

The 12 Best Places to Buy Artificial Christmas Trees of 2023

Deck your halls season after season.

By [Barbara Bellesi Zite](#) | Published on October 30, 2023



In This Article

- Our Testing Process
- How to Shop
- FAQs
- Take Our Word for It
- ▶ **What Is Real Simple Selects?**

We independently evaluate all recommended products and services. If you click on links we provide, we may receive compensation. [Learn more.](#)



PHOTO: REAL SIMPLE / MARCUS MILLAN

Artificial trees have come a long way from plastic-looking branches of holidays past. Today, faux Christmas trees look like the real deal, with thousands of options from online retailers that can be on your doorstep in no time.

"Artificial trees are great because they cut down on mess, and they can be used year after year if you invest in a high-quality one," says Kathy Kuo, the founder and CEO of Kathy Kuo Home. "Ask yourself if you want a hyper-realistic look, a tree with a fun, not-found-in-nature color or with flocking on it, or a tree with lights already adorning it," she says. As for size, she says to measure both height and circumference to ensure your space is large enough for the tree.

To find the best places to buy Christmas trees, we surveyed our staff on trees they ordered from various retailers, using their insights to vet six popular brands for variety, quality, price range, shipping, and return policy. To round out this list, we used the same methodology and researched other great places to buy Christmas trees that were not featured in our survey. For insight on what to look for when shopping for Christmas trees, we also consulted Kuo and Delia Dahm, the president of Cadeaux Christmas Interior Decorating.

RELATED: [The 7 Best Artificial Christmas Trees of 2023, Tested and Reviewed](#)

Balsam Hill



PHOTO: BALSAM HILL

[Buy on Balsamhill.com](#)

What Stands Out: The trees are highly realistic and built to last.

What Could Be Improved: Some customers noted brittle branch ends.

Our staff resoundingly agreed that the Christmas trees from Balsam Hill are top-notch quality. From making from the initial order to the delivery...

are top-notch quality. Everything from the initial order to the delivery went smoothly—the trees arrived in sturdy boxes, and some customers mentioned that their trees came with a storage bag for the off-season.

The trees are more expensive than average, ranging from a few hundred dollars to thousands for one of the largest and most realistic trees. Some customers noted that the branch tips were easy to break off on some models, which is disappointing considering the price point. Still, customers were pleased with the overall look and quality of Balsam Hill's Christmas trees and expect their investment to last for many seasons to come.

Price Range: \$229–\$10,999 | **Shipping:** Free standard shipping | **Return Policy:** 30 days

Target



PHOTO: TARGET

Buy on Target

What Stands Out: There are tons of options, and you can easily return in store.

What Could Be Improved: Some trees are pricier than expected for the quality.

It doesn't get easier than shopping at Target, and that is especially true for holiday decor. As for its Christmas trees, our respondents were pleased with their quality, though they noted that some were more expensive than they would have expected considering the construction and materials.

They particularly enjoyed shopping from Target's in-house [Wondershop](#) brand, which offers ornaments, tree toppers, garlands, tree skirts, and other accessories to round out your winter wonderland. Perhaps the best part about being a Target customer is that you can order online and make returns at the store, which is super convenient if you are unhappy with your Christmas tree.

Price Range: \$60–\$30,000 | **Shipping:** Free on orders over \$35 | **Return Policy:** 90 days

Amazon



PHOTO: AMAZON

Buy on Amazon

What Stands Out: There are many choices for every decor style and budget.

What Could Be Improved: Shipping and return options vary by retailer; it helps to be an Amazon Prime member.

If you're undecided on holiday decor, Amazon is one of the best places to buy Christmas trees because of the sheer size of its selection. That said, this can lead to decision fatigue, so it pays to shop with a size and style in mind.

Customers who decided from the thousands of options were happy with the quality of the trees that arrived on their doorstep. If you're a frequent Amazon customer, it's a no-brainer to look at some trees on the site, plus your Prime membership will facilitate easy shipping and returns.

Price Range: \$16–\$38,000 | **Shipping:** Varies by seller | **Return Policy:** Varies by seller

Hobby Lobby



PHOTO: HOBBY LOBBY

[Buy on Hobbylobby.com](#)

What Stands Out: The trees look just like the pictures on the website, and there are typically sales.

What Could Be Improved: Selection is limited, especially if you want a full, traditional tree.

Hobby Lobby might be your go-to retailer for crafting materials, but it's also one of the best places to buy Christmas trees. The retailer offers a wide range of artificial Christmas trees for every style and budget. Our survey respondents were pleased to report that the trees they purchased looked just like the images they browsed online, so you can confidently shop for pines and firs—including even pre-lit ones for those who want to skip the hassle of tangled [string lights](#).

Price Range: \$40–\$1,200 | **Shipping:** Varies based on total cost; starts at \$10.95 | **Return Policy:** 90 days

Michaels



PHOTO: MICHAELS

[Buy on Michaels](#)

What Stands Out: There is a large selection of traditional and trendy trees.

What Could Be Improved: The quality varies, and the trees aren't the most durable.

Whether you're looking for a traditional Christmas tree or something that's a little edgy, you can find it at Michaels. One of our survey respondents was pleased with the pink pre-lit tree they ordered, though they did note that others should manage their expectations regarding the

images online versus the tree delivered to their door. Still, prices are lower compared to other places, and there are a variety of styles, sizes, and features to choose from, including tons of mini trees. Plus, you can easily shop for all your other Christmas decorations at the same time.

Price Range: \$26–\$11,730 | **Shipping:** Free standard shipping on orders over \$50 | **Return Policy:** 60 days

Wayfair



PHOTO: WAYFAIR

[Buy on Wayfair](#)

What Stands Out: There's a huge selection of trees in every style and price point.

What Could Be Improved: The selection might be overwhelming for those who don't have a particular tree in mind.

Wayfair has long been a great online retailer for all sorts of home decor, so it's no surprise that we consider this one of the best places to shop for Christmas trees. Our survey respondents agreed that one of the best parts about shopping at Wayfair is the reasonable price points. One respondent noted that one tree they purchased from Wayfair lasted for years, which should reassure you that Wayfair's trees are made to last. Plus, none of the respondents had to return or exchange the trees they purchased.

Price Range: \$35–\$10,500 | **Shipping:** Free on orders over \$35 | **Return Policy:** 30 days

Pottery Barn



PHOTO: POTTERY BARN

[Buy on Pottery Barn](#)

What Stands Out: It has some of the most realistic faux trees we found.

What Could Be Improved: The trees tend to be very expensive.

There is an impressive selection of faux trees at Pottery Barn, from Vermont Spruce to Fraser Fir and Ozark Pine. Traditionalists will love the fullness of these realistic-looking trees, though those who want more glammed-out styles will also be happy. Whatever your decorating style, you can find dozens of trees at various prices. Also, if you're looking for smaller trees for tabletops, there's a nice selection here, including unique varieties that we haven't seen elsewhere.

Price Range: \$59–\$2,399 | **Shipping:** Varies based on total cost; starts at \$12.95 | **Return Policy:** 30 days

Grandin Road



PHOTO: GRANDIN ROAD

[Buy on Grandinroad.com](#)

What Stands Out: There's a 90-day return policy, but you can return defective items for up to one year.

What Could Be Improved: The selection is small and pricey, plus shipping and handling costs can be high.

Grandin Road is known for its high-quality home decor and furnishings, but this online retailer also offers Christmas trees, garlands, and wreaths. Some of these faux trees are quite large, but if your space is cozier, there are small trees to choose from as well.

The selection is more sparse at Grandin Road, which might not be a bad thing if you experienced decision fatigue with some of the other retailers on our list. For those who want an extensive array of trees to shop, we recommend another retailer. But for quality, traditional trees, you can find beautiful options at Grandin Road.

Price Range: \$70–\$1,399 | **Shipping:** Varies based on total cost; starts at \$14.95 | **Return Policy:** 90 days

Frontgate



PHOTO: FRONTGATE

[Buy on Frontgate](#)

What Stands Out: It specializes in super realistic trees, and all trees come with a 3-year warranty.

What Could Be Improved: It's a small selection, and trees in the lowest price range are still expensive.

Frontgate is known for its high-quality home furnishings and decor, including holiday decorations like artificial Christmas trees. There isn't a vast selection like at a big-box retailer, but what Frontgate lacks in variety they make up for with realism—you almost won't believe these trees are faux.

While the trees are pricey, they're made to last for many seasons with proper maintenance. If you want to splurge on Christmas decorations this year, there are some quality kits like the Bleu Heirloom Collection Tree Set, which includes a gorgeous pre-lit tree, ornaments, ribbons, and other embellishments.

Price Range: \$599–\$4,999 | **Shipping:** Varies; starts at 12% of total cost | **Return Policy:** 3-year warranty

Home Depot



PHOTO: THE HOME DEPOT

[Buy on Home Depot](#)

What Stands Out: It has hundreds of trees in various sizes and styles—with fast shipping and in-store pickup.

What Could Be Improved: The selection may be overwhelming if you don't have a style in mind.

Home Depot might already be your go-to place for all things DIY and home improvement, but it's also one of the best places to buy Christmas trees. In the store, you'll likely see some on display, but look online for hundreds more choices. Whether you want a towering traditional fir or a small pink tree, Home Depot has them all. Many trees come pre-lit, but you can also add string lights to your order if you choose an unlit tree.

Home Depot also sells a selection of real trees, in case you want even more options. In-store pickup is free, and there's free two-day shipping on most items. We suggest shopping early to ensure the best selection and available inventory.

Price Range: \$14–\$6,810 | **Shipping:** Free on most products | **Return Policy:** 90 days

King of Christmas



PHOTO: KING OF CHRISTMAS

[Buy on Kingofchristmas.com](#)

What Stands Out: All trees comes with a 2-year warranty.

What Could Be Improved: The focus is on traditional trees; shop elsewhere if you want a greater selection of unique options.

Expectations are high when a retailer is called the King of Christmas, and we think that this online Christmas decor marketplace exceeds expectations. If you want a traditional tree that closely resembles one found in nature, this is the place to shop. You can choose from more than a dozen tree species, including cypress spruce, aspen fir, and King Douglas fir. There are plenty of flocked options, but we only spotted a few brightly colored trees; if you want an off-beat Christmas theme, look elsewhere.

The selection is ample but not overwhelming, plus the website helps you filter selections to hone in on the right tree for your space. The retailer also offers wreaths, garlands, and other decor and accessories for a festive display. While King of Christmas offers free shipping for most orders, faux trees over 15 feet tall may incur additional fees. Keep in mind that you cannot make returns after December 20, and all returns must be made with the original packaging.

Price Range: \$299–\$1,999 | **Shipping:** Free, with additional fees for trees over 15 feet | **Return Policy:** 30 days, before December 20

Birch Lane



PHOTO: BIRCH LANE

[Buy on Birchlane.com](#)

What Stands Out: The trees are full and look realistic.

What Could Be Improved: The tree selection is pricey and skews more traditional than trendy.

If you're unsure whether to go [real or faux with your Christmas tree](#) this holiday season, look to Birch Lane to help you decide. This beautiful selection of trees features some of the most realistic-looking pines and firs we've seen. From pencil-slim trees to jaw-droppingly full trees, this retailer has a pick to complete your holiday decor.

There are plenty of flocked options and pure white trees, but if you want something super trendy, you may have to shop elsewhere. Still, there are dozens of options at Birch Lane, so if you want a more traditional look, you can find it here. We also like that some tree selections come in various sizes so you can choose the one that fits your space perfectly.

Price Range: \$53–\$3,128 | **Shipping:** Free on orders over \$35 | **Return Policy:** 30 days

Our Testing Process

To find the best places to buy Christmas trees, we surveyed our staff on trees they purchased from various retailers. We asked questions based on each retailer's selection, shopping experience, product information on the page, delivery, quality, customer service, and overall value. Out of the 17 responses we received, we got in-depth insights on six different retailers. To round out our list, we added an additional six retailers based on extensive research using the same methodology as we used for our survey: quality, variety, prices, delivery, and return policy.

How to Shop for Christmas Trees Like a Pro

Price Range

If you're shopping on a budget, start with a retailer that offers an appropriate price range, like Amazon, Home Depot, Target, Wayfair, or Hobby Lobby. While these retailers have many budget-friendly trees, you won't encounter a skimpy selection—plus, there are mid-range options if your budget has a bit more wiggle room.

For those who want to invest in a high-quality Christmas tree, consider retailers like Frontgate, Grandin Road, Pottery Barn, and Balsam Hill. While you don't need to splurge on a Christmas tree, spending more can get you a long-lasting, realistic tree that carries you through many holiday seasons.

[Delia Dahm](#), the president of Cadeaux Christmas Interior Decorating, says you can expect to pay anywhere between \$350 and \$700 for an average-sized 7.5-foot tree. For 9-foot trees, you can pay upwards of \$1,000, especially if it's pre-lit.

"Lights are by far the biggest expense in an artificial tree," says Dahm. "The more lights it has, the more you pay." Expect to pay more for trees that come pre-decorated, though Dahm says you can save on ornaments.

Selection

From big box retailers like Amazon to niche holiday stores like King of Christmas, consumers have a wealth of options when purchasing an artificial Christmas tree. For those with a particular style, size, and price

in mind, you can use filters to narrow your search or opt for a smaller retailer that suits your needs. If unsure what tree you want, start at a large retailer and browse options—then you can come up with specific criteria for the tree of your dreams.

When narrowing down your choices, “it would be better to stick with a brand that you like,” says Dahm. If you’re [buying an artificial tree for the first time](#), Dahm suggests looking at specific features like the number of lights and the tip count—the higher the tip count, the more realistic the tree.

Shipping and Returns

Shipping fees and return policies can vary drastically from retailer to retailer—and the last thing you want is an unexpected charge tacked on top of the total price or a fickle return policy for a tree you don’t love. We included each retailer’s shipping and return policy, though we recommend reading the fine print.

Some shipping fees may vary by the price of the product purchased or by your location. If you’re shopping last minute, you can likely pay more to expedite your shipment if the standard shipping time frame is too long.

Other retailers have ample return policies, but may require a fulfilled return before Christmas day. We especially like retailers like Balsam Hill, which will send a prepaid return label for \$25 to make returns easy.

Questions You Might Ask

What is the most popular Christmas tree style?

Full, realistic-looking trees are a coveted and traditional holiday look. Dahm particularly loves artificial spruce trees, “because they allow a good display of the [ornament collection](#),” she says.

Other popular styles include pencil-shaped trees, which have a slim profile that’s ideal for smaller spaces. For those who want something unique this holiday season, vibrant pink, pure white, and shimmering silver trees can bring a stylish flair to your Christmas decor.

How much should you expect to pay for a Christmas tree?

The prices of artificial Christmas trees can range from under \$100 to over \$5,000. The price of a faux Christmas tree is typically based on height, tip count (number of branches), and the number of lights on pre-lit models, according to Dahm. That said, Dahm says you can expect to pay between \$350 and \$700 for a 7.5-foot tree and around \$1,000 for a 9-foot tree.

Are expensive Christmas trees worth it?

Does a more expensive tree always mean it’s a higher-quality tree? “As a rule, yes, it does,” says Dahm. “Higher price equals more lights, more density and durability.”

Plus, artificial trees won’t be at the curb when the holiday season is over. A well-maintained artificial tree can last for many years, making it a worthwhile investment in the long run.

Take Our Word for It

This article was written by [Barbara Bellesi Zito](#), a freelance lifestyle writer with 18 years of experience covering home and lifestyle topics for various publications. To compile this list of the best places to buy Christmas trees, she analyzed survey insights and researched top retailers while considering factors like selection, price, quality, and ease of purchase and delivery. For expert advice on what consumers should know when purchasing artificial Christmas trees, she consulted design experts [Kathy Kuo](#), founder and CEO of Kathy Kuo Home, and [Delia Dahm](#), the president of Cadeaux Christmas Interior Decorating.

What Is Real Simple Selects?

Next to each product on this list, you may have noticed a [Real Simple Selects seal of approval](#). Any product appearing alongside that seal has been vetted by our team—put through tests and graded on its performance to earn a spot on our list. Although we buy most of the products we test, sometimes we do get samples from companies if purchasing a product ourselves isn’t an option. All products go through the same rigorous process, whether they are purchased or sent by the company.

Love our recommendations? Check out more products that have earned the [Real Simple Selects](#), from humidifiers to cordless vacuums.

Was this page helpful?  



GIFT WRAPPING

The 20 Best Places to Buy Wrapping Paper of 2023

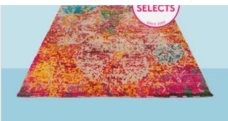
By Rachel Simon



CHRISTMAS DECORATION IDEAS

The 7 Best Artificial Christmas Trees of 2023, Tested and Reviewed

By Quinn Gawronski



DECORATING

The 21 Best Places to Buy Rugs of 2023, Vetted by Us

By Lindsey Lanquist and Kate McGregor



GARDENING

The 16 Best Places to Buy Plants Online of 2023

By Lesley Chen



DECORATING

The 17 Best Places to Buy Blinds of 2023

By Kat de Naoum



SHOPPING

The 16 Best Places to Buy a Couch of 2023

By Morgan Goldberg and Jen Woo



CHRISTMAS

The 10 Best Indoor Christmas Lights of 2023

By Rachel Simon



CHRISTMAS DECORATION IDEAS

The 32 Best Christmas Ornaments of 2023

By L. Daniela Alvarez



The 15 Best Places to Buy Bedding of 2023, Tested and Reviewed

By Lindsey Lanquist



The 16 Best Sheet Sets of 2023, Tested and Reviewed

By Jen Woo



The 8 Best Cooling Mattress Toppers of 2023, Tested and Reviewed

By Kat de Naoum



The 18 Best Places to Buy Curtains of 2023

By Lindsey Lanquist



BEDROOM DECORATING

The 12 Best Cooling Pillows of 2023, Tested and Reviewed

By Melanie Fincher and Jamie Fischer



LINGERIE & HOSIERY

The 14 Best Wireless Bras of 2023, Tested and Reviewed

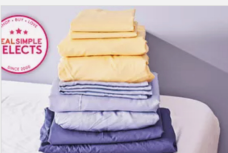
By Samantha Parsons and Rachel Center



LINGERIE & HOSIERY

The 20 Best Places to Buy Bras of 2023

By Lindsey Lanquist



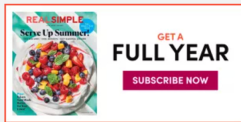
BEDROOM DECORATING

The 11 Best Cooling Sheets of 2023, Tested and Reviewed

By Melanie Fincher

REAL SIMPLE

NEWSLETTER



Follow Us



FOOD

HOME

LIFE

HEALTH

MONEY

STYLE AND BEAUTY

HOLIDAYS & ENTERTAINING

NEWS

SHOPPING

About Us

Editorial Guidelines

Privacy Policy

Terms of Service

Your Privacy Choices

Contact Us

Subscribe

Product Testing Guidelines

Diversity & Inclusion Pledge

Advertise

Careers

Real Simple is part of the Dotdash Meredith publishing family.

Please review our updated Terms of Service.

