

Market Insights & Trends

Are there any emerging trends or popular styles in workplace or education furniture that dealers should be aware of?

Emerging trends in workplace and education furniture for 2025 are centred around flexibility, comfort, and sustainability. Modular and reconfigurable pieces are in demand, allowing spaces to adapt quickly to hybrid working or varied classroom activities. Ergonomics remains a priority, with increased focus on posture, movement, and wellbeing through better seating and sit-stand options. There's also growing interest in natural materials and eco-friendly finishes, reflecting clients' sustainability goals. Calming, biophilic design and café-style breakout spaces are gaining popularity too, offering a more relaxed, collaborative feel. Dealers who highlight these themes in their proposals are more likely to capture attention and win business.

How is hybrid working impacting furniture demand, and what opportunities does this create?

Hybrid working has shifted furniture demand towards more flexible, space-efficient, and multi-purpose solutions. Businesses are rethinking traditional layouts, moving away from rows of fixed desks towards hot-desking, touchdown points, acoustic pods, and collaborative breakout areas. There's also a growing need for high-quality ergonomic seating at home, especially in senior roles. For dealers, this creates opportunities to supply both workplace and home setups, offer modular ranges that adapt over time, and position themselves as partners in creating spaces that support productivity, wellbeing, and change. It's not just about selling furniture; it's about helping clients rethink how their people use space.

What's your outlook on growth areas in the UK furniture market over the next 1–2 years?

Over the next 1–2 years, the UK office furniture market is expected to see steady growth, driven by continued demand for flexible, ergonomic, and sustainable solutions. Hybrid working is shaping investment in modular desking, breakout areas, and sit-stand workstations, while sectors like education, healthcare, and contract furniture are showing strong potential, particularly where reconfigurable layouts and comfort are key. There's also a clear shift towards higher-quality, eco-conscious products as businesses look to align their spaces with sustainability goals. For dealers, this creates real opportunities to add value through tailored proposals, premium ranges, and project-based support.