

# Rising Prices in Office Supplies Give Way to Growth in 2022



The U.S. office supplies industry is among those affected by rising average selling prices (ASPs). This trend will likely increase revenue, but unit sales are projected to decline. Here are five key trends worth watching — for now and for the future — based on our forecasts.

## What's Happening Now

**1** Product ASPs were up 10% in Q1 2022 versus last year and 21% compared to Q1 2019. Year to date, retail dollar sales remain 9% above 2019 levels (16 WE April 23, 2022) but had a softer start to 2022.

**2** Full-year 2022 industry revenue is expected to increase 1%.

## Projections Through 2024

**3** Low single-digit revenue and unit sales declines are projected for 2023 and 2024.

**4** Categories expected to sustain higher revenue sales include writing, coloring and art, mail and ship, and office essentials.

**5** Through 2024, the industry will grow revenue 5% versus 2019.

*Source: The NPD Group/Future of Office Supplies, excludes storage and janitorial and breakroom supplies*

As new trends, innovation, and changing purchasing behavior continue to transform the U.S. office supplies industry, it's critical to know what the future holds and what is fueling growth. Our **Future of Office Supplies** will inform your strategies and prepare your organization for what's ahead.

### Learn More

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