

Room sets



Photo: Samuel Lawrence

Snapshot

Highest priced unit:	\$1,915
Average priced unit:	\$1,409
Lowest priced unit:	\$1,160

Pricing Trends

2008-2009: Flat to +3%

2009-2010: Flat to +5%

2010-2011: +3% to +4%

Typical delivery time: Around 6 weeks

Typical delivery charges: 10% to 15% of costs

Average life span of product: 10 years

Standard warranty: 10 years

Extended warranty: Some parts, such as gliders on drawers, may have lifetime warranty

Average maintenance cost per year:
Cleaning, may need to replace minor parts

(Figures cited are averages of all respondents' answers. Actual pricing will vary due to volume, bundling and other factors of a purchase.)

Source: CSelect, Invacare Continuing Care Group, RLPS Architects, Samuel Lawrence

FROM THE FRONT LINES:

"We are doing a major renovation. We wanted the furniture in the room to match. We went for a traditional, classic look — what's modern today may look dated later. Handles were a big deal, so we went with easier-to-grab handles that were also easier to see."

Scott Allen, Administrator, Palm Gardens at Tampa, Tampa, FL

Buyer Notes

- The cost of a room set varies, but one major purchase item is a wardrobe or armoire. Some facilities are opting to build those into a room rather than purchase a standalone piece of furniture. Almost all rooms would be expected to have a bedside table and dresser.
- Providers often prefer durable furniture, generally in a traditional, Shaker-style look, with rounded edges and handles versus knobs. While practicality trumps style, there is usually a desire for something that still looks fashionable.
- Check to see how heavy a piece of furniture is. It should be lightweight enough so it can be moved to clean but heavy enough so that it won't easily topple.
- Ask if the furniture has laminate protection, like thermofoil, that will help protect it from wear and tear.

**For a list of vendors go to the:
FURNISHINGS & FURNITURE section, pages 89-93**