

April 2, 1946
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RETAIL FURNITURE REPORT FOR FEBRUARY 1946

Furniture store sales increased eight per cent in February, and were nearly one-half larger than a year ago. Cash sales were up slightly from a month ago, but rose 76 per cent over the year-period. Both types of credit sales showed seasonal gains, and were in considerably larger volume than a year earlier.

Inventories were built up further in February, and continued about one-tenth higher than on the corresponding date last year. At the end of the month they amounted to nearly three and one-half months' supply at the current rate of sale, as compared with four and one-half months' supply on February 28, 1945.

Installment accounts receivable showed little change from the end of January, and were 11 per cent greater than a year ago. The ratio of collections during February to installment accounts outstanding on the first of the month was 24 per cent, three points higher than in February 1945. These accounts were outstanding, on the average, approximately seven months, as compared with eight and one-half months in February 1945.

Furniture Store Statistics for February 1946

	Percentage change from:	
	January 1946 to February 1946	February 1945 to February 1946
Net sales		
Total	+ 8	+49
Cash sales	+ 5	+76
Credit sales: Installment	+ 7	+42
Charge account	+ 9	+50
Accounts receivable, at end of month		
Total	+ 1	+10
Installment	+ 1	+11
Collections during month		
Total	- 7	+23
Installment	- 7	+2
Inventories, end of month, at retail value	+ 7	+10

Note:—These figures are preliminary and subject to revision.

RETAIL FURNITURE STORES - FEBRUARY 1946*

Sales and Inventories

Federal Reserve District	Percentage change							
	Total net sales		Cash sales		Credit sales		Inventories end of month ^{1/}	
	Jan. '46	Feb. '45	Jan. '46	Feb. '45	Jan. '46	Feb. '45	Jan. '46	Feb. '45
	to Feb. '46	to Feb. '46	to Feb. '46	to Feb. '46	to Feb. '46	to Feb. '46	to Feb. '46	to Feb. '46
Boston	+ 4	+68	+ 5	+79	+ 3	+65	+ 8	+ 5
New York	+ 9	+59	+ 7	+110	+10	+7	+ 8	+14
Philadelphia	+ 8	+65	+ 1	+112	+11	+56	+ 8	+15
Cleveland	+17	+57	+ 4	+93	+ 4	+55	+ 6	+15
Richmond	+ 1	+60	+ 2	+71	+ 2	+3	+12	+ 5
Atlanta	+ 3	+53	- 4	+85	+ 5	+7	0	+ 9
Chicago	+11	+55	+10	+82	+ 6	+42	+ 8	+14
St. Louis	+ 3	+60	- 1	+83	0	+8	+17	+15
Minneapolis	+ 6	+51	+ 3	+68	+ 9	+8	+ 2	-13
Kansas City	+17	+51	+24	+79	+13	+39	+ 7	+18
Dallas	+ 6	+39	- 7	+49	+12	+32	+ 9	+ 6
San Francisco	+ 7	+26	+ 6	+42	+ 7	+20	+ 5	+10
U. S. Total	+ 8	+49	+ 5	+76	+ 7	+42	+ 7	+10
Number of stores	736	736	592	592	592	592	491	491

^{1/} At retail value.

Accounts Receivable and Collections

Federal Reserve District	Percentage change							
	Accounts receivable, end of month				Collections during month			
	Total		Installment		Total		Installment	
	Jan. '46	Feb. '45	Jan. '46	Feb. '45	Jan. '46	Feb. '45	Jan. '46	Feb. '45
	to Feb. '46	to Feb. '46	to Feb. '46	to Feb. '46	to Feb. '46	to Feb. '46	to Feb. '46	to Feb. '46
Boston	- 2	+11	- 1	+ 5	- 9	+36	- 9	+32
New York	- 2	+ 6	- 2	+ 8	- 9	+15	- 8	+17
Philadelphia	0	+11	- 1	+11	-11	+26	-11	+30
Cleveland	0	+13	0	+17	0	+25	+ 6	+33
Richmond	- 3	+15	+ 1	+17	-10	+23	- 9	+27
Atlanta	0	+11	0	+12	- 7	+25	- 8	+28
Chicago	+ 1	+11	+ 2	+27	- 3	+38	- 5	+17
St. Louis	- 3	+ 9	- 4	+ 4	- 4	+35	-11	+22
Minneapolis	+ 2	+15	+ 2	+18	- 2	+35	0	+36
Kansas City	0	+17	+ 8	+10	- 9	+28	+33	+11
Dallas	+ 1	+ 7	+ 1	+11	- 4	+21	- 3	+20
San Francisco	- 2	0	+ 5	+16	-11	+12	- 1	+24
U. S. Total	+ 1	+10	+ 1	+11	- 7	+23	- 7	+21
Number of stores	677	677	268	268	677	677	268	268

* February, 1946 figures are preliminary and subject to revision.