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June 4, 1947

RETAIL FURNITURE REPORT FOR APRIL 1947

Retail furniture store sales increased 3 per cent in April, reflecting small gains in each type of transaction. The volume of cash sales was 31 per cent below the year-ago level; instalment and charge-account sales increased 37 per cent and 31 per cent, respectively.

Inventories were unchanged from the end of March, but were about one-half larger than on the corresponding date last year. At the end of April, they amounted to approximately four months' supply at the current rate of sale, as compared with about three months' supply a year ago.

Instalment accounts outstanding at the end of April rose 3 per cent, and continued substantially above the amount outstanding a year earlier. Collections on instalment accounts were 1 per cent less than in the preceding month, and the ratio of collections to accounts receivable on the first of the month was 24 per cent, as compared with 25 per cent for March. The average collection period for instalment accounts outstanding in April was around seven months.

Furniture Store Statistics for April 1947

	Percentage change from:	
	March 1947 to April 1947	April 1946 to April 1947
Net sales		
Total	+ 3	+11
Cash sales	+ 1	-11
Credit sales: Instalment	+ 2	+17
Charge account	+ 8	+31
Accounts receivable, at end of month		
Total	+ 3	+10
Instalment	+ 3	+31
Collections during month		
Total	- 2	+21
Instalment	- 4	+12
Inventories, end of month, at retail value	0	+52

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

RETAIL FURNITURE STORES - APRIL 1947*

Sales and Inventories

Federal Reserve District	Percentage change							
	Total net sales		Cash sales		Credit sales		Inventories end of month ^{1/}	
	Mar. '47 to Apr. '46	Apr. '46 to Apr. '47	Mar. '47 to Apr. '46	Apr. '46 to Apr. '47	Mar. '47 to Apr. '46	Apr. '46 to Apr. '47	Mar. '47 to Apr. '46	Apr. '46 to Apr. '47
	Apr. '47	Apr. '47	Apr. '47	Apr. '47	Apr. '47	Apr. '47	Apr. '47	Apr. '47
Boston	- 7	- 5	0	-12	- 3	- 3	+ 1	+5L
New York	+ 3	+12	+ 1	-15	+ 1	+22	- 1	+36
Philadelphia	+ 2	+ 2	+ 3	-19	+ 3	+ 9	+ 6	+43
Cleveland	+ 7	+ 1	+13	-17	+ 5	+ 7	+ 2	+13
Richmond	+ 2	+ 7	- 1	-19	+ 1	+13	- 2	+13
Atlanta	+ 4	+12	+ 3	-13	+ 3	+20	- 1	+11
Chicago	+ 6	+10	+ 5	- 5	+ 5	+23	0	+50
St. Louis	+ 5	+ 3	- 3	-23	+ 5	+12	+ 2	+77
Minneapolis	+ 1	+ 6	+ 3	+ 2	+ 1	+ 7	- 1	+53
Kansas City	0	+20	- 3	- 7	+ 4	+33	+ 1	+105
Dallas	- 3	+ 5	+ 2	-23	- 3	+15	0	+89
San Francisco	+ 1	+2L	- 3	+ 1	+ 2	+3L	- 1	+51
U. S. Total	+ 3	+11	+ 1	-11	+ 3	+2Q	0	+52
Number of stores	776	776	619	619	619	619	515	515

^{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	
	Mar. '47 to Apr. '46	Apr. '46 to Apr. '47	Mar. '47 to Apr. '46	Apr. '46 to Apr. '47	Mar. '47 to Apr. '46	Apr. '46 to Apr. '47	Mar. '47 to Apr. '46	Apr. '46 to Apr. '47
Apr. '47	Apr. '47	Apr. '47	Apr. '47	Apr. '47	Apr. '47	Apr. '47	Apr. '47	
Boston	+ 1	+ 1	+ 1	+ 6	- 5	- 1	- 5	- 3
New York	+ 3	+40	+ 4	+40	- 2	+21	- 1	+17
Philadelphia	+ 3	+30	+ 1	+25	- 3	+31	- 3	+ 9
Cleveland	+ 1	+36	+ 5	+37	- 2	+11	- 5	+15
Richmond	+ 1	+35	+ 5	+32	- 7	+17	- 3	+11
Atlanta	+ 3	+37	+ 1	+36	- 1	+20	- 5	+10
Chicago	+ 1	+35	+ 1	+21	+ 3	+21	- 3	+12
St. Louis	+ 1	+26	+ 3	+25	+ 2	+11	+ 6	0
Minneapolis	+ 3	+31	+ 3	+30	- 2	+11	- 5	+ 1
Kansas City	+ 7	+63	+ 9	+49	+ 1	+32	- 2	+19
Dallas	+ 2	+33	0	+22	- 1	+12	- 1	+ 9
San Francisco	+ 1	+69	+ 2	+3L	- 2	+39	-10	+15
U. S. Total	+ 3	+40	+ 3	+3L	- 2	+21	- 1	+12
Number of stores	717	717	210	210	717	717	210	210

Digitized April 1947 figures are preliminary and subject to revision.