

BOARD OF GOVERNORS OF THE FEDERAL RESERVE SYSTEM

G.16

December 7, 1950

RETAIL FURNITURE REPORT FOR OCTOBER 1950

October sales at retail furniture stores fell below the large volume of the two preceding months. Instalment sales declined considerably following the reinstatement of instalment credit controls, but both cash and charge-account sales showed a further expansion during the month. Total sales continued above year-ago levels. Instalment business was slightly below the October 1949 volume while cash and charge-account sales exceeded those of a year earlier by 21 per cent and 25 per cent, respectively.

Instalment accounts receivable of furniture stores leveled off in October but were still well above those of a year earlier. Collections increased 6 per cent during October but when related to first-of-month accounts receivable gave a collection ratio of 11 per cent, the same as in the three preceding months.

Stocks at furniture stores were built up rapidly during October. The value of inventory at the end of the month was 12 per cent greater than in September and 30 per cent larger than the stocks on hand a year earlier. At the current rate of sale these stocks represent a five months' supply, compared with a four months' supply in October 1949.

Furniture Store Statistics for October 1950

Item	Percentage change from:	
	Sept. 1950 to Oct. 1950	Oct. 1949 to Oct. 1950
Net sales		
Total	-10	+ 6
Cash sales	+ 8	+21
Credit sales: Instalment	-17	- 2
Charge account	+ 5	+25
Accounts receivable, at end of month		
Total	0	+26
Instalment	0	+23
Collections during month		
Total	+ 4	+24
Instalment	+ 6	+20
Inventories, end of month, at retail value	+12	+30

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

RETAIL FURNITURE STORES - OCTOBER 1950*

Sales and Inventories

Federal Reserve District	Percentage change							
	Total net sales		Cash sales		Credit sales		Inventories end of month ^{1/}	
	Sept. '50 to to	Oct. '49 to to	Sept. '50 to to	Oct. '49 to to	Sept. '50 to to	Oct. '49 to to	Sept. '50 to to	Oct. '49 to to
	Oct. '50	Oct. '50	Oct. '50	Oct. '50	Oct. '50	Oct. '50	Oct. '50	Oct. '50
Boston	+ 1	+21	+ 3	- 2	0	+23	+ 2	+20
New York	+10	+ 7	+25	+26	+ 5	+ 1	+10	+25
Philadelphia	+ 7	+17	+12	+ 6	- 7	+11	+ 9	+24
Cleveland	-17	+20	+ 1	+20	-18	+20	+10	+31
Richmond	-10	- 4	- 7	+15	-17	- 7	+11	+25
Atlanta	-20	-23	+ 1	- 3	-33	-25	+10	+23
Chicago	- 9	+12	+ 6	+29	-17	+ 8	+11	+25
St. Louis	- 9	+ 7	+10	+22	- 5	+ 3	+ 4	+27
Minneapolis	-13	0	+ 4	+11	-17	- 1	+11	+25
Kansas City	- 6	+17	+ 6	+18	- 9	+16	+10	+35
Dallas	-25	-11	+ 7	+17	-30	-17	+10	+27
San Francisco	-13	+16	+ 6	+30	-16	+13	+20	+41
U. S. Total	-10	+ 6	+ 8	+21	-14	+ 3	+12	+30
Number of stores	760	760	608	608	608	608	543	543

^{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	
	Sept. '50 to to	Oct. '49 to to	Sept. '50 to to	Oct. '49 to to	Sept. '50 to to	Oct. '49 to to	Sept. '50 to to	Oct. '49 to to
Oct. '50	Oct. '50	Oct. '50	Oct. '50	Oct. '50	Oct. '50	Oct. '50	Oct. '50	
Boston	+ 3	+29	+ 2	+23	+11	+39	+ 9	+29
New York	+ 2	+22	+ 2	+23	+11	+15	+15	+21
Philadelphia	+ 1	+24	+ 1	+26	+ 2	+24	+ 1	+23
Cleveland	0	+20	- 1	+23	+ 2	+35	- 3	+23
Richmond	+ 2	+22	- 1	+22	+ 4	+21	- 2	+25
Atlanta	- 2	+19	- 3	+13	- 1	+11	0	+ 6
Chicago	0	+27	0	+31	+ 5	+28	0	+26
St. Louis	0	+26	- 1	+17	+ 2	+23	+ 1	+21
Minneapolis	- 1	+23	- 1	+23	+ 6	+24	+ 6	+19
Kansas City	0	+36	- 5	+25	+ 3	+35	- 5	+23
Dallas	- 2	+18	- 2	+21	- 1	+20	+ 1	+ 9
San Francisco	0	+35	- 3	+44	+ 4	+34	- 4	+30
U. S. Total	0	+26	0	+23	+ 4	+24	+ 6	+20
Number of stores	692	692	253	253	692	692	253	253