

## BOARD OF GOVERNORS OF THE FEDERAL RESERVE SYSTEM

G.16

March 10, 1953

## RETAIL FURNITURE REPORT FOR JANUARY 1953

Total sales at furniture stores in January were 46 per cent below the volume of the preceding month. The decrease, largely seasonal in nature, reflected declines of 52 per cent in instalment sales, 47 per cent in cash sales, and 29 per cent in charge-account sales. Total sales in January were 6 per cent above the same month a year ago as a result of a 44 per cent increase in instalment sales. Cash and charge-account sales were 4 per cent below January of last year.

Instalment accounts receivable at furniture stores decreased 4 per cent during January, but at the month-end were 19 per cent above the level of a year ago. Collections on these accounts increased 4 per cent from December to January.

The retail value of inventories at furniture stores on January 31 was unchanged from the preceding month, but was 5 per cent below the corresponding date a year earlier. At the January rate of sales, stocks on hand were equal to about a 5 month's supply.

## Furniture Store Statistics for January 1953

Item	Percentage change from:	
	Dec. 1952 to Jan. 1953	Jan. 1952 to Jan. 1953
Net sales		
Total	-46	+ 6
Cash sales	-47	- 4
Credit sales: Instalment	-52	+14
Charge account	-29	- 4
Accounts receivable, at end of month		
Total	- 4	+22
Instalment	- 4	+19
Collections during month		
Total	+ 4	+ 6
Instalment	+ 4	+ 5
Inventories, end of month, at retail value	0	- 5

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

## RETAIL FURNITURE STORES - JANUARY 1953\*

## Sales and Inventories

Federal Reserve District	Percentage change							
	Total net sales		Cash sales		Credit sales		Inventories end of month <sup>1/</sup>	
	Dec. '52 to Jan. '53	Jan. '52 to Jan. '53	Dec. '52 to Jan. '53	Jan. '52 to Jan. '53	Dec. '52 to Jan. '53	Jan. '52 to Jan. '53	Dec. '52 to Jan. '53	Jan. '52 to Jan. '53
	to Jan. '53	to Jan. '53	to Jan. '53	to Jan. '53	to Jan. '53	to Jan. '53	to Jan. '53	to Jan. '53
Boston	-26	+30	-48	+ 2	-23	+32	- 5	+ 2
New York	-65	+ 5	-59	-10	-70	+11	+ 2	- 3
Philadelphia	-45	- 1	-54	0	-45	- 3	+ 3	- 4
Cleveland	-43	+ 3	-56	- 8	-39	+10	+ 4	- 4
Richmond	-49	+ 9	-34	+11	-52	+ 8	+ 1	+ 5
Atlanta	-51	+ 2	-47	-11	-51	+ 6	0	- 3
Chicago	-38	+ 9	-35	0	-32	+13	+ 1	- 1
St. Louis	-47	+ 6	-57	-15	-43	+ 9	+ 2	+ 4
Minneapolis	-46	+ 3	-59	- 9	-42	+ 7	+ 3	- 2
Kansas City	-40	- 1	-42	- 7	-40	0	+ 2	- 1
Dallas	-38	+ 9	-45	+ 2	-37	+10	- 2	- 6
San Francisco	-33	+10	-38	- 2	-34	+10	- 7	-15
U. S. Total	-46	+ 6	-47	- 4	-47	+ 8	0	- 5
Number of stores	675	675	528	528	528	528	484	484

<sup>1/</sup> 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. '52 to Jan. '53	Jan. '52 to Jan. '53	Dec. '52 to Jan. '53	Jan. '52 to Jan. '53	Dec. '52 to Jan. '53	Jan. '52 to Jan. '53	Dec. '52 to Jan. '53	Jan. '52 to Jan. '53
Boston	- 1	+25	- 4	+18	+ 5	+14	+ 7	+15
New York	- 4	+20	- 4	+21	- 9	+ 4	0	+ 5
Philadelphia	- 4	+13	- 4	+12	- 1	0	0	0
Cleveland	- 3	+20	- 3	+25	+ 2	+ 3	+ 3	0
Richmond	- 6	+16	- 5	+19	+13	+18	+ 4	+16
Atlanta	- 4	+33	- 6	+20	+ 7	+15	+15	+ 8
Chicago	- 3	+19	- 4	+16	+ 5	+ 6	+12	+ 6
St. Louis	- 4	+23	- 4	+26	+ 2	+13	+ 1	+20
Minneapolis	- 6	+18	- 6	+21	+ 4	+ 2	0	+ 2
Kansas City	- 4	+32	- 1	+38	+ 2	0	0	+ 5
Dallas	- 4	+25	- 8	+19	+10	+ 1	+ 9	0
San Francisco	- 7	+19	+ 1	+18	+15	+ 3	+ 1	+ 8
U. S. Total	- 4	+22	- 4	+19	+ 4	+ 6	+ 4	+ 5
Number of stores	605	605	192	192	605	605	192	192

\* January 1953 figures are preliminary and subject to revision.