



**9-12 March 2018**  
**KLCC • KUALA LUMPUR, MALAYSIA**

**MEDIA PUBLICATION**

**USA**

# Furniture Today

Furniture Today  
**LEADERSHIP**  
 CONFERENCE  
 Lake Buena Vista, Fla. - Nov. 28-30

Business Intelligence for the Furniture Industry FurnitureToday.com October 14-29, 2017 | v42 i7

**New at market** 81 A category-by-category listing of this fall's product intros

**LTO finance** 150 Tertiary programs add viable 3rd-party choice

**Cover Story**

## Building boom

*High Point showroom construction, acquisitions match pace of 1990s*



**UNITERS**  
 IHFC Building D1030

**Inside This Issue**

**Luxury Living**  
 High-end manufacturers of both case goods and upholstery are seeking to captivate consumers with a casual design aesthetic and a sense of livable luxury that works in every room of the house. 67

An Insider's View ..... 24

High Point Market new, relocated, expanded showrooms ..... 34

People Today ..... 52

High Point Market product introductions ..... 81

High Point Market educational seminars ..... 156

Kids Today ..... 175

Bedding Today ..... 185

Staff ..... 189

Classifieds ..... 190

**Inside:**

Blackstone's IMC deal tops list of High Point investments ..... 10

Market in growth mode: What's next? ..... 16

Key tenants making major moves, expansions ..... 18

HPMA smooths market logistics for visitors ..... 18

Retailers say new spaces, buildings worth the extra effort ..... 20

Centers of High Point grows to 5 buildings, 60+ tenants ..... 28

High Point investments bode well for long-term prospects ..... 30

By Thomas Russell  
 Senior Editor  
 @trussell11065

**HIGH POINT** — Downtown High Point is seeing a boost in investment from both within and outside the industry as companies purchase and expand prime real estate in the core market district.

The most obvious example of this was the recently completed purchase of some 12.2 million square feet of showroom properties in High Point and Las Vegas by Blackstone and Fireside Investments. This deal includes about 6.5 million square feet of showroom space in High Point,

including the International Home Furnishings Center, Showplace, Market Square and Plaza Suites, among other buildings.

At an estimated \$1.45 billion, this is by far the largest real estate deal since International Market Centers was created in 2011 as part of a \$1 billion investment in High Point and Las Vegas showrooms by Bain Capital Private Equity L.P. and funds managed by Oaktree Capital Management L.P.

There is also talk of building a baseball stadium downtown, which, along with other proposed public attractions, would generate

**Beautyrest**

**EQUIPMENT**  
 FOR HIGH-PERFORMANCE  
**SLEEP**

CONTACT YOUR BEAUTYREST SALES REPRESENTATIVE TO LEARN MORE

©2017 Simmons Bedding Company. All rights reserved.

**9-12 MARCH 2018** | **KLCC KUALA LUMPUR CONVENTION CENTRE MALAYSIA**



**COMPLIMENTARY BUYERS' HOTEL STAY** (\*T&C applies)

**FINE FURNITURE WORLD MARKET**

+603-6270 9332 info@efc.my

