

Room sets



Snapshot

Highest priced unit:	\$2,225
Average priced unit:	\$1,790
Lowest priced unit:	\$1,388

Pricing Trends

2012-2013: +4%
2013-2014: +4%
2014-2015: +2%

Typical delivery time: Around a month

Typical delivery charges: 10% to 15% of costs

Average life span of product: 9 years

Standard warranty: 6 years

Extended warranty: 10 years

Average maintenance cost per year:
Depends on use, but cleaning and occasionally handles or casters

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

Sources: Basic American Medical Products, Community Living Solutions, Direct Supply Aptura, Howard Miller, Kwalu, Medline

FROM THE FRONT LINES:

"When we ordered nightstands recently, they were in shrink wrap and didn't come in cardboard. A few came cracked. It wasn't a problem to replace them, but still ... We had three samples and chose one that was middle-of-the road."

John Austin, Administrator, Sugar Creek Rest, Worthington, PA

Buyer Notes

- Darker colors have become more popular than red tones in many areas, with cocoa being a favorite choice.
- Neutral colors are the preference for those who are choosing items that will need to be replaced.
- Cleaner lines represent a more residential look, and providers continue to create rooms that are high in style.
- One provider advises paying for the lift gate in order to make delivery easier, but adds that some features, such as gliders, aren't always necessary.
- Experts advise asking whether the materials are reusable or recyclable, and examining the correlation between quality and warranty levels.

**For a list of vendors go to the:
FURNISHINGS & FURNITURE section,
pages 97-100**