

# Straight Stairlift Market is growing at a CAGR of 7.5% and is projected to reach \$1.1 billion by 2032

market is poised for substantial growth, driven by demographic shifts, technological advancements, and increased awareness regarding mobility solutions

The global <u>straight stairlift market</u> was valued at \$448.1 million in 2020 and is projected to reach \$1.1 billion by 2032, reflecting a compound annual growth rate (CAGR) of 7.5% from 2022 to 2032. This significant market expansion is attributed to the rising demand for home mobility solutions, particularly among the elderly and disabled individuals facing challenges in navigating staircases.

As healthcare awareness increases and aging populations grow, the need for accessibility solutions is becoming more prominent. The market for straight stairlifts is primarily driven by their affordability, ease of installation, and wide applicability in residential and healthcare settings. In contrast to curved stairlifts, which require custom modifications, straight stairlifts are more cost-effective and can be installed rapidly.

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A straight stairlift is a home mobility device designed to assist individuals with mobility impairments in ascending and descending staircases. It comprises a chair or platform mounted on a carriage that moves along a track affixed directly to the stairs or adjacent wall. The stairlift operates via an intuitive control system, ensuring ease of use for the user.

Unlike curved stairlifts, which are custom-made to fit complex staircases, straight stairlifts follow a linear path, making them simpler and more affordable. They are typically equipped with a motorized drive system powered by rechargeable batteries or direct electrical connections, ensuring smooth and safe operation.

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The research encompasses over 23 countries, providing a detailed country-by-country breakdown in terms of market value (\$ million) for the period 2022–2032.

The study integrates high-quality data, expert opinions, and independent research to deliver a balanced market perspective, helping stakeholders make informed decisions.

Over 3,700 product catalogs, annual reports, and industry sources were analyzed to provide a comprehensive understanding of the market.

The market is moderately fragmented, with key players including Acorn Stairlifts, Bruno Independent Living Aids, Stannah Stairlifts, Handicare Group, Harmar Mobility, Savaria, Platinum Stairlifts, Thyssenkrupp Access Solutions, Bespoke Stairlifts, and Summit Lifts.

Key strategies employed by market players include product launches, partnerships, and expansion efforts.

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Advantages of Straight Stairlifts Over Curved Models

Straight stairlifts are preferred over curved stairlifts due to their simpler installation process and lower cost. Unlike curved stairlifts, which require customization for complex staircases, straight stairlifts can be installed quickly and with minimal modifications. The average cost of a straight stairlift is approximately \$4,700, significantly lower than the nearly \$10,000 cost of a curved stairlift. This affordability has driven increased adoption among cost-conscious consumers.

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Faster Setup: Minimal disruption to home environments.

Ease of Maintenance: Standardized components make diagnosis and repairs straightforward.

User-Friendly Design: Intuitive operation ensures safe and comfortable usage.

Demographic and Healthcare Factors Driving Demand

The global aging population has been a major driver for stairlift adoption. The share of the

population aged over 60 years is expected to rise from 12% in 2015 to 22% by 2050. Furthermore, according to the Centers for Disease Control and Prevention (CDC), 61 million adults in the U.S. live with a disability, with 14% experiencing mobility issues such as difficulty climbing stairs. This growing segment of the population is fueling demand for stairlift solutions.

Governments worldwide are also implementing healthcare policies to enhance mobility solutions for the elderly and disabled. For instance, Medicare Part B and C in the U.S. provide financial assistance for stairlift installation in eligible cases.

Safety and Technological Advancements

Stairlift installations are gaining traction due to increased awareness of fall prevention among seniors. In the UK alone, around 500 stair-related deaths and 250,000 non-fatal accidents occur annually. Straight stairlifts mitigate these risks by offering a safe and secure means of navigating stairs.

Additionally, technological innovations have led to advanced stairlift models featuring:

Remote-Control Operation: Enhancing user convenience.

Swivel Seats: Providing easier access.

Battery Backup: Ensuring continued functionality during power outages.

Ergonomic Designs: Increasing comfort and ease of use.

COVID-19 Pandemic Impact

The COVID-19 pandemic disrupted the straight stairlift market, causing a decline in demand due to halted construction activities. However, as the pandemic subsided, the market rebounded, with manufacturers experiencing a resurgence in sales in 2023.

Inflation and Economic Factors

Global inflation, exacerbated by the Ukraine-Russia war, has resulted in increased raw material costs, impacting stairlift production expenses. Rising oil and gas prices have further strained manufacturing in regions such as Europe, Latin America, and developing Asian economies. However, China and India continue to perform relatively well, supporting market stability in the Asia-Pacific region.

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By Installation Site

Indoor Stairlifts: Dominated the market in 2020 due to the prevalence of staircases inside homes.

Outdoor Stairlifts: Expected to grow at a higher CAGR due to increasing disposable incomes and demand for backyard installations.

By Ownership Type

Owned Stairlifts: Accounted for the highest revenue in 2020, as they are more cost-effective for long-term users.

Rental Stairlifts: Gaining popularity due to affordability. Companies like Easystep Stairlifts offer rental options as low as \$40/month, significantly below the industry average of \$180/month.

By Maximum Load Capacity

Less than 130 Kg: Expected to experience the highest CAGR due to affordability.

130–160 Kg: The most widely used segment, balancing affordability with higher weight capacity.

More than 160 Kg: Catering to users requiring enhanced load capacity.

By Region

North America: A key market with high stairlift adoption due to a large aging population and supportive government policies.

Europe: Held the largest market share in 2022, driven by an aging demographic and high disposable income levels (\$54,625.5 in 2022).

Asia-Pacific: Expected to grow at the highest CAGR due to increasing GDP per capita and a rapidly expanding elderly population.

Latin America, Middle East, and Africa: Emerging markets with potential for future growth.

Major market players include:
Platinum Stairlifts Ltd.
Savaria
EliteElevators
Bruno Independent Living Aids
Harmar Mobility
Acorn Stairlifts
Summit Lifts
Stannah Stairlifts Ltd.
Bespoke Stairlifts Limited
ThyssenKrupp Access Solutions GmbH
Recent Developments
November 2021: Access BDD launched straight stairlifts in the U.S. market, showcasing them at Medtrade, the largest home medical equipment trade show.
March 2021: Savaria acquired Handicare Group, a major stairlift manufacturer, strengthening its market position.
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