

BOARD OF GOVERNORS OF THE FEDERAL RESERVE SYSTEM

G.16

March 7, 1952

RETAIL FURNITURE REPORT FOR JANUARY 1952

Total sales of furniture stores showed the usual sharp drop in January, reflecting declines in all types of sales. Decreases from year-ago sales volume were also general, ranging from 5 per cent for instalment sales to 24 per cent for charge-account sales.

Instalment accounts receivable declined seasonally during the month to a level 5 per cent below that for December. Collections on these accounts increased 4 per cent during January, but were 5 per cent less than in the same month a year ago.

The retail value of inventories at the end of January was down 1 per cent from December and 9 per cent from the year-ago figure. At the current rate of sales, stocks on hand are equivalent to a little more than five months' supply, about the same as for January of last year.

Furniture Store Statistics for January 1952

Item	Percentage change from:	
	Dec. 1951 to Jan. 1952	Jan. 1951 to Jan. 1952
Net sales		
Total	-40	-12
Cash sales	-39	-15
Credit sales: Instalment	-46	-5
Charge account	-22	-24
Accounts receivable, at end of month		
Total	-5	-8
Instalment	-5	-4
Collections during month		
Total	+6	-6
Instalment	+4	-5
Inventories, end of month, at retail value	-1	-9

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

RETAIL FURNITURE STORES - JANUARY 1952*

Sales and Inventories

Federal Reserve District	Percentage change							
	Total net sales		Cash sales		Credit sales		Inventories end of month ^{1/}	
	Dec.'51 to Jan.'52	Jan.'51 to Jan.'52	Dec.'51 to Jan.'52	Jan.'51 to Jan.'52	Dec.'51 to Jan.'52	Jan.'51 to Jan.'52	Dec.'51 to Jan.'52	Jan.'51 to Jan.'52
Boston	-34	-19	-50	-10	-32	-20	-4	-12
New York	-57	-9	-51	-14	-63	-5	+1	-12
Philadelphia	-31	-3	-45	-16	-28	0	+2	-11
Cleveland	-41	-11	-50	-21	-42	-9	+2	-5
Richmond	-47	-2	-51	+20	-46	-3	-1	-8
Atlanta	-46	+2	-41	+3	-47	+2	-1	-11
Chicago	-34	-13	-23	-9	-31	-12	-4	-5
St. Louis	-43	-14	-45	-19	-37	-13	-1	-11
Minneapolis	-39	-17	-44	-11	-36	-17	-5	-9
Kansas City	-23	-18	-26	-25	-23	-16	-3	-10
Dallas	-40	-3	-42	-23	-39	+1	-2	-13
San Francisco	-26	-19	-32	-21	-24	-18	-1	-5
U. S. Total	-40	-12	-39	-15	-40	-10	-1	-9
Number of stores	670	670	529	529	529	529	471	471

^{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	
Dec.'51 to Jan.'52	Jan.'51 to Jan.'52	Dec.'51 to Jan.'52	Jan.'51 to Jan.'52	Dec.'51 to Jan.'52	Jan.'51 to Jan.'52	Dec.'51 to Jan.'52	Jan.'51 to Jan.'52	
Boston	-4	-14	-4	-1	+4	-17	-2	-14
New York	-5	-4	-5	-3	+2	-7	+2	-5
Philadelphia	-2	+1	-1	-1	-3	-1	+9	+3
Cleveland	-5	-4	-9	-16	+7	-4	+4	-8
Richmond	-5	-3	-5	-1	+3	-3	-8	-3
Atlanta	-4	-9	-4	+1	+4	-9	+8	-4
Chicago	-5	-8	-5	-6	+7	-7	+15	-5
St. Louis	-6	-16	-4	-13	+14	+5	+3	-13
Minneapolis	-5	-15	-4	-16	+2	-13	+4	-11
Kansas City	-5	-9	0	-1	+13	-2	+16	+8
Dallas	-5	-9	-8	-2	+5	-3	-3	-11
San Francisco	-5	-11	-3	0	+10	-9	+15	+11
U. S. Total	-5	-8	-5	-4	+6	-6	+4	-5
Number of stores	612	612	217	217	612	612	217	217

* January 1952 figures are preliminary and subject to revision.