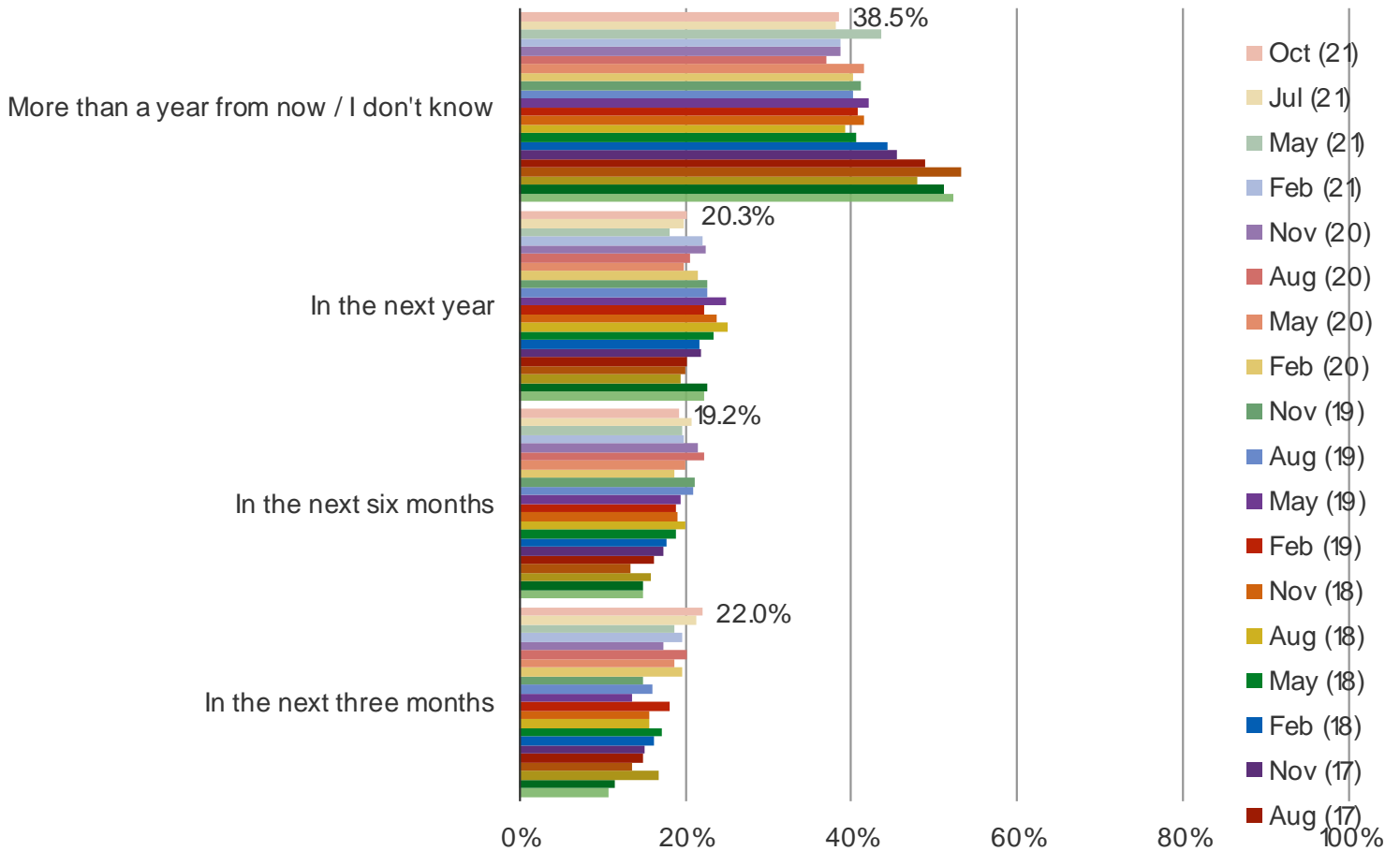
LAST TIME PURCHASING FURNITURE FOR HOME

Posed to all respondents



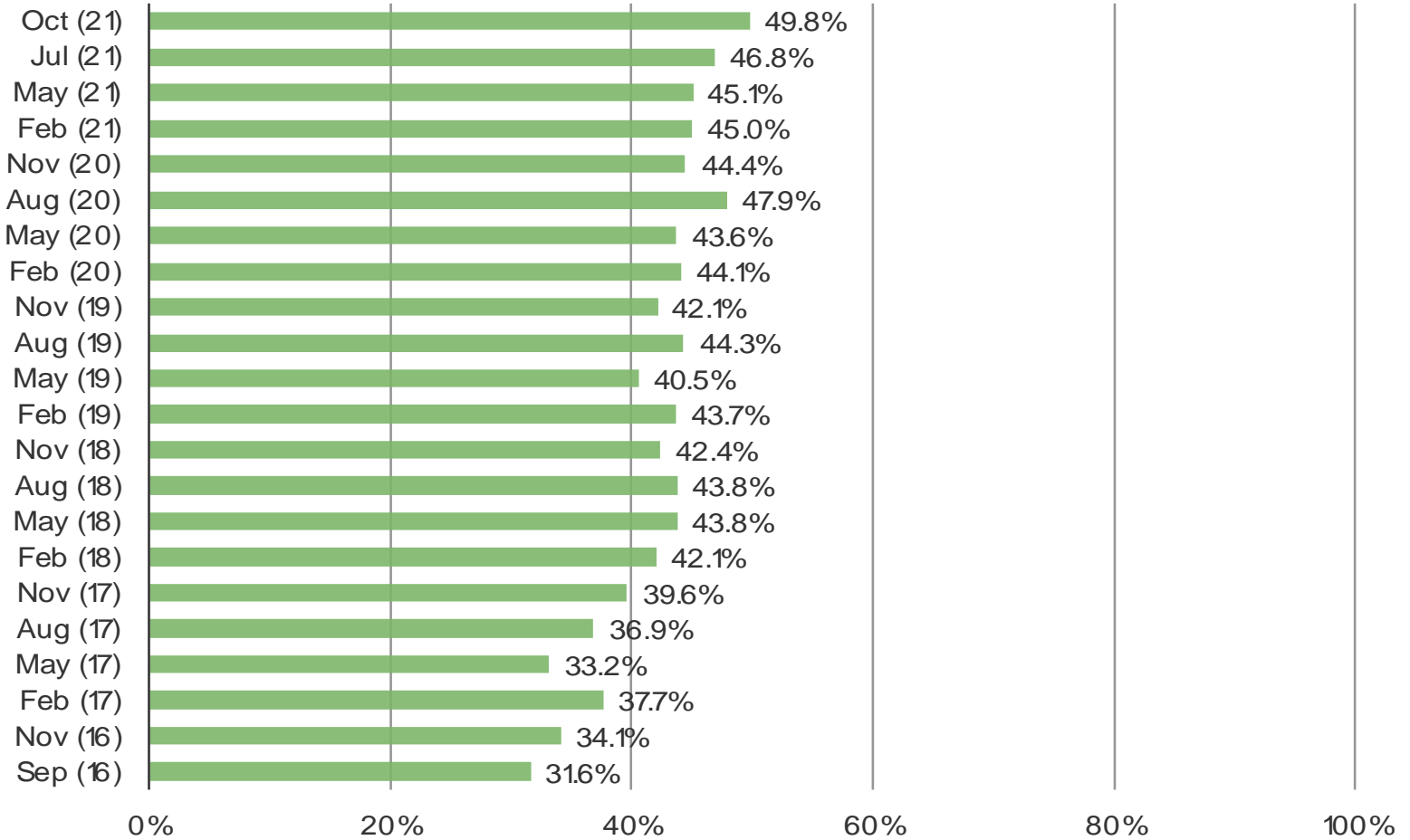
WHEN THEY EXPECT TO BUY FURNITURE FOR THEIR HOME

Posed to all respondents



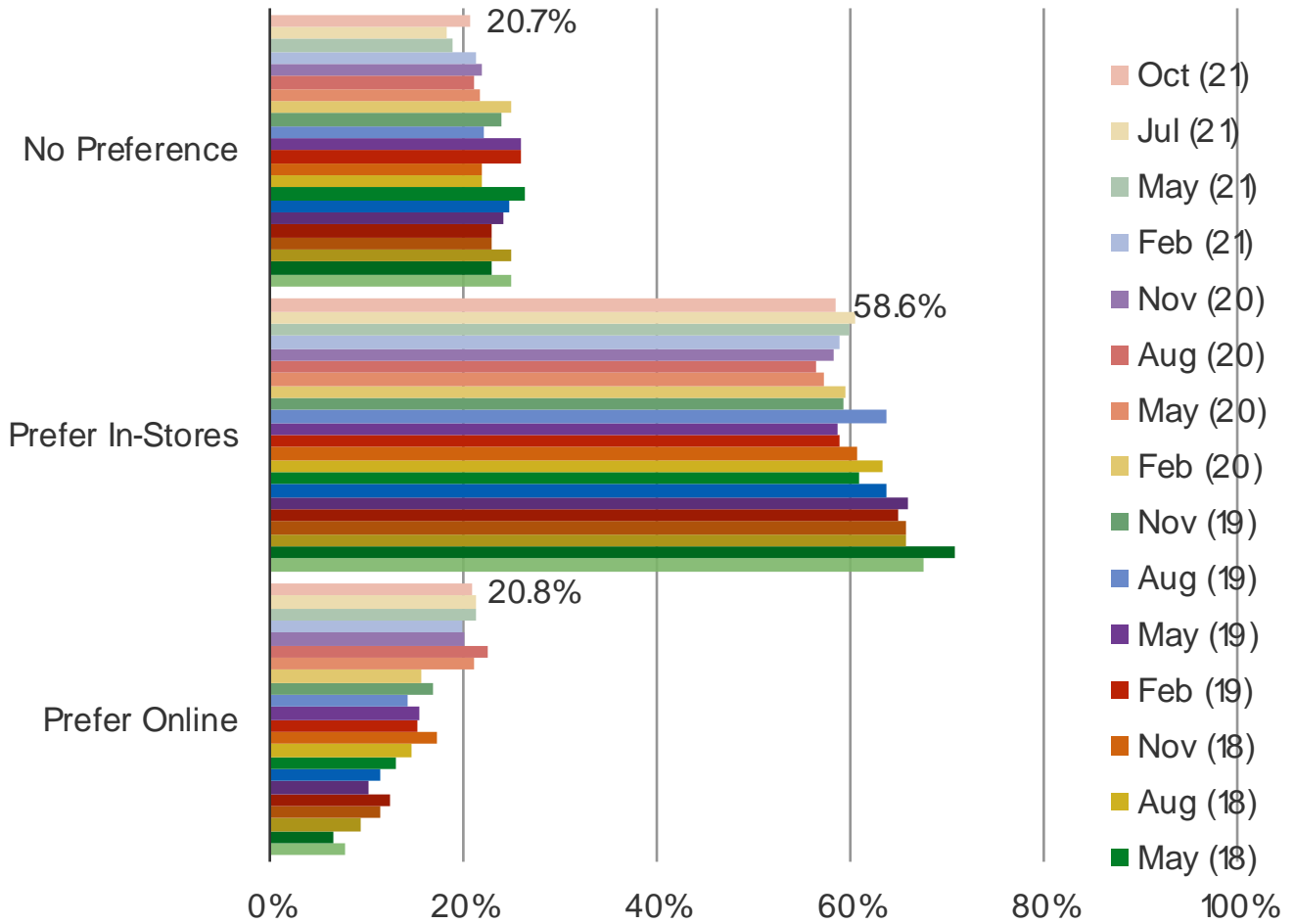
ARE YOU CURRENTLY IN THE PROCESS OF LOOKING TO BUY FURNITURE?

Posed to all respondents



WHERE DO YOU PREFER TO BUY FURNITURE?

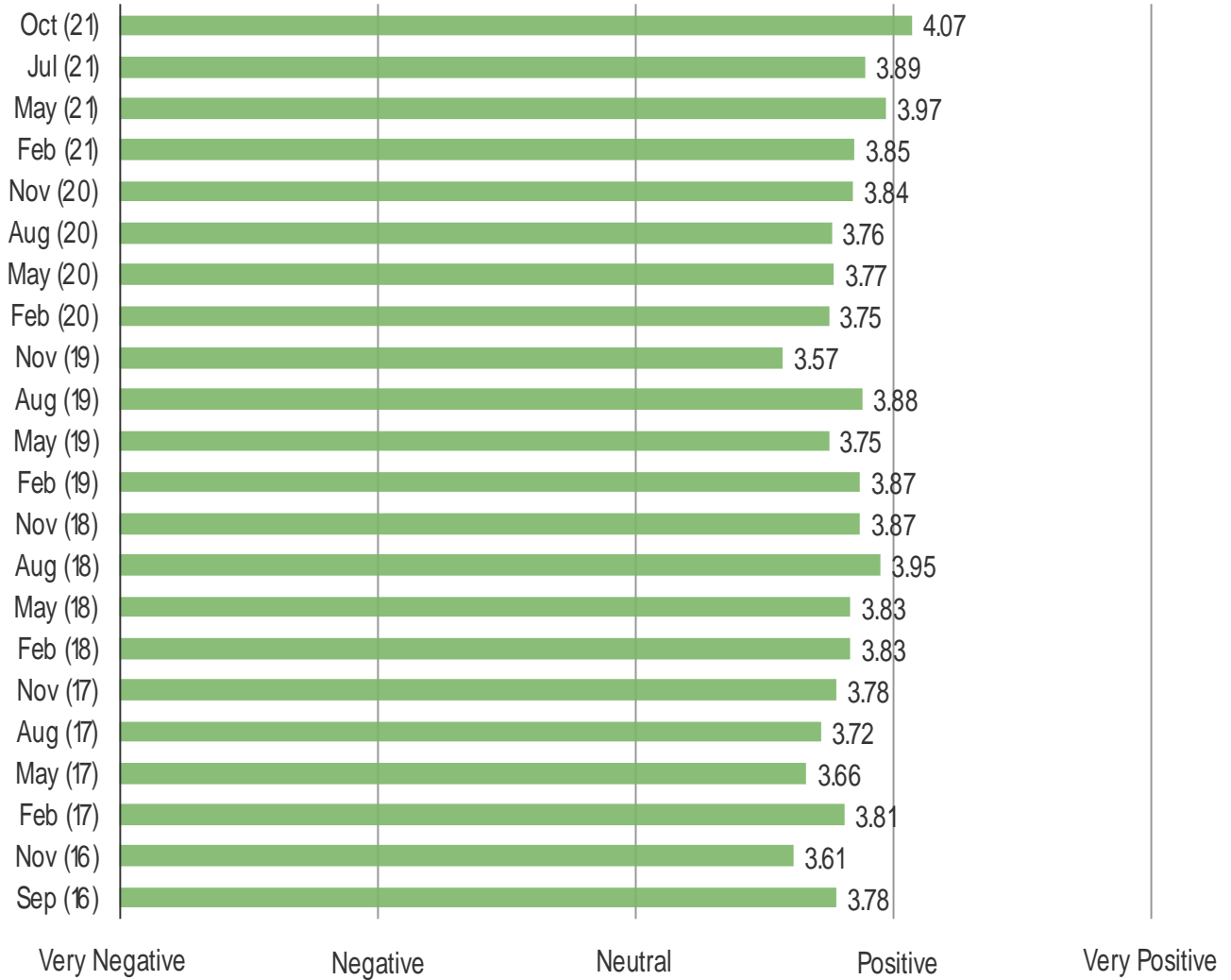
Posed to all respondents



RESTORATION HARDWARE

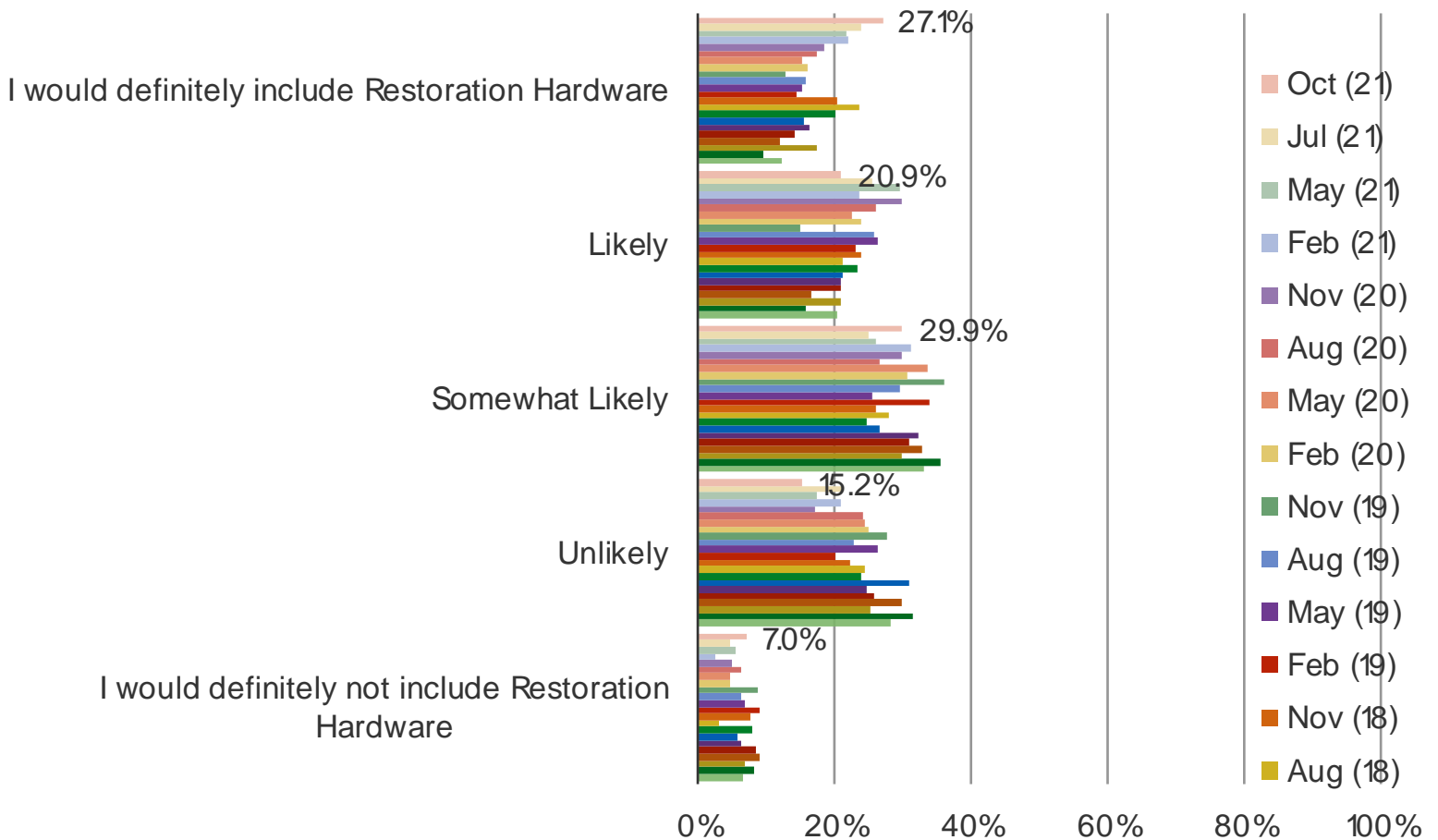
OPINION OF RESTORATION HARDWARE

Posed to all respondents who are aware of Restoration Hardware



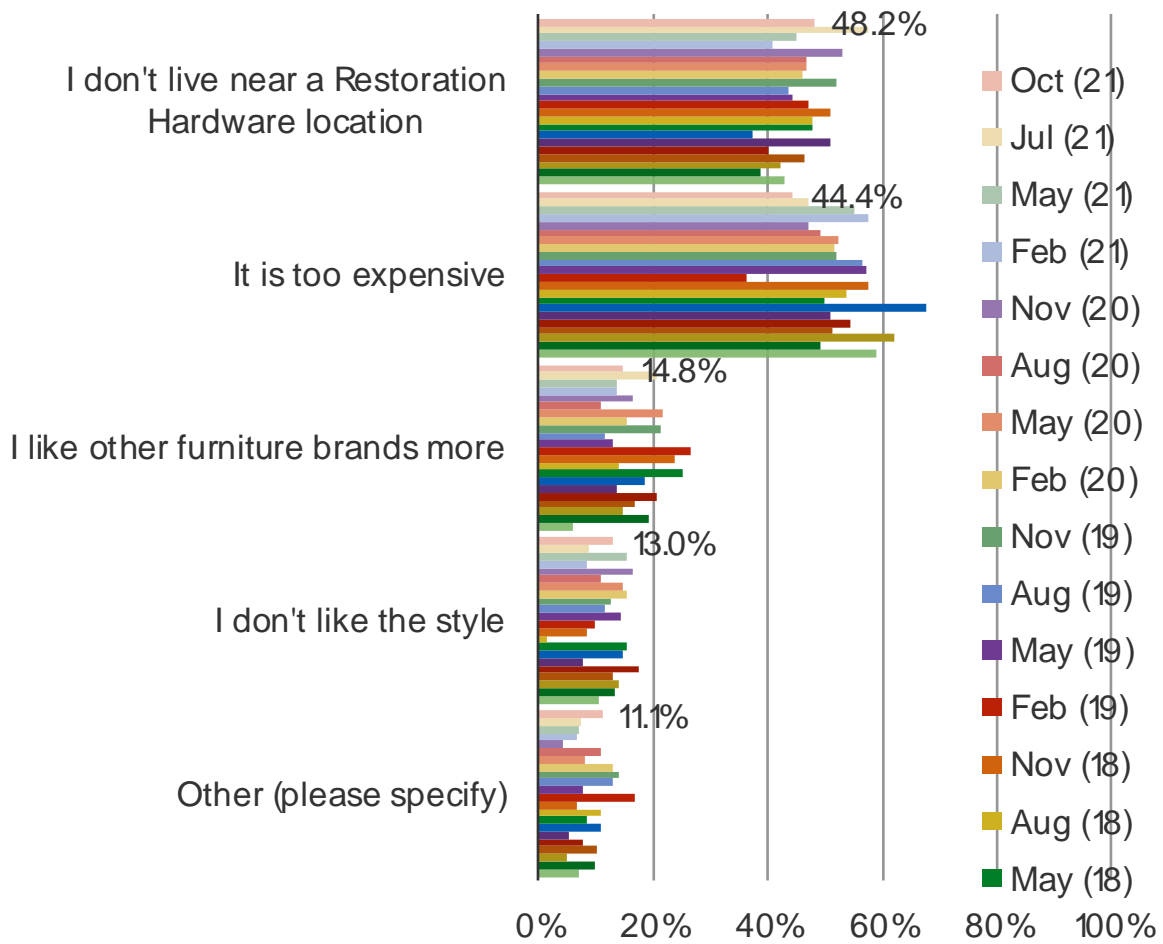
IF YOU WERE BUYING FURNITURE TODAY, HOW LIKELY WOULD YOU BE TO INCLUDE RESTORATION HARDWARE IN YOUR SEARCH?

Posed to all respondents who are aware of Restoration Hardware



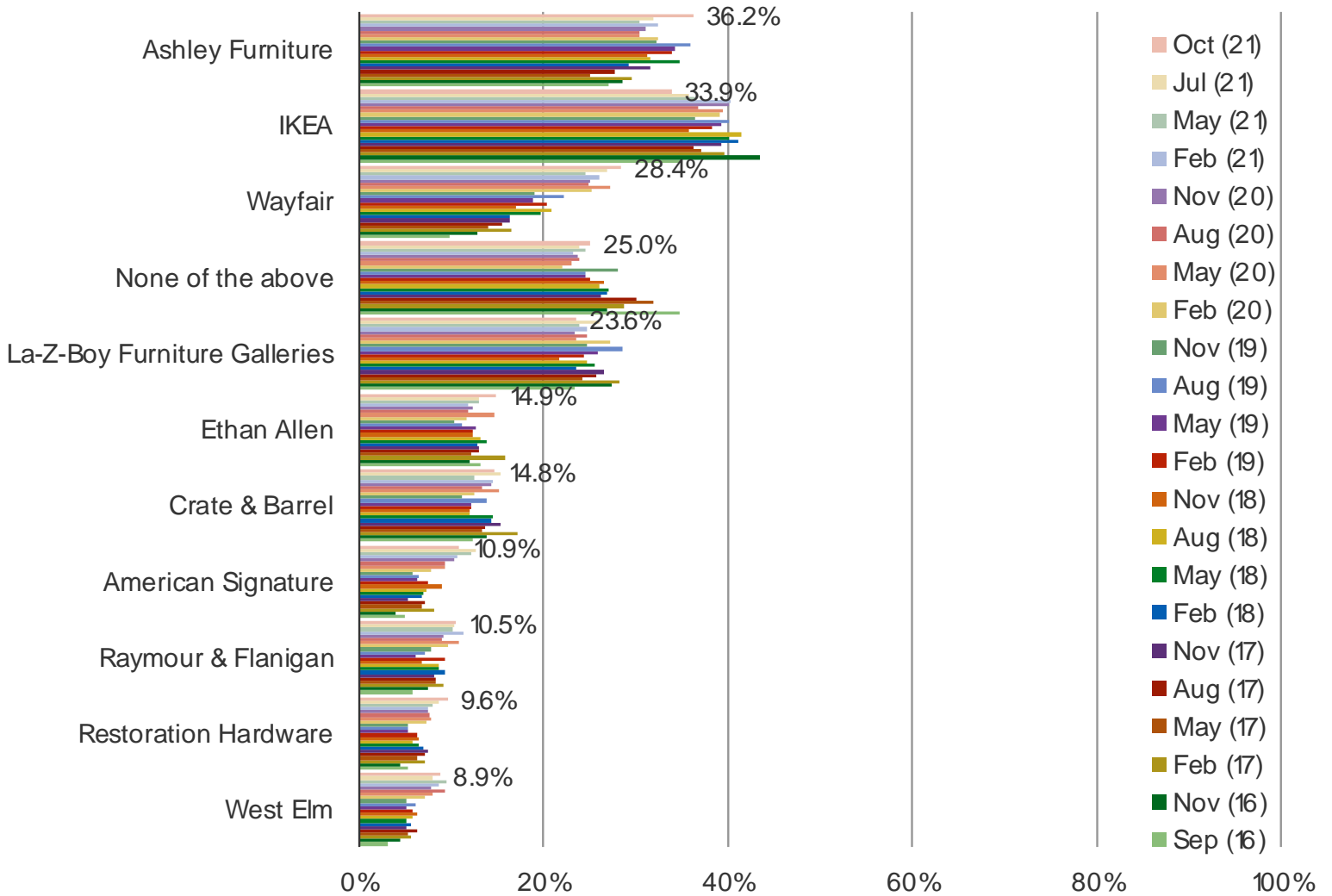
WHY WOULD YOU NOT INCLUDE RESTORATION HARDWARE?

Posed to all respondents who are aware of Restoration Hardware but would not include Restoration Hardware in their furniture search



WHICH OF THE FOLLOWING DO YOU OWN FURNITURE FROM?

Posed to all respondents



WHEN THEY MOST RECENTLY PURCHASED ITEMS FROM RESTORATION HARDWARE

Posed to respondents who own item(s) from Restoration Hardware. Please note the n for this question ranges from 65-120 respondents, so survey error range may be higher for the chart below.

