

BOARD OF GOVERNORS OF THE FEDERAL RESERVE SYSTEM

G.16

February 10, 1953

RETAIL FURNITURE REPORT FOR DECEMBER 1952

Total sales at retail furniture stores in December increased sharply from the preceding month. Cash sales showed the largest increase, 58 per cent, while instalment and charge-account sales increased 40 per cent and 30 per cent, respectively. Sales during the month were also above December of last year. A gain of 14 per cent in total sales reflected increases of 19 per cent in instalment sales, 6 per cent in cash sales, and 4 per cent in charge-account sales.

Instalment accounts receivable at the end of the month were 11 per cent above the previous month-end and 19 per cent above the level of a year ago. Collections on these accounts increased 3 per cent from the preceding month.

The retail value of inventories at furniture stores on December 31 was 10 per cent below the preceding month-end and 5 per cent below the level of a year ago. At the high December rate of sales, stocks on hand at the end of the month amounted to about a 3 month's supply.

Furniture Store Statistics for December 1952

Item	Percentage change from:	
	Nov. 1952	Dec. 1951
	to Dec. 1952	to Dec. 1952
Net sales		
Total	+40	+14
Cash sales	+58	+ 6
Credit sales:		
Instalment	+40	+19
Charge account	+30	+ 4
Accounts receivable, at end of month		
Total	+ 9	+22
Instalment	+11	+19
Collections during month		
Total	+ 5	+ 6
Instalment	+ 3	+ 8
Inventories, end of month, at retail value	-10	- 5

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

RETAIL FURNITURE STORES - DECEMBER 1952*

Sales and Inventories

Federal Reserve District	Percentage change							
	Total net sales		Cash sales		Credit sales		Inventories end of month ^{1/}	
	Nov. '52 to Dec. '52	Dec. '51 to Dec. '52	Nov. '52 to Dec. '52	Dec. '51 to Dec. '52	Nov. '52 to Dec. '52	Dec. '51 to Dec. '52	Nov. '52 to Dec. '52	Dec. '51 to Dec. '52
Boston	+42	+29	+ 75	+ 5	+38	+33	- 6	- 2
New York	+53	+16	+ 44	+ 1	+59	+19	-15	- 2
Philadelphia	+35	+19	+ 80	+12	+31	+21	-11	-10
Cleveland	+34	+14	+ 75	+ 6	+33	+15	-18	-11
Richmond	+35	+11	+ 32	-19	+34	+19	- 8	+ 3
Atlanta	+52	+10	+ 61	- 1	+50	+11	-11	- 3
Chicago	+32	+16	+ 35	+15	+20	+12	-10	- 6
St. Louis	+33	+11	+ 65	+ 3	+32	+11	- 8	0
Minneapolis	+16	+18	+114	+12	+33	+20	-12	- 6
Kansas City	+29	+18	+ 53	+14	+24	+19	- 8	- 4
Dallas	+43	+ 8	+ 57	+ 9	+40	+ 7	- 8	- 7
San Francisco	+36	+13	+ 75	+ 7	+35	+17	- 7	- 7
U. S. Total	+40	+14	+ 58	+ 6	+39	+16	-10	- 5
Number of stores	663	663	514	514	514	514	458	458

^{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	
	Nov. '52 to Dec. '52	Dec. '51 to Dec. '52	Nov. '52 to Dec. '52	Dec. '51 to Dec. '52	Nov. '52 to Dec. '52	Dec. '51 to Dec. '52	Nov. '52 to Dec. '52	Dec. '51 to Dec. '52
Boston	+ 8	+21	0	+21	+6	+16	+11	+18
New York	+15	+19	+15	+19	+6	+ 6	+ 5	+ 7
Philadelphia	+ 9	+19	+ 9	+21	+ 4	+10	+ 9	+14
Cleveland	+ 7	+17	+ 7	+22	+ 2	+ 7	+ 3	+ 8
Richmond	+ 8	+18	+ 8	+21	+ 2	+ 7	0	+ 1
Atlanta	+ 9	+34	+ 9	+26	+ 5	+13	- 3	+ 9
Chicago	+ 6	+15	+ 5	+13	+ 4	+ 8	- 3	+ 8
St. Louis	+ 5	+22	+ 6	+25	+ 7	+10	+ 9	+21
Minneapolis	+ 7	+19	+ 6	+23	+ 7	+ 3	+ 7	+ 8
Kansas City	+ 7	+27	+ 3	+15	+ 9	+10	- 4	+ 8
Dallas	+ 9	+25	+ 5	+21	+ 3	- 2	0	- 5
San Francisco	+ 9	+22	+ 3	+15	+ 3	- 1	0	- 6
U. S. Total	+ 9	+22	+11	+19	+ 5	+ 6	+ 3	+ 8
Number of stores	586	586	174	174	586	586	174	174

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