

## BOARD OF GOVERNORS OF THE FEDERAL RESERVE SYSTEM

G.16

January 8, 1952

## RETAIL FURNITURE REPORT FOR NOVEMBER 1951

Total furniture store sales in November were 1 per cent larger than in October and reflected slight gains in all types of sales. However, only instalment sales increased over a year ago. An increase of 19 per cent in these sales from November 1950 more than offset declines in cash and charge-account sales.

Instalment accounts receivable showed a 1 per cent gain from the level of the preceding month, but were 9 per cent less than on November 30 last year. As in other recent years, collections on instalment accounts declined in November. These collections amounted to 11 per cent of accounts outstanding on the first of the month, 1 point less than in October.

The retail value of inventories also rose 1 per cent during November, but at the end of the month was still slightly less than on the corresponding date last year. At the current rate of sales, stocks on hand were equivalent to about four and one-half months' supply as compared with five months' supply a year ago.

## Furniture Store Statistics for November 1951

Item	Percentage change from:	
	Oct. 1951 to Nov. 1951	Nov. 1950 to Nov. 1951
Net sales		
Total	+ 1	+10
Cash sales	+ 3	- 2
Credit sales: Instalment	+ 1	+19
Charge account	+ 2	- 6
Accounts receivable, at end of month		
Total	+ 2	- 9
Instalment	+ 1	- 9
Collections during month		
Total	- 2	- 3
Instalment	- 2	- 3
Inventories, end of month, at retail value	+ 1	- 2

NOTE:--These figures are preliminary and subject to revision.

## RETAIL FURNITURE STORES - NOVEMBER 1951\*

## Sales and Inventories

Federal Reserve District	Percentage change							
	Total net sales		Cash sales		Credit sales		Inventories end of month 1/	
	Oct. '51 to Nov. '51	Nov. '50 to Nov. '51	Oct. '51 to Nov. '51	Nov. '50 to Nov. '51	Oct. '51 to Nov. '51	Nov. '50 to Nov. '51	Oct. '51 to Nov. '51	Nov. '50 to Nov. '51
	Nov. '51	Nov. '51	Nov. '51	Nov. '51	Nov. '51	Nov. '51	Nov. '51	Nov. '51
Boston	-10	-4	-12	-7	-10	-3	+1	+2
New York	+7	+4	+5	-4	+8	+8	0	-5
Philadelphia	+6	+13	+10	-6	+7	+17	0	-2
Cleveland	-3	+32	-1	+12	-3	+35	0	-6
Richmond	0	+18	+4	+32	-1	+18	+2	+9
Atlanta	+1	+25	-2	+12	+1	+28	+3	+3
Chicago	-1	+23	-5	-7	-1	+21	+2	+2
St. Louis	-6	+4	+2	-5	-7	+5	+1	-7
Minneapolis	-7	+7	-8	-9	-8	+12	+2	-6
Kansas City	0	+4	+1	0	0	+5	-3	-3
Dallas	-1	+18	+9	-17	-3	+23	-3	-5
San Francisco	+2	+6	+7	-2	+2	+8	+3	-3
U. S. Total	+1	+10	+3	-2	+1	+14	+1	-2
Number of stores	747	747	596	596	596	596	517	517

1/ At retail value.

## Accounts Receivable and Collections

Federal Reserve District	Percentage change							
	Accounts receivable, end of month				Collections during month			
	Total		Instalment		Total		Instalment	
	Oct. '51 to Nov. '51	Nov. '50 to Nov. '51	Oct. '51 to Nov. '51	Nov. '50 to Nov. '51	Oct. '51 to Nov. '51	Nov. '50 to Nov. '51	Oct. '51 to Nov. '51	Nov. '50 to Nov. '51
Boston	+1	-14	+3	-7	0	-17	-3	-14
New York	+1	-6	+1	-7	+2	-3	0	-3
Philadelphia	+4	-1	+5	-1	+1	+1	+1	+1
Cleveland	+3	-4	+2	-17	-5	+12	-7	0
Richmond	+2	-5	+2	-8	+3	+8	+11	+22
Atlanta	+3	-19	0	-18	-5	-11	-5	-10
Chicago	+2	-11	+1	-18	-4	-6	-8	-8
St. Louis	0	-18	+1	-19	-5	-9	-4	-14
Minneapolis	0	-14	0	-13	-5	-8	-9	-9
Kansas City	0	-9	0	+3	+1	-10	-7	+19
Dallas	+1	-8	+1	+5	0	+1	-2	-4
San Francisco	+3	-9	-1	-13	-6	-2	-6	-11
U. S. Total	+2	-9	+1	-9	-2	-3	-2	-3
Number of stores	679	679	238	238	679	679	238	238

Digitized by FRASER. November 1951 figures are preliminary and subject to revision.

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Federal Reserve Bank of St. Louis