

BOARD OF GOVERNORS OF THE FEDERAL RESERVE SYSTEM

G.16

December 9, 1952

RETAIL FURNITURE REPORT FOR OCTOBER 1952

Total sales at furniture stores in October increased 13 per cent over the preceding month, reflecting gains in each type of transaction. Instalment sales increased 16 per cent, while cash and charge-account sales increased 12 per cent and 5 per cent, respectively. Total sales in October were also above a year ago. A year-to-year gain of 12 per cent in instalment sales was more than sufficient to offset declines in cash and charge-account sales.

Instalment accounts receivable increased 3 per cent during October, and at the end of the month were 17 per cent above the year-ago level. Collections on these accounts during the month were 3 per cent above September collections and 1 per cent above October a year ago.

The retail value of inventories increased 5 per cent from September 30 to October 31, but decreased 3 per cent from October of last year. At the October rate of sales, merchandise on hand at the end of the month amounted to about 4 month's supply.

Furniture Store Statistics for October 1952

Item	Percentage change from:	
	Sept. 1952	Oct. 1951
	to Oct. 1952	to Oct. 1952
Net sales		
Total	+13	+ 6
Cash sales	+12	- 5
Credit sales: Instalment	+16	+12
Charge account	+ 5	- 6
Accounts receivable, at end of month		
Total	+ 4	+19
Instalment	+ 3	+17
Collections during month		
Total	+ 4	0
Instalment	+ 3	+ 1
Inventories, end of month, at retail value	+ 5	- 3

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

RETAIL FURNITURE STORES - OCTOBER 1952*

Sales and Inventories

Federal Reserve District	Percentage change							
	Total net sales		Cash sales		Credit sales		Inventories end of month ^{1/}	
	Sept '52	Oct. '51	Sept '52	Oct. '51	Sept '52	Oct. '51	Sept '52	Oct. '51
	to	to	to	to	to	to	to	to
	Oct. '52	Oct. '52	Oct. '52	Oct. '52	Oct. '52	Oct. '52	Oct. '52	Oct. '52
Boston	+17	+ 4	+13	- 5	+17	+ 5	+ 4	- 3
New York	+27	+12	+23	- 5	+27	+16	+ 4	- 1
Philadelphia	+18	+ 6	+ 9	- 3	+21	+ 6	+ 4	- 3
Cleveland	+ 6	+ 2	+ 3	- 7	+ 6	+ 2	+ 6	+ 1
Richmond	+17	+ 8	+28	+ 8	+16	+ 7	+ 4	+ 6
Atlanta	+ 6	+ 8	+ 7	-15	+ 7	+ 9	+ 3	- 3
Chicago	+ 9	+ 3	+ 7	- 5	+ 7	+ 2	+ 3	- 6
St. Louis	+15	+ 7	+20	+ 5	+12	+14	+ 3	0
Minneapolis	+ 6	+ 2	- 1	-16	+ 7	+ 6	+ 1	- 7
Kansas City	+ 3	+10	+ 6	- 5	+ 3	+14	+ 4	- 6
Dallas	+10	+ 7	- 1	- 5	+10	+ 7	+ 2	- 6
San Francisco	+ 8	- 1	+11	- 5	+ 7	0	+10	- 2
U. S. Total	+13	+ 6	+12	- 5	+12	+ 7	+ 5	- 3
Number of stores	687	687	523	523	523	523	473	473

^{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	
	Sept '52	Oct. '51	Sept '52	Oct. '51	Sept '52	Oct. '51	Sept '52	Oct. '51
to	to	to	to	to	to	to	to	
	Oct. '52	Oct. '52	Oct. '52	Oct. '52	Oct. '52	Oct. '52	Oct. '52	Oct. '52
Boston	+ 5	+16	+ 5	+19	+ 6	+ 2	+ 9	+ 7
New York	+ 5	+15	+ 5	+16	+ 7	- 3	+ 9	- 1
Philadelphia	+ 4	+13	+ 4	+13	+ 8	+ 1	+ 9	+ 5
Cleveland	+ 3	+16	+ 3	+17	+ 5	- 2	+ 6	- 6
Richmond	+ 4	+16	+ 3	+20	+13	+ 4	+19	+ 4
Atlanta	+ 2	+37	+ 2	+31	+ 4	+14	+ 5	+12
Chicago	+ 2	+14	+ 3	+14	- 5	- 1	-21	- 1
St. Louis	+ 2	+17	+ 3	+24	+14	+ 8	+13	+23
Minneapolis	+ 5	+13	+ 5	+19	+ 9	-10	+ 8	-11
Kansas City	+ 4	+20	+ 2	+17	0	+ 1	- 1	+ 3
Dallas	+ 4	+22	+ 4	+23	- 1	0	+ 6	- 6
San Francisco	+ 4	+16	0	+13	+ 6	- 9	- 3	0
U. S. Total	+ 4	+19	+ 3	+17	+ 4	0	+ 3	+ 1
Number of stores	601	601	197	197	601	601	197	197

* - October 1952 figures are preliminary and subject to revision.