Hypersonix

Forecasting AI

In the furniture industry, demand can swing overnight with housing trends, lifestyle shifts, and big-ticket buying decisions. Overstock the wrong pieces, and you're stuck paying to store bulky sofas and dining sets that need deep markdowns just to clear space. Underestimate demand, and your bestsellers vanish from the floor when shoppers are ready to buy—sending them straight to a competitor or online marketplace. Static spreadsheets and outdated sales averages can't keep up with these shifts.

Hypersonix Forecasting AI brings modern accuracy to demand planning for furniture brands and retailers. It analyzes real-time buying patterns, local housing data, seasonality, and promo lifts to predict demand by style, size, finish, region, and channel. With sharper forecasts, you can align buys with true demand, adapt to trends faster, and keep inventory turning—without costly missteps.

Core Features

SKU & Collection-Level Forecasting

Predicts demand at the variant level—style, size, fabric, color, so you buy exactly what will sell, not just what you hope will sell.

Best for: Ensuring the right balance of sectional configurations or finish options for dining sets.

New Product Forecasting

Uses agentic AI pattern recognition to forecast sales for new collections with no sales history, by matching to similar past launches and market trends.

Best for: Introducing new living room or bedroom lines with confidence.

In-Season Forecast Adjustments

Continuously updates forecasts as actual sales, foot traffic, and macro trends evolve, helping you adapt mid-season instead of getting stuck.

Best for: Scaling orders for unexpectedly popular styles or pulling back on slow movers before they pile up.

Regional & Channel Insights

Breaks demand down by region, store, and channel—accounting for local housing trends, climate, and store footprints.

Best for: Balancing urban showrooms, suburban stores, and growing e-commerce channels.

Integrated Buy & Allocation Planning

Feeds precise forecasts directly into buying and allocation workflows—aligning merchandising, logistics, and finance on what to stock and when.

Best for: Avoiding over-commits on floor models while keeping warehouses lean.