

// Salience.

# Sofa Retailers

Salience Index 2025



12 Month Report

This **Sofa Retailers Report** was put together by a small team of humans at Salience, using a whole host of tools, software and weeks of our time; What makes it into the report is the tip of the iceberg.

Want to go beyond the data within?  
Speak to our team, any time, through our site or social pages.



# Editor's

2025 is here!

This year, thanks to AI, we're certain that nothing is certain.

We're already seeing marketing teams lean in even more on AI tools and software, and we're expecting higher levels of market volatility as a result. The unprecedented scope we now have to market better and faster through ever-expanding tools, particularly for lean teams, means that competition will rise, culminating in a more diverse share of voice within industries.

Yet, some marketing challenges remain from last year: the need to reduce reliance on paid channels, a renewed focus on brand performance, and better coordination between individual channels.

How will you keep tabs on the industry movements? That's where our report comes in.

The report serves to remove the blinkers on who you see as competition and, looking at all serious players in your space, give an unbiased view on organic, social & brand performance within your sector.

In addition, underperformance in any of the eleven key performance indicators provides direction on how to level up your digital performance as the year goes on.

Our next report on your industry will be in six months' time, but if you can't wait until then, get in touch any time for an assessment of the market and how you're doing

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# Note

**We are search marketers with an edge. From data-fuelled content marketers to business and data analysts, UX designers and technical gurus, we have the skills and know-how to grow your brand in whichever direction it needs. From new site builds to market leading search campaigns, we're the go-to agency for household names, challenger brands and ambitious start-ups.**

Starting in Chester as an SEO & PPC agency, we've expanded our skills and team exponentially over the last 13 years to ensure our clients' digital activities are in peak condition, from analytics to content marketing, we have the skills in-house to give your brand the competitive edge required to compete in today's digital world.



You can assess  
the overall  
success of a site  
based off of **11**  
key metrics...



# Our



Technical SEO



Content Marketing



Digital PR



Paid Media



Copywriting



Analytics



Design



User Experience CRO

# Services

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# 0.63%

**Of Google  
Searchers Click  
On Results From  
The Second  
Page..**

\* Source: <https://keyword.com/blog/how-to-climb-from-page-2-to-page-1-on-serps/#:~:text=Yip%2C%20we're%20all%20in,what%20they%20are%20looking%20for>.

# Traffic Score Year on Year

## What is Organic Traffic Score in Ahrefs and how do they calculate it?

“This number is an estimation of how much organic search traffic your target website, subfolder or URL gets each month.”

So, to be clear, we haven't somehow gotten into your analytics account. We use this score as an indicator of overall website growth or decline. When placing your score in contrast to the wider market, you can pinpoint an all encompassing ranking of organic traffic scores.

We know these aren't accurate representations of traffic seen in Google Analytics, however, these are accurate metrics relatively across domains.

## How it's calculated:



Ahrefs find all the keywords for which your target ranks in the top 100 organic search results.



They estimate the search traffic your target gets from each of those keywords based on its ranking position, monthly search volume and our estimated CTR for that position.



They sum up the traffic estimations of each keyword

# Traffic Score Findings

## Top 5 winners

01



02



03



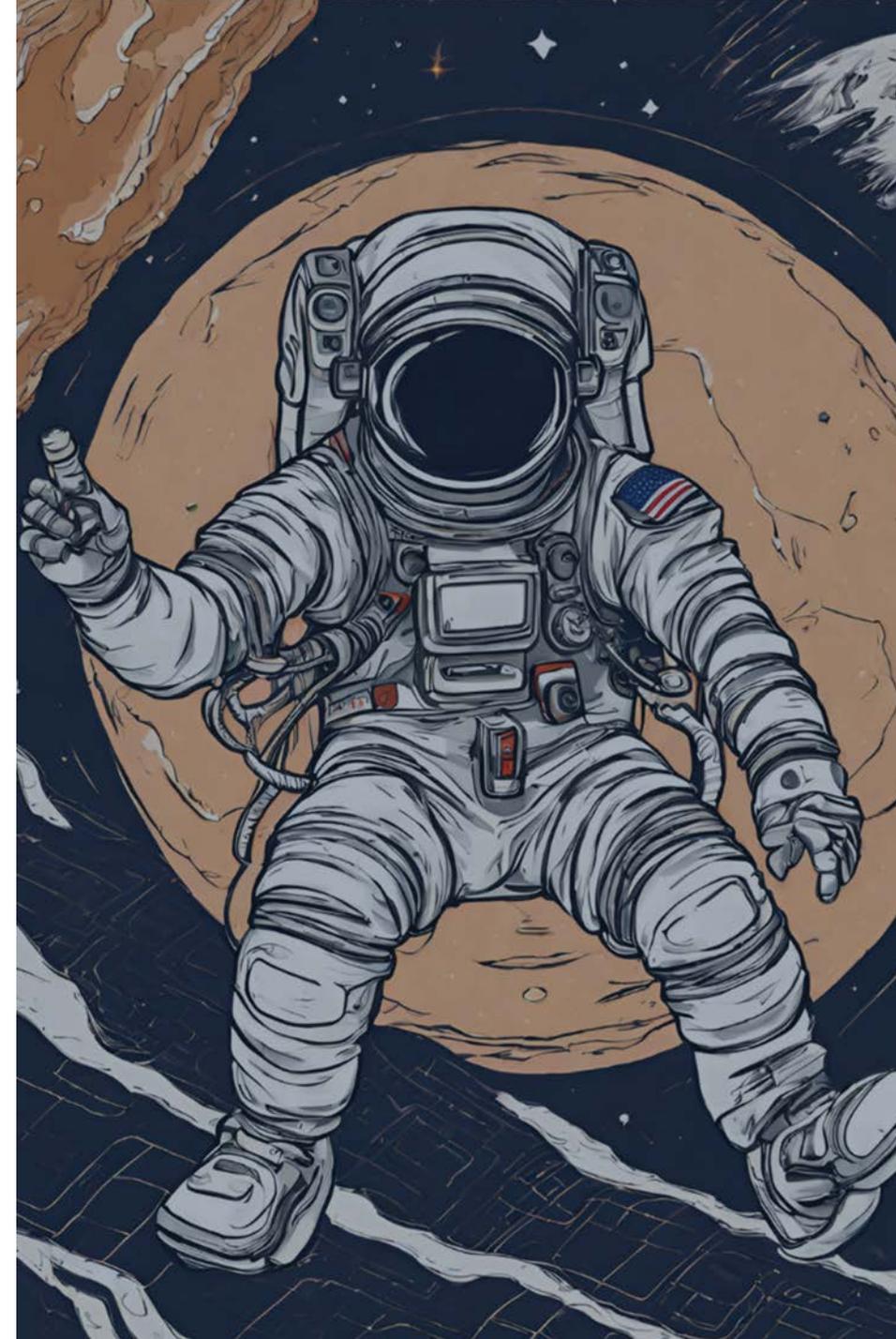
04



05



These brands are the ones to watch. They're on the rise with the biggest growth in the market. Whatever they're doing, search engines are loving it and you'll want to work out what that is and emulate their strategies, fast.



# Top 5 Losses

01 **FURNITURE  
AND CHOICE**

02 Sofabed.co.uk

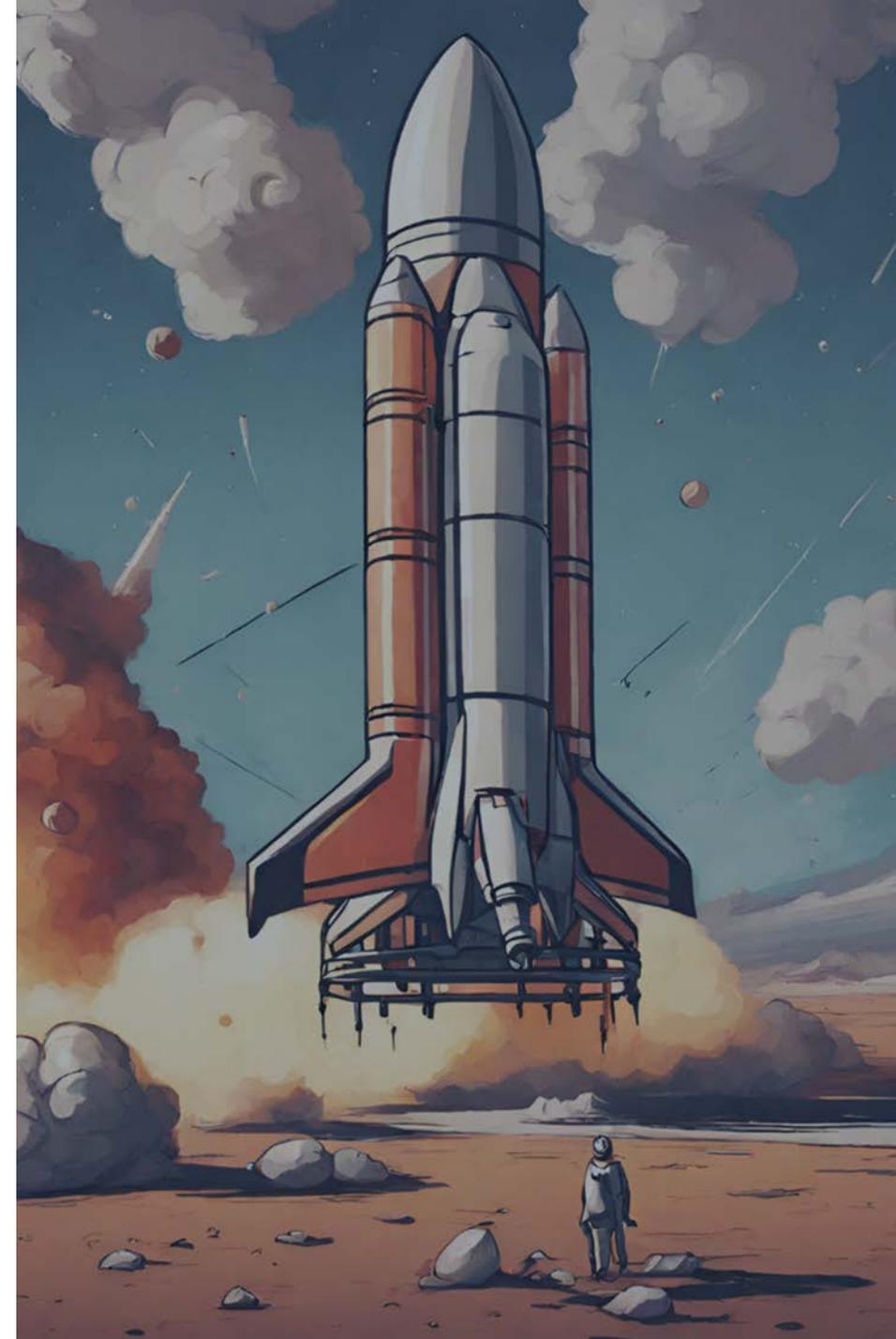
03 **swyft**

04 **d a k o**  
FURNITURE

05 **Quatropi**  
Home & Garden Furniture



On the opposite end of the spectrum, these brands have had the biggest traffic score drops. They're likely to have been punished by a search algorithm update or have let things slide over the course of the year. Either way, learn from their mistakes.



# Traffic Scores.

Site	Overall Rank	YoY Change	Visibility Mar 2025	Visibility Mar 2024	YoY Change	Compared to Market
furniturevillage.co.uk	1	-	715,672	510,521	+40%	+15%
dfs.co.uk	2	-	547,670	382,293	+43%	+18%
oakfurnitureland.co.uk	3	-	392,213	346,847	+13%	-12%
sofology.co.uk	4	+1	335,272	171,620	+95%	+70%
scs.co.uk	5	-1	297,262	248,337	+20%	-5%
barkerandstonehouse.co.uk	6	+1	145,513	110,695	+31%	+6%
sofaclub.co.uk	7	+1	116,724	108,884	+7%	-18%
loaf.com	8	+4	103,874	59,905	+73%	+48%
heals.com	9	+2	90,265	69,471	+30%	+5%
swooneditions.com	10	-1	86,795	87,706	-1%	-26%
cultfurniture.com	11	-1	78,862	76,204	+3%	-22%
furniturechoice.co.uk	12	-6	76,464	134,100	-43%	-68%
roselandfurniture.com	13	+2	53,058	47,862	+11%	-14%
sofa.com	14	-1	52,602	58,727	-10%	-35%
stunningchairs.co.uk	15	+15	44,072	17,087	+158%	+133%
hslchairs.com	16	+4	42,691	30,331	+41%	+16%
sterlinghome.co.uk	17	+1	38,839	36,389	+7%	-18%
swyfthome.com	18	-4	34,944	48,628	-28%	-53%
quatropi.com	19	-3	34,090	43,806	-22%	-47%
theonlinesofashop.co.uk	20	+11	30,162	16,405	+84%	+59%
darlingsofchelsea.co.uk	21	+2	29,951	21,754	+38%	+13%
sofasofa.co.uk	22	-5	29,827	37,843	-21%	-46%
fishpools.co.uk	23	+3	29,219	18,967	+54%	+29%
furnitureoutletstores.co.uk	24	+8	28,676	15,778	+82%	+57%
sofa-shop.co.uk	25	-3	28,564	22,982	+24%	-1%
homedetail.co.uk	26	+35	27,047	7,475	+262%	+237%
furnitureworld.co.uk	27	-8	22,437	31,258	-28%	-53%

# Traffic Scores.

Site	Overall Rank	YoY Change	Visibility Mar 2025	Visibility Mar 2024	YoY Change	Compared to Market
cousinsfurniture.co.uk	28	-3	21,056	19,067	+10%	-15%
sofaclearanceoutlet.co.uk	29	+13	19,928	14,242	+40%	+15%
furnituredirectonline.co.uk	30	-3	19,172	18,959	+1%	-24%
lovesofas.co.uk	31	+39	18,321	5,389	+240%	+215%
thechesterfieldcompany.com	32	+3	18,248	15,625	+17%	-8%
theenglishsofacompany.co.uk	33	+3	18,125	15,569	+16%	-9%
gplan.co.uk	34	+14	16,394	12,052	+36%	+11%
sena-homefurniture.co.uk	35	+14	15,512	11,869	+31%	+6%
honeypotfurniture.co.uk	36	-7	15,317	17,868	-14%	-39%
aldiss.com	37	+17	14,386	9,602	+50%	+25%
parkerknoll.co.uk	38	+15	14,273	10,098	+41%	+16%
sklum.com	39	+4	13,113	13,972	-6%	-31%
sofasandstuff.com	40	-7	11,906	15,687	-24%	-49%
bridgman.co.uk	41	+22	11,789	7,273	+62%	+37%
furnitureonline.co.uk	42	+4	11,767	13,382	-12%	-37%
sofabed.co.uk	43	-22	11,418	25,265	-55%	-80%
theconranshop.com	44	+12	11,244	8,630	+30%	+5%
leelonglands.co.uk	45	-1	11,169	13,885	-20%	-45%
fabbfurniture.com	46	+4	11,095	11,678	-5%	-30%
msofas.co.uk	47	+5	11,045	10,413	+6%	-19%
cookesfurniture.co.uk	48	-20	10,898	18,337	-41%	-66%
furl.co.uk	49	-10	10,078	14,707	-31%	-56%
willowandhall.co.uk	50	-16	10,011	15,629	-36%	-61%
leathersofaworld.com	51	-	9,697	10,751	-10%	-35%
boconcept.com	52	-11	9,471	14,362	-34%	-59%
raftfurniture.co.uk	53	+24	9,210	4,611	+100%	+75%
la-z-boy.co.uk	54	+17	8,960	5,272	+70%	+45%

# Traffic Scores.

Site	Overall Rank	YoY Change	Visibility Mar 2025	Visibility Mar 2024	YoY Change	Compared to Market
designersofas4u.co.uk	55	-8	8,644	13,155	-34%	-59%
theclearancezone.co.uk	56	+4	8,466	8,021	+6%	-19%
sofaworlduk.com	57	+22	8,147	4,302	+89%	+64%
cjcfurniture.co.uk	58	+18	7,949	4,829	+65%	+40%
chesterfieldsofas.co.uk	59	+10	7,914	6,342	+25%	-
sofabrandsfactoryoutlet.co.uk	60	+22	7,739	3,925	+97%	+72%
abakusdirect.co.uk	61	-16	7,655	13,791	-44%	-69%
dakohome.co.uk	62	-38	7,623	20,393	-63%	-88%
arloandjacob.com	63	-4	7,438	8,074	-8%	-33%
deluxdeco.co.uk	64	-7	6,493	8,293	-22%	-47%
loomloft.co.uk	65	+25	6,425	2,792	+130%	+105%
gillies.co.uk	66	-2	6,226	7,273	-14%	-39%
theloungeco.com	67	-1	5,836	7,134	-18%	-43%
sofa-direct.co.uk	68	-31	5,746	15,056	-62%	-87%
houseproudfurnishings.com	69	+9	5,659	4,387	+29%	+4%
arighibianchi.co.uk	70	-2	5,581	6,364	-12%	-37%
stokers.co.uk	71	+1	5,176	5,139	+1%	-24%
love-your-home.co.uk	72	+2	4,795	5,082	-6%	-31%
thesofoandchair.co.uk	73	-	4,687	5,106	-8%	-33%
taskers.com	74	-12	4,667	7,455	-37%	-62%
oswaldandpablo.com	75	+40	4,549	1,724	+164%	+139%
sofabedbarn.co.uk	76	-9	4,450	6,518	-32%	-57%
thomaslloyd.com	77	+18	4,397	2,648	+66%	+41%
onlinefurniturestore.co.uk	78	+3	4,356	3,952	+10%	-15%
sofa-company.co.uk	79	-24	4,283	9,349	-54%	-79%
furniturestop.co.uk	80	-15	4,025	7,235	-44%	-69%
ezlivingfurniture.co.uk	81	+27	3,967	1,953	+103%	+78%

# Traffic Scores.

Site	Overall Rank	YoY Change	Visibility Mar 2025	Visibility Mar 2024	YoY Change	Compared to Market
sofasbysaxon.com	82	+1	3,569	3,716	-4%	-29%
heatonsfurniture.co.uk	83	+4	3,170	3,369	-6%	-31%
lucas-furniture.co.uk	84	+8	2,893	2,764	+5%	-20%
oldbootsofas.com	85	+1	2,809	3,437	-18%	-43%
aworldoffurniture.co.uk	86	-1	2,730	3,530	-23%	-48%
makerandson.com	87	+13	2,704	2,370	+14%	-11%
techsofa.com	88	+11	2,581	2,465	+5%	-20%
longeatonsofas.com	89	+28	2,555	1,700	+50%	+25%
dansk.co.uk	90	+4	2,309	2,736	-16%	-41%
cartersfurnitureonline.co.uk	91	+23	2,218	1,773	+25%	-
sofasandfriends.co.uk	92	+51	2,190	690	+217%	+192%
lovetofurniture.co.uk	93	-9	2,162	3,543	-39%	-64%
frankknighton.co.uk	94	-6	2,090	3,301	-37%	-62%
sofaworkshop.com	95	+10	2,028	2,140	-5%	-30%
haskinsfurniture.co.uk	96	+22	1,988	1,646	+21%	-4%
houseofreeves.com	97	+9	1,985	2,118	-6%	-31%
alexanderandjamessofas.com	98	+12	1,954	1,915	+2%	-23%
westminsteroutdoorliving.com	99	+65	1,948	286	+581%	+556%
valefurnishers.co.uk	100	+3	1,941	2,331	-17%	-42%

**Industry  
Variance**  
**25%**



Industry variance is the average of how much visibility change there has been in the market. So here, this indicates a 25% increase in overall traffic scores within this industry.

If the market's growing, you should be too. If it's shrinking, you need a precise and targeted search strategy.

# Got a

Come across any head-scratchers in this report so far?

Get in touch for a no-strings chat and we'll run you through any metrics and how they apply to your brand.



Email us



Call us



Live Chat

# Question?

# Visibility Vs Authority

Authority is about the stature and reputation of your website. Search engines like high authority sites as they're loaded with trust-worthy signals and likely to provide useful services and content. Authority is measured through a metric called domain rating. The higher it is, the more chance you have to rank for competitive keywords and boost your visibility.



Search engines judge authority through a domain's popularity, size, and age. They use on and off-site signals to determine your rank.



Authority is best achieved through high-quality links gained through topical and brand-relevant digital pr. Not spammy link building.



By matching visibility scores to authority, we identify which sites are performing beyond their means. These are the ones to learn from.

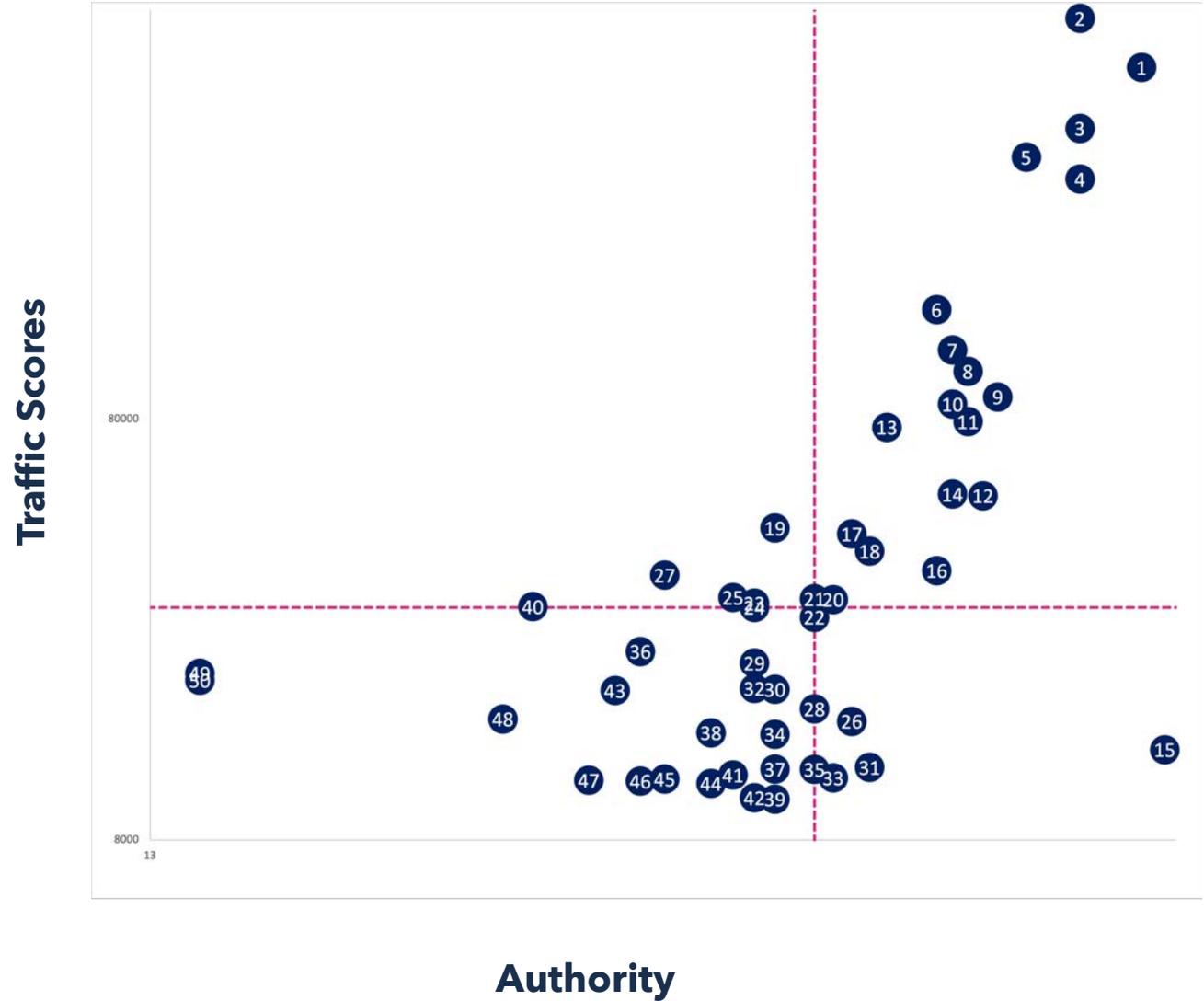


Low authority brands who are ranking for high volume terms are the ones to watch. Target the keywords they perform well on for quick growth.

**“Analysing  
visibility vs  
authority is a  
great way to find  
sleeping giants in  
the industry.”**



# Traffic Scores Vs Authority Scores



dfs.co.uk	1	cultfurniture.com	11	darlingsofchelsea.co.uk	21	sofasandstuff.com	31	sofabed.co.uk	41
furniturevillage.co.uk	2	sofa.com	12	homedetail.co.uk	22	lovesofas.co.uk	32	furl.co.uk	42
oakfurnitureland.co.uk	3	furniturechoice.co.uk	13	fishpools.co.uk	23	theconranshop.com	33	theenglishsofacompany.co.uk	43
scs.co.uk	4	roselandfurniture.com	14	sofa-shop.co.uk	24	parkerknoll.co.uk	34	cookesfurniture.co.uk	44
sofology.co.uk	5	sklum.com	15	theonlinesofashop.co.uk	25	furnitureonline.co.uk	35	leelonglands.co.uk	45
barkerandstonehouse.co.uk	6	swyfthome.com	16	honeypotfurniture.co.uk	26	furnitureworld.co.uk	36	msofas.co.uk	46
sofaclub.co.uk	7	hslchairs.com	17	quatropi.com	27	bridgman.co.uk	37	fabbfurniture.com	47
loaf.com	8	sterlinghome.co.uk	18	gplan.co.uk	28	aldiss.com	38	senahomefurniture.co.uk	48
heals.com	9	stunningchairs.co.uk	19	cousinsfurniture.co.uk	29	willowandhall.co.uk	39	sofaclearanceoutlet.co.uk	49
swooneditions.com	10	sofasofa.co.uk	20	thechesterfieldcompany.com	30	furnitureoutletstores.co.uk	40	furnituredirectonline.co.uk	50

**A**

Those with high visibility but low authority may not have the brand reach compared to rivals, but overperform in search engines thanks to technical SEO, content and site experience.

**B**

Hats off to these guys. They've built their house right and have the search marketing strategy to expand. At this point, you should be thinking about solidifying yourself as market leader.

**C**

Sites with low traffic scores and authority. Look on the bright side, there's a lot of room for improvement. Brands in this zone should consider urgently rethinking their on-site technical and structural setup, also their keyword strategy and off-site campaigns.

**D**

Low traffic scores, high authority. At school, these sites were the kids who 'had potential.' There are clearly some on-site issues holding these brands back. Whether those issues lie in content, structure, or tech, an on-site review is highly recommended.

# Traffic Scores vs Authority Findings

High authority, low traffic scores

## The Sleeping Giants

These brands could benefit most from resolving their on-site tech and structural issues. Identification of those problems, and dealing with them in a priority order, should be their key objective.



01 *Honeypot*

02 sklum♥

03 **SOFAS & STUFF**  
Let's design together

04 **FURNITURE  
ONLINE**

05 **THE CONRAN SHOP**

# Traffic Scores vs Authority Findings

High traffic scores, **low authority**

## The Overachievers

These websites have strong traffic scores in spite of a lack of trusted links and press coverage. Digital PR can push the brand further, but through technical SEO, content and experience, they play a role in the search engines.



01  STUNNINGCHAIRS

02  Quatropi  
Home & Garden Furniture

03  THE SOFA  ONLINE SHOP.co.uk

04  DARLINGS  
OF CHELSEA

05  FISHPOOLS  
FURNITURE EXPERTS SINCE 1899

# Traffic Scores Vs Referring Domains

Links aren't a numbers game. Not anymore, at least. The loose correlation between the number of linking domains and organic traffic scores shows that it's quality, not quantity that counts, brands that know this invest in digital PR not link building.

## Key:

dfs.co.uk	1	quatropi.com	13
furniturechoice.co.uk	2	furnitureworld.co.uk	14
oakfurnitureland.co.uk	3	swooneditions.com	15
heals.com	4	sofa.com	16
sklum.com	5	roselandfurniture.com	17
barkerandstonehouse.co.uk	6	aldiss.com	18
scs.co.uk	7	cookesfurniture.co.uk	19
cultfurniture.com	8	senahomefurniture.co.uk	20
furniturevillage.co.uk	9	msofas.co.uk	21
sofology.co.uk	10	hslchairs.com	22
loaf.com	11	swyfthome.com	23
fishpools.co.uk	12	darlingsofchelsea.co.uk	24

# Traffic Scores Vs Referring Domains

## Key:

leelonglands.co.uk	25	sofaclub.co.uk	38
theenglishsofacompany.co.uk	26	bridgman.co.uk	39
thechesterfieldcompany.com	27	theonlinesofashop.co.uk	40
furl.co.uk	28	furnitureonline.co.uk	41
stunningchairs.co.uk	29	furnituredirectonline.co.uk	42
homedetail.co.uk	30	willowandhall.co.uk	43
sterlinghome.co.uk	31	lovesofas.co.uk	44
sofasandstuff.com	32	fabbfurniture.com	45
sofasofa.co.uk	33	sofabed.co.uk	46
furnitureoutletstores.co.uk	34	parkerknoll.co.uk	47
theconranshop.com	35	gplan.co.uk	48
sofa-shop.co.uk	36	sofaclearanceoutlet.co.uk	49
cousinsfurniture.co.uk	37	honeypotfurniture.co.uk	50



**A** High traffic scores with low referring domains likely means the site is well set up technically, with great content, but scores low on brand traffic scores. Compare your visibility and RDs to your competition. Strong potential to grow brand traffic scores with digital PR links.

**B** High traffic scores with high referring domains are dominating the organic market. If you're in this quadrant, keep doin' you. If not, it may be easier to compete with their traffic scores through technical SEO and content.

**C** Low traffic scores with low referring domains could mean infinite things. However, generally ramping up your search marketing is required to compete in your space. Whether that's through tech, content or links, we can't say from this graph, but speak to us if you need a few pointers.

**D** Low traffic scores with high links is a double edged-sword. Potentially, your link profile and strategy is spammy, old or otherwise suboptimal, and search engines see that. Regardless, it could also mean you're a sleeping giant in search. Get an outside opinion on your tech, content, and links.

# Our

Since 2009, we've provided search marketing services for household names, challenger brands and ambitious start-ups across retail, lead generation, finance & charity sectors. We work on agile principles, born from the belief that marketing challenges rarely come with six month's notice, so there's no point in making plans that far in advance. We assess the biggest issues and opportunities for our clients at the start of every sprint. We are a new breed of search marketing agency that moves fast and adapts to opportunities in the moment, not in a month.



**15+** Years Experience

**8.5m** Organic Transactions

**58m** Organic Sessions

[Find Out More](#)

# Experience



The results we've achieved from Salience's content marketing efforts have exceeded my expectations.

— Paul Hambridge, MD



[Read this Case Study](#)

# Page speed

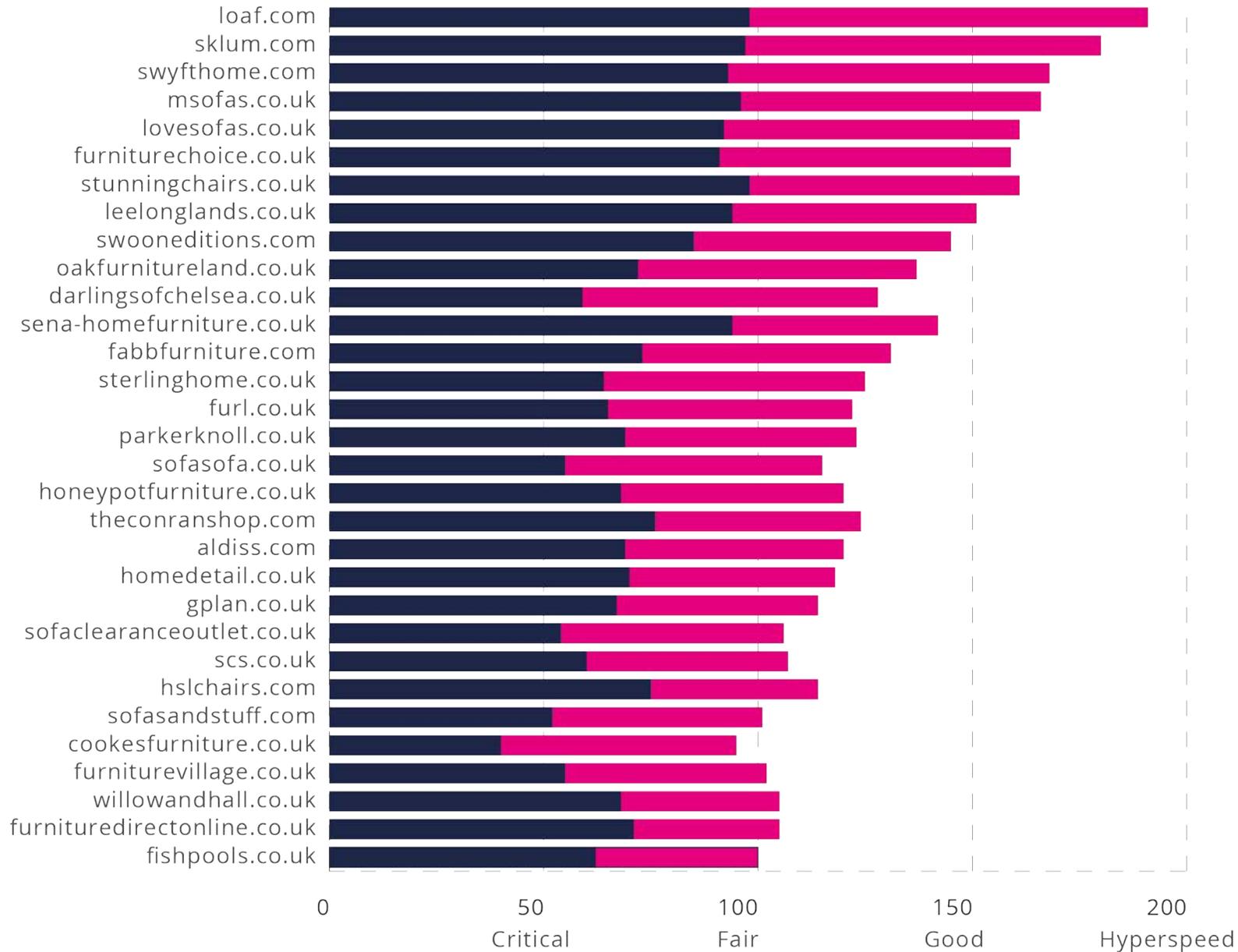
In 2010, Google announced that page speed would be included as one of the ranking factors for their search index. With a further update in 2020 to Core Web Vitals. Titled Core Web Vitals, this new ranking factor will centre around page speed. We're talking largest contentful paint (LCP) and first input delay (FID) - in simple terms, how fast your site loads and how fast it can be interacted with.

The first step is to check how you compare against the rest of your industry. Luckily, we've got just the thing. Our page speed leaderboard shows which brands are lightning fast and those lagging behind.



**A 1 second delay in  
page load time  
results in a 7% loss  
in conversions.**

# Page Speed Scores



## Key:

- Desktop
- Mobile

**THE DPMI<sup>®</sup>**  
**MARKETING AWARDS**  
FINALIST 2016

**GLOBAL 2023**  
**SEARCH AWARDS**  
FINALIST

**EUROPEAN 2023**  
**SEARCH AWARDS**  
WINNER

**THE DPMI<sup>®</sup>**  
**CONTENT AWARDS**  
FINALIST 2015

**UK 2022**  
**SEARCH AWARDS**  
WINNER

Prolific North  
**CHAMPIONS**  
AWARDS 2023

**UK 2017**  
**SEARCH AWARDS**  
SHORTLISTED

**THE DPMI<sup>®</sup>**  
**SEARCH AWARDS**  
FINALIST 2016

**UK**  
**Agency Awards**  
2023  
**FINALIST**

**NORTHERN**  
**DIGITAL AWARDS**  
SHORTLIST  
2018

**DIGITAL IMPACT AWARDS 2018**  
WINNER

**ds Awards Awards Awards Awards Awards**

# Why Don't We Include PPC Data In Our Reports?

PPC data from third party platforms over your own Google Ads' account is unreliable. Unlike organic metrics such as visibility, which are easily measured, it is difficult to collect any meaningful PPC performance data without the use of spy programmes.

Although there are a number of PPC spying tools available on the market, these should never be trusted. We're only interested in giving you the most meaningful, relevant, and up-to-date data which simply cannot be achieved for PPC.



The team at Salience have completely overhauled our PPC campaigns, implementing a new strategy which keeps costs low and ROAS high. Onboarding was fast and easy with transparent pricing and very minimal setup required.

We've had great communication throughout and regular meetings to discuss progress.

Rosie Adams, Marketing Manager,  
Hard to Find Whisky



# Case Study



## A dominating brand paid media strategy for **Wholesale Sweets**.

Wholesale Sweets is a self-descriptive business: sweets at wholesale prices.

When approached to be paid media partners, the brand was in a transitional period between brand names, moving from UK Sweets to Wholesale Sweets. Having a “generic” search term within a brand name presents both great challenges and benefits.

The brand’s vision was clear: create a dominating brand strategy for Wholesale Sweets: become synonymous with the term “Wholesale Sweets”.

At the beginning of the campaign it was clear that gaining visibility in this area would be tough. The term “wholesale sweets” isn’t considered a brand by Google; a total of 15 other competitors still actively bid for top position.

Using a targeted approach to dominate the new brand brought the following results:

- Search impression share (visibility) increased by 117%,
- Ads serve above organic results 173% more often
- Position 1 achieved 188% more often
- Conversions increased by 130%
- Conversion value doubled

AKA domination of “wholesale sweet” terms.

## Similar Challenges?

**Talk to an expert.**





**Going above and beyond our expectations of a digital marketing partner, Salience gave us the insight and understanding to take our business to the next level whilst keeping it enjoyable and fun.**

— Caren Downie, Fashion Director

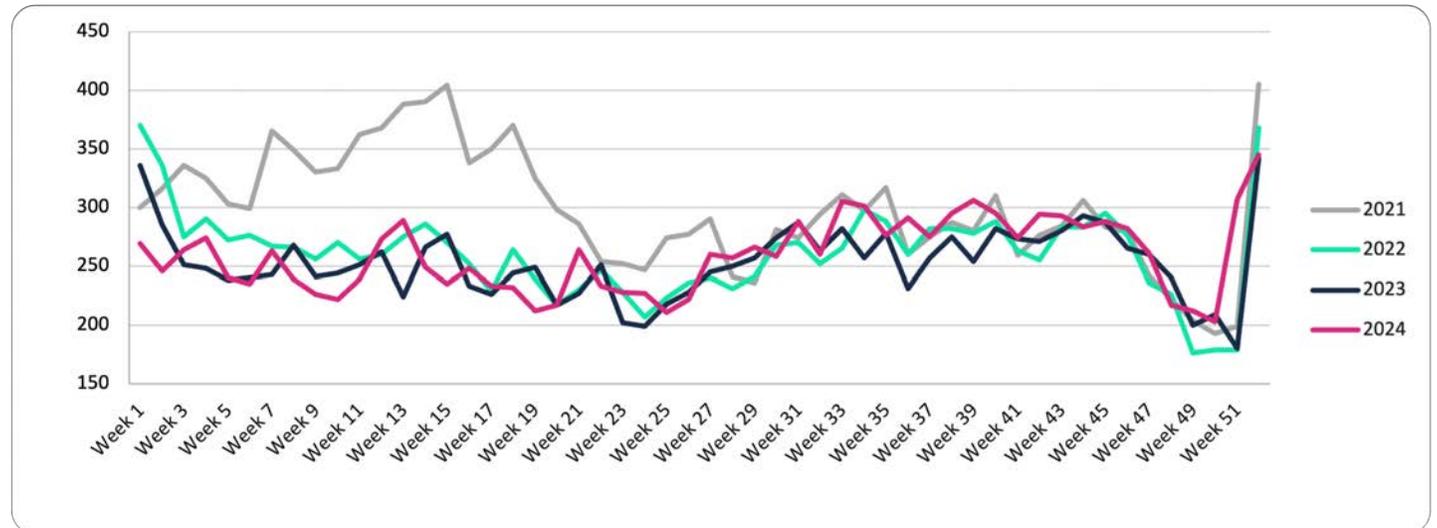
**LEMONADE DOLLS**

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# Search Volume Trends



In a nutshell, search volume trends show how interest has changed for the products, services, and content provided within your industry. A downward trend means less people are searching. An upward trend means interest is on the rise and new opportunities are up for grabs. Either way, it's important to stay on top of when search is high and low to help inform your strategy for search.



The rise of **AI** is dramatically changing our industry, users will be searching in entirely new ways in **2025 and beyond.**



# Keyword

We've been keeping a close eye on what keywords people are searching for in the market, allowing us to see what is trending.

In the following sections we'll give you the heads up on which keywords are on the rise and need your attention, alongside those which are becoming less and less important.

Using historical search data, we're able to find trend patterns and identify opportunities ahead of the curve.

Our search and content strategists continually monitor industry movements. From here, we're able to spot content and category gaps before they're deemed industry standard.



The cost of living crisis has brought huge changes to most of the consumer landscape. Monitoring changes in search volume for keyword groups is essential to spotting new trends and surging demand.

# Trends

## Emerging Trends

# Emerging Products

Keyword	Search Volume	Interest Trend
sofa shops near me	18100	30%
bed settee with storage	14800	6%
couch bed with storage	14800	6%
couch with storage and bed	14800	6%
green sofa	14800	6%
sofa bed with storage	14800	6%
second hand sofa	12100	13%
l shaped sofa bed	9900	22%
corner recliner sofa	9900	8%
sofa recliner corner	9900	8%
bedroom sofa chair	8100	6%
beige sofa	6600	8%
pouffe with storage	5400	13%
l shaped sofa couch	4400	23%
left hand corner sofa	4400	15%
2 and 3 seater sofa set	3600	22%
brown sofa	3600	22%
accent armchairs for living room	2900	30%
lounge sofa	2900	26%
dune sofa	1900	151%
sofa clearance outlet	1900	30%
second hand sofas for sale	1900	33%

## Emerging Trends

# Emerging Products

Keyword	Search Volume	Interest Trend
leopard print armchair	1900	29%
sofa black friday deals	1900	262%
teddy sofa	1600	88%
brown chesterfield leather sofa	720	89%
modular couch	590	104%
lounge chair for living room	590	129%
memory foam sofa	480	171%
living room l shape sofa	320	278%

## Emerging Brands

# Emerging Brands

Keyword	Search Volume	Interest Trend
sofology	201000	22%
scs	201000	8%
sofa club	40500	32%
heals	40500	7%
roseland furniture	27100	15%
sofa sofa	22200	15%
sofa shop	18100	8%
sofas and stuff	14800	9%
sklum	8100	7%
furniture world	6600	8%
lee longlands	6600	200%
msofas	4400	23%
aldiss	4400	6%
quatropi	4400	7%
furniture direct online	2900	25%
sofa clearance outlet	1900	30%
furl	1900	5%
the english sofa company	590	19%
the online sofa shop	390	12%
sena home furniture	110	24%

## Receding Trends

# Receding Products

Keyword	Search Volume	Interest Trend
sofa beds	301000	-11%
sofa	301000	-6%
sofas and couches	301000	-6%
corner sofas	165000	-6%
armchairs	90500	-13%
corner bed settee	60500	-18%
corner couch bed	60500	-18%
corner sofa bed	60500	-18%
slipcovered sofa	49500	-18%
2 seater sofa	49500	-18%
leather sofa	40500	-12%
sofa sale	40500	-8%
cheap sofas	33100	-12%
small corner sofa	27100	-13%
chair bed	27100	-11%
grey corner sofa	22200	-29%
small settee	22200	-18%
small sofa	22200	-18%
single sofa bed	22200	-13%
grey sofa	18100	-18%
two seater couch	14800	-18%
two seater sofa	14800	-18%

## Receding Trends

# Receding Products

Keyword	Search Volume	Interest Trend
velvet sofa	12100	-29%
affordable sofa bed	12100	-19%
budget sofa bed	12100	-19%
cheap sofa beds	12100	-19%
inexpensive sofa beds	12100	-19%
velvet chairs	8100	-37%
pouffe stool	6600	-44%
stool pouffe	6600	-44%

## Receding Brands

# Receding Brands

Keyword	Search Volume	Interest Trend
sofa bed	301000	-11%
oak furniture land	301000	-6%
sofa	301000	-6%
barker and stonehouse	90500	-8%
loaf	74000	-8%
hsl chairs	12100	-33%
fabb furniture	6600	-37%
darlings of chelsea	8100	-26%
furniture outlet stores	3600	-38%
parker knoll	8100	-27%
furniture choice	8100	-33%
cousins furniture	6600	-18%
gplan	6600	-18%
the conran shop	5400	-23%
cookes furniture	3600	-26%
cult furniture	18100	-7%
stunning chairs	1900	-38%
home detail	1900	-42%
swyft home	1300	-34%
swoon editions	5400	-13%
willow and hall	4400	-8%
honey pot furniture	1300	-19%
furniture online	2900	-8%
love sofas	2400	-6%
the chesterfield company	590	-12%

 **Sofology** is dominating the brand search game.

**This is far more than technical SEO fundamentals, achieving this requires a full frontal assault on search.**



**Brett Janes**  
**Managing Director**

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[Book a Chat](#)

# Got a

Come across any head-scratchers in this report so far?

Get in touch for a no-strings chat and we'll run you through any metrics and how they apply to your brand.



Email us



Call us



Live Chat

# Question?

# High Competition Keywords.

These keywords are the heavyweight belts, the golden tickets, the ones to tell your nan about. For top of market brands holding these positions, close monitoring and continued search marketing activity is needed to safeguard them.

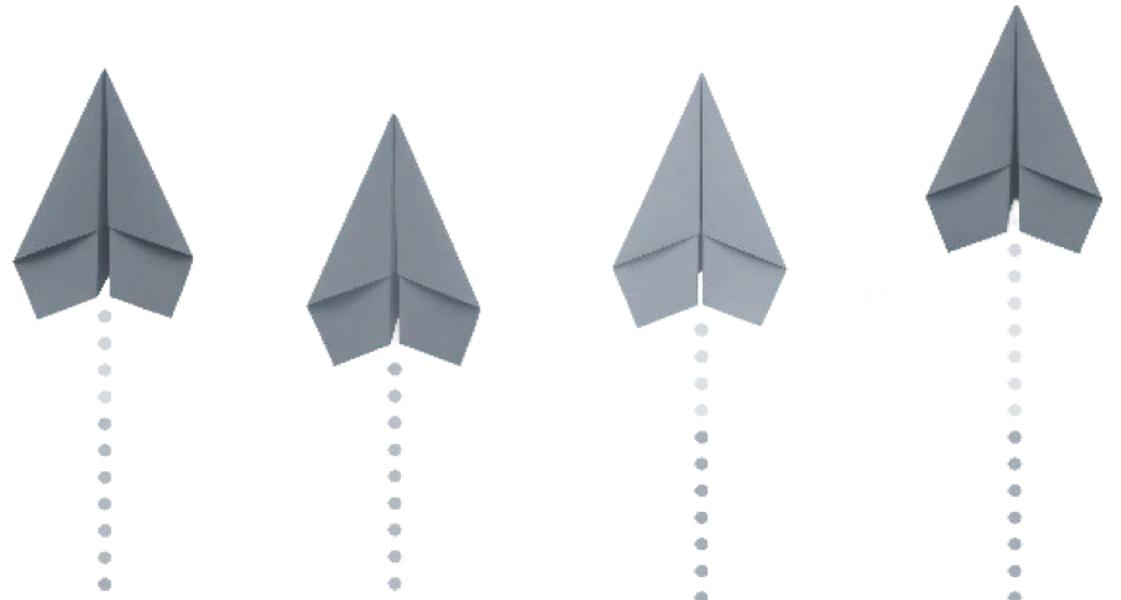
For challenger brands looking to weigh in, you best bring your A-game.



High competition keywords are typically sought after by big brands. We're talking those with brick and mortar stores & large brand reach.



Qualifying intent is more important than ever on these keywords. Providing the correct user journey upon first click is critical.



1

sofa

105,000 43

2

l shape sofa

14,000 15

3

small corner sofa

14,000 15

4

sofa shops

6,300 57

5

cheap sofas

9,500 15

6

sofa shops near me

4,400 73

7

pull out sofa bed

4,500 16

8

sofas near me

2,600 75

9

futon sofa bed

4,000 16

10

sofa chair

3,400 15

## High Competition Keywords.



### Key:

● Local monthly searches (UK)

● Competitiveness Score

# Opportunity

These terms have less competition yet high search volumes. As such, they are a perfect battle ground for all brands in the industry to increase their digital reach.

Marketing teams across the industry ignore these terms but audiences are interested. With strong volumes and low competition, they're ripe for the taking.

For challenger and low-visibility brands, these are the terms where you'll see most success.

Concentrate on these and you'll see traffic and revenue start to grow.

For market leaders, these are the terms that have probably skipped your radar. Dig into these and corner the market.

**Brett Janes**  
**Managing Director**

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# Keywords

1

3 seater sofa bed

5,300 4

2

corner sofa bed with storage

5,000 5

3

large corner sofa

4,800 12

4

sofa set

4,700 13

5

armchairs

7,800 8

6

sofa bed sale

8,400 11

7

corner sofas

8,600 13

8

single sofa bed

12,000 5

9

double sofa bed

8,800 14

10

small sofa bed

9,500 12

## Opportunity Keywords.



### Key:

 Local monthly searches (UK)

 Competitiveness Score

# Ooo Nice Clients...

Dreams

carpetright.

Lindt 

HARVEY MARIA®  
— FABULOUS FLOORS —

sunny

 early  
learning  
centre

PÂTISSERIE  
VALERIE

  
FLOORING KING

  
The Entertainer  
TheToyShop.com

PAPIER

 BRITA®

 JUSTMYLOOK

  
TOTALLY wicked®

LiveScoreBet™

  
healthspan

PORCELANOSA

# Trust

First introduced with the E-A-T Algorithm update in 2018, trust has since become a critical ranking factor. But there's no single score to judge trust. Instead, it's a holistic view of your website's expertise, authority and trustworthiness. It centres around both on and off-site signals. Think external review platforms, high-quality links, transparency over processes and policies, and plenty more.



Your Money Your Life (YMYL) / eCommerce brands are those most likely to see visibility drop as a cause of poor trust signals.



Search quality evaluator guidelines identify how manual reviewers evaluate your site's trust-worthiness. Use these to get ahead.

**Trust** centres  
around both on  
and off-site  
signals.



# Checklist For Building Customer Trust.

A website can be used to build trust. You can do this through “trust signals”.

Trust signals are content embedded within your website that builds up credibility.

Having these things strategically placed around the site builds trust from users & search engines alike.

A lot of things can be considered a trust signal Like:

- 1** **User reviews**  
(TrustPilot, Feefo)
- 2** **Testimonials**
- 3** **Guarantees**  
(free returns, warranties)
- 4** **Credential badges**  
(Industry recognised certifications, think Informed Sport for a supplements brand)

# Here is a quick checklist of where you could place **trust signals**:



Trust bar across the site  
(a small bar that holds all your guarantee's, warranties etc.)



Customer testimonials in product pages, convince the user at point of purchase.



Review profile embedded in the home page & key PLPs  
[uk.huel.com](https://uk.huel.com) are a great example.



Individual product reviews.  
Bonus points if you can link this with a review profile.



Embed credential badges on shopping cart pages and any other high intent pages.



# Online Reviews

A key element of trust, reviews are essential to your search marketing arsenal. Having more good reviews than your competitors is important for off-site trust signals (part of the EAT update), local pack prominence, and CTR where star-ratings feature in the SERPs.

**01**

Incorporate external review platforms into your buying process to ensure maximum take-up.

**02**

Bad reviews need to be answered and fast. Users are more likely to ignore bad reviews if they see fast replies.

**03**

eCommerce sites are judged by both users and search engines on their review platforms.

# 98%

People read online reviews for local businesses. \*

# 36%

Of businesses that claim free listings on multiple review sites make 36% more revenue. \*

# 90%

Of read online reviews for before visiting a business. \*

# 36%

Of consumers are 'highly' or 'likely' to use a business that responds to all of its online reviews. \*

// // **Salience.**

# High Competition Review score:





dfs.co.uk  
525,538 4.8



scs.co.uk  
511,714 4.6



sofology.co.uk  
260,931 4.8



oakfurnitureland.co.uk  
191,848 4.7



furniturevillage.co.uk  
140,848 4.8



barkerandstonehouse.co.uk  
55,245 4.9



hslchairs.com  
24,455 4.9



furniturechoice.co.uk  
28,627 4.7



roselandfurniture.com  
29,257 4.6



sofaclub.co.uk  
13,887 4.8

# High Reviewed Sites.



## Key:



Number of reviews



Review Score

# Brand Reach Findings

## Top 5 Brand Searches

 Monthly Searches (UK)

Monthly brand searches shows an indication of brand recall within search behaviour. The top five are the most recalled names within search.



01		550,000
02	<b>sofa.com</b>	301,000
03		301,000
04		301,000
05		246,000

# Top 5 Social Scores



Owned social score

Social score considers followers and engaged conversations on all major social platforms. The top five have a strong following, creating engagement through content and product campaigns.

01	sklum♥	1,476
02	loaf	866
03	SWOON	606
04	SOFA CLUB.	565
05	furnituredirect ONLINE	563

# Brand

Brand Awareness describes how familiar consumers are with your brand or products.

Digital brand awareness describes how familiar consumers are with your brand or products online, whether they are searching for your brand or interacting with it on social media.

To calculate this figure, we blend branded search metrics with the performance and reach of social channels for brands across the sector.

This helps identify which brands are most prominent across a range of channels and those who are fading into the background.

Brand searches are a traditional measure. Owned social score is really important too. This identifies audiences you have access to. These can both be improved by strategic, relevant digital pr.

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Head of Digital PR

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# Awareness

# Brand Awareness

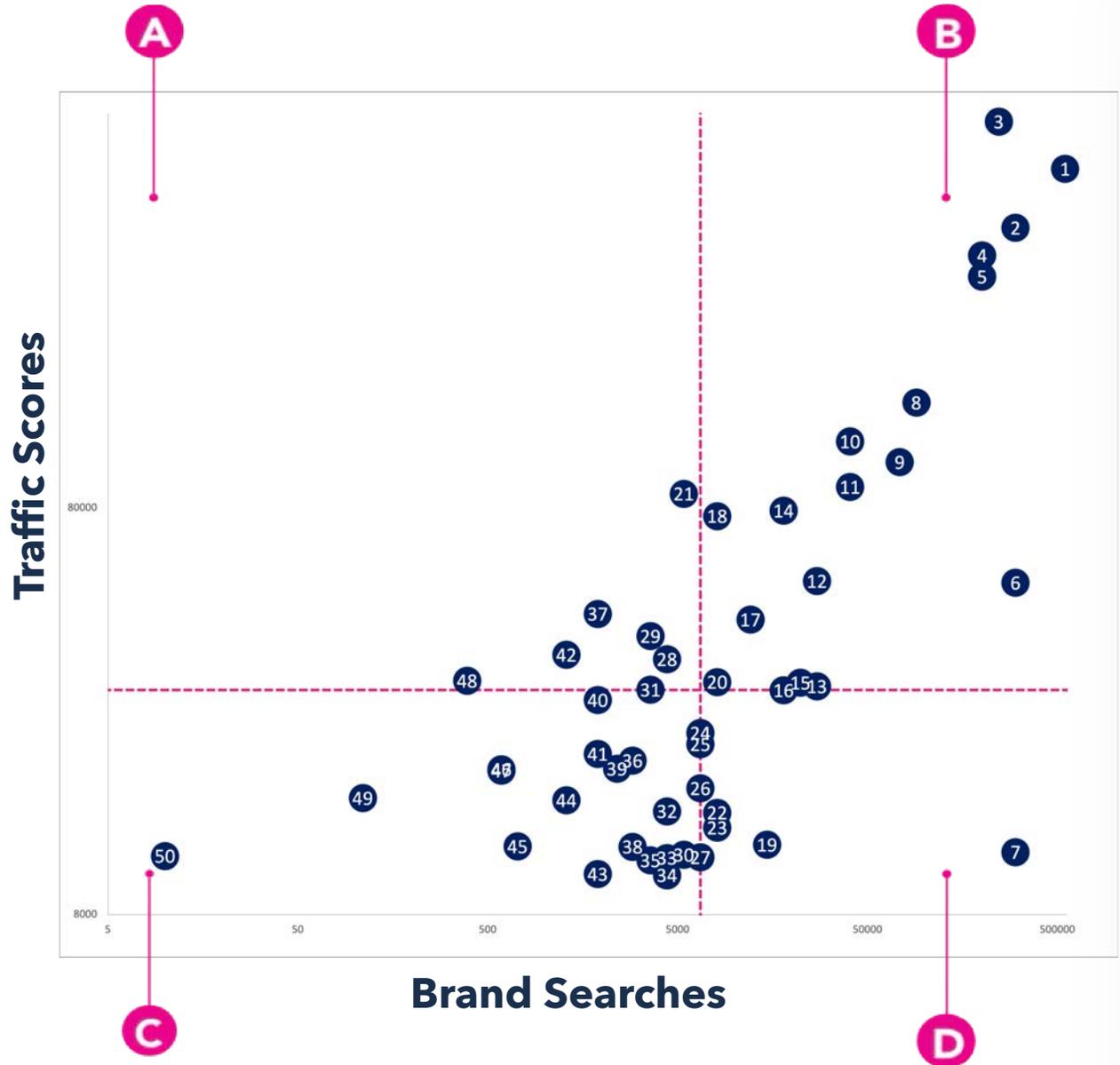
## Market Leaders

Site	Brand Searches (Per month)	Owned Social Score	Rank
dfs.co.uk	550000	504	1
sofa.com	301000	317	2
oakfurnitureland.co.uk	301000	308	3
sofology.co.uk	201000	438	4
furniturevillage.co.uk	246000	292	5
loaf.com	74000	866	6
scs.co.uk	201000	236	7
barkerandstonehouse.co.uk	90500	348	8
sofaclub.co.uk	40500	565	9
sklum.com	8100	1476	10
heals.com	40500	285	11
cultfurniture.com	18100	495	12
sofasandstuff.com	14800	319	13
swooneditions.com	5400	606	14

# Brand Awareness

## Market Leaders

Site	Brand Searches (Per month)	Owned Social Score	Rank
roselandfurniture.com	27100	69	15
furnitureoutletstores.co.uk	3600	497	16
fishpools.co.uk	27100	64	17
darlingsofchelsea.co.uk	8100	202	18
furnituredirectonline.co.uk	2900	563	19
theconranshop.com	5400	282	20
sofa-shop.co.uk	18100	75	21
furniturechoice.co.uk	8100	166	22
sofasofa.co.uk	22200	38	23
furnitureonline.co.uk	2900	253	24
hslchairs.com	12100	57	25
sofabed.co.uk	301000	1	26
msofas.co.uk	4400	99	27
cousinsfurniture.co.uk	6600	65	28
honeypotfurniture.co.uk	1300	280	29



**A**

High traffic scores with low brand searches is a reflection of stronger performance in ranking for generic search terms, but weaker performance in prospects that come looking for you. Digital PR efforts can assist in growing these brands.

**B**

High traffic scores with high brand searches. This is where everybody wants to be. These campaigns rank well for generic search terms, and swathes of people are coming looking for these guys. The pinnacle.

**C**

Low traffic scores and low brand search campaigns are green with a lot of scope for growth. Onsite and offsite SEO can be utilised to start to make gains on both fronts.

**D**

Low traffic scores and high brand searches are reflective of campaigns that do a great job on a brand front in attracting prospects, but perhaps lack the ability to share an even footing with competitors on generic search rankings.

# Brand Searches

## Vs Traffic Scores

Branded search is, by definition, any search query that includes the name of a brand or a branded product (think 'Hoover').

Branded search is important because these consumers know exactly what they are looking for, and are more likely to convert when they find it.

### Key:

dfs.co.uk	1	fishpools.co.uk	13
oakfurnitureland.co.uk	2	cultfurniture.com	14
furniturevillage.co.uk	3	sofasofa.co.uk	15
sofology.co.uk	4	sofa-shop.co.uk	16
scs.co.uk	5	hslchairs.com	17
sofa.com	6	furniturechoice.co.uk	18
sofabed.co.uk	7	sofasandstuff.com	19
barkerandstonehouse.co.uk	8	darlingsofchelsea.co.uk	20
loaf.com	9	swooneditions.com	21
sofaclub.co.uk	10	parkerknoll.co.uk	22
heals.com	11	sklum.com	23
roselandfurniture.com	12	furnitureworld.co.uk	24

# Brand Searches Vs Traffic Scores

Branded search is, by definition, any search query that includes the name of a brand or a branded product (think 'Hoover').

Branded search is important because these consumers know exactly what they are looking for, and are more likely to convert when they find it.

## Key:

cousinsfurniture.co.uk	25	furnitureonline.co.uk	38
gplan.co.uk	26	lovesofas.co.uk	39
fabbfurniture.com	27	homedetail.co.uk	40
quatropi.com	28	sofaclearanceoutlet.co.uk	41
sterlinghome.co.uk	29	swyfthome.com	42
theconranshop.com	30	furl.co.uk	43
furnitureoutletstores.co.uk	31	honeypotfurniture.co.uk	44
aldiss.com	32	bridgman.co.uk	45
msofas.co.uk	33	thechesterfieldcompany.com	46
willowandhall.co.uk	34	theenglishsofacompany.co.uk	47
cookesfurniture.co.uk	35	theonlinesofashop.co.uk	48
furnituredirectonline.co.uk	36	sena-homefurniture.co.uk	49
stunningchairs.co.uk	37	leelonglands.co.uk	50



Sleep & Snooze is a challenger brand in the Beds & Mattresses space.

They partnered with Salience to increase brand awareness and drive press coverage, with the core aim  
Of placing their brand directly in front of consumers.

Taking a search-first approach to digital pr we made sure that our strategy focussed on obtaining high-quality, relevant links.

### How we did this?

In order to grow brand awareness and build relevant links, we first had to narrow down the core topics which their subject matter expert could speak on with authority.

For Sleep & Snooze these topics were: sleep hygiene & bedroom interior design.

This meant we were able to outreach expert advice to journalists in the lifestyle and interiors press on:

- **Bedroom Feng Shui**
- **The Coastal Grandma Interior Trend for Bedrooms**
- **Bedscaping**
- **Mattress and Bedding Hygiene**

### THE RESULTS

61 Pieces of coverage

10 Relevant High DA Links

# Let Them Eat Cake: Meeting Customer Intent with Luxury Cakemaker

## Patisserie Valerie

Patisserie Valerie, partnered with Saliency to aggressively grow their digital footprint following a landmark partnership with Sainsbury's. Like many digital campaigns, the goal is to acquire new traffic. However, we set a precedent from the start - no vanity metrics allowed. Traffic must have the intent to buy.

Following our discovery process, we identified a huge opportunity to implement 4 new site categories targeting high intent customers.



# Patisserie Valerie

These categories were:

- **Occasions (birthdays, anniversaries etc)**
- **Flavour (red velvet, chocolate etc.)**
- **Recipient (for him, her, kids)**
- **Type (Carrot, Gateau etc.)**



Throughout the implementation & launch, we held customer intent and user experience at the heart of our strategy.

Each new category needed a reason for its existence.

Copy was implemented on each page to highlight the brand's history, unique selling points and delicious cakes. Written to be sincerely useful, while giving search engines a chance to recognise the page's purpose.

Sticking to our principles, we quickly saw results

- **67% increase in sessions**
- **52% increase in ranking keywords**
- **The new rankings were across our new high intent categories.**

We see P1 rankings on keywords like "baby shower cake" & "anniversary cakes delivery" to have huge commercial and brand value.



# Got a

Come across any head-scratchers in this report so far?

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Email us



Call us



Live Chat

# Question?



// **Salience.**