

BOARD OF GOVERNORS OF THE FEDERAL RESERVE SYSTEM

G.16

June 9, 1952

RETAIL FURNITURE REPORT FOR APRIL 1952

April sales at retail furniture stores increased 3 per cent over the previous month. Instalment and charge-account sales increased 2 per cent and 6 per cent, respectively, but there was a decline of 3 per cent in cash sales. Total sales were also above April of last year. The increase of 2 per cent reflected a year-to-year expansion of 9 per cent in instalment sales; both cash and charge-account sales declined by 8 per cent.

Instalment accounts outstanding on April 30 were unchanged from the preceding month-end, but were 1 per cent above the level of April 30 a year ago. Collections on these accounts dropped 7 per cent during the month and were 6 per cent below those of the same month a year ago.

The retail value of inventories increased 2 per cent during April, but continued substantially below a year ago. At the current rate of sales, stocks on hand at the end of the month amounted to about 5 months' supply.

Furniture Store Statistics for April 1952

Item	Percentage change from:	
	Mar. 1952 to Apr. 1952	Apr. 1951- to Apr. 1952
Net sales		
Total	+ 3	+ 2
Cash sales	- 3	- 8
Credit sales: Instalment	+ 2	+ 9
Charge account	+ 6	- 8
Accounts receivable, at end of month		
Total	0	- 2
Instalment	0	+ 1
Collections during month		
Total	- 6	- 8
Instalment	- 7	- 6
Inventories, end of month, at retail value	+ 2	-15

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

RETAIL FURNITURE STORES - APRIL 1952*

Sales and Inventories

Federal Reserve District	Percentage change							
	Total net sales		Cash sales		Credit sales		Inventories and of month 1/	
	Mar. '52 to Apr. '52	Apr. '51 to Apr. '52	Mar. '52 to Apr. '52	Apr. '51 to Apr. '52	Mar. '52 to Apr. '52	Apr. '51 to Apr. '52	Mar. '52 to Apr. '52	Apr. '51 to Apr. '52
	to	to	to	to	to	to	to	to
Boston	+ 3	- 5	- 2	-15	+ 4	- 4	+ 3	-26
New York	0	+ 2	-12	-10	0	+10	0	-15
Philadelphia	0	- 3	- 5	-14	+ 2	- 1	+ 1	-16
Cleveland	+ 3	+ 1	+ 3	-11	+ 3	+ 3	+ 1	-13
Richmond	+ 6	+ 6	+ 6	+15	+ 7	+ 5	- 2	- 4
Atlanta	+11	+28	+ 3	+ 6	+11	+29	+ 4	- 6
Chicago	- 2	- 5	-10	-13	- 3	- 3	+ 3	-22
St. Louis	+14	+ 8	+16	- 6	+16	+14	0	-12
Minneapolis	+ 2	-11	- 1	-18	+ 3	- 9	+ 9	-15
Kansas City	+ 2	- 4	+ 3	- 6	+ 3	- 3	+ 1	-21
Dallas	+ 1	+ 7	0	-20	+ 1	+ 7	+ 2	-21
San Francisco	+ 3	- 2	+ 1	- 6	+ 4	0	+ 4	-15
U. S. Total	+ 3	+ 2	- 3	- 8	+ 3	+ 5	+ 2	-15
Number of stores	719	719	564	564	564	564	494	494

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. '52 to Apr. '52	Apr. '51 to Apr. '52	Mar. '52 to Apr. '52	Apr. '51 to Apr. '52	Mar. '52 to Apr. '52	Apr. '51 to Apr. '52	Mar. '52 to Apr. '52	Apr. '51 to Apr. '52
Boston	+ 2	- 6	0	+ 2	- 7	-14	- 8	- 4
New York	0	- 1	0	0	- 7	- 7	- 7	- 6
Philadelphia	0	+ 3	0	+ 4	- 8	- 7	- 8	- 6
Cleveland	0	+ 1	0	- 5	- 5	-11	- 8	-11
Richmond	0	+ 1	+ 1	+ 7	- 5	- 5	-10	- 1
Atlanta	+ 2	+16	- 1	+ 5	- 8	+ 9	- 9	- 1
Chicago	- 1	- 4	- 1	- 1	- 6	-10	- 9	-12
St. Louis	+ 3	- 7	+ 2	- 4	- 2	- 8	- 6	- 7
Minneapolis	0	-11	0	- 8	- 9	-18	- 9	-18
Kansas City	0	- 9	- 5	- 6	- 3	-12	- 6	+ 4
Dallas	- 1	- 1	- 3	+ 4	- 5	- 4	- 1	+ 6
San Francisco	- 2	- 8	0	+26	- 6	-10	-11	-11
U. S. Total	0	- 2	0	+ 1	- 6	- 8	- 7	- 6
Number of stores	646	646	209	209	646	646	209	209

* April 1952 figures are preliminary and subject to revision.