

## BOARD OF GOVERNORS OF THE FEDERAL RESERVE SYSTEM

G.16

December 4, 1957

## RETAIL FURNITURE REPORT FOR OCTOBER 1957

Instalment accounts outstanding at furniture stores at the end of October were practically unchanged from the level of the preceding month, and continued below a year earlier. Collections during the month amounted to 13 per cent of first-of-month balances, 1 point above a month earlier but the same as a year earlier.

Total sales at reporting furniture stores were up 9 per cent from September to October, reflecting increases in both cash and credit sales. Sales of all types were down from the year-ago volume, however. Total sales for the first ten months of the year were 4 per cent smaller than in the corresponding period of 1956.

## Furniture Store Statistics for October 1957

Item	Percentage change from:		
	Month ago	Year ago	Jan.-Oct. 1956 to Jan.-Oct. 1957
Net sales during month			
Total	+ 9	-6	-4
Cash	+11	-3	0
Instalment	+ 9	-6	-4
Charge account	+ 3	-8	-5
Accounts receivable, at end of month			
Total	0	-4	xxx
Instalment	0	-5	xxx
Charge account	0	-3	xxx
	Oct. 1957	Sept. 1957	Oct. 1956
Collection ratios on instalment accounts <sup>1/</sup>	13	12	13

<sup>1/</sup> Collections during month as percentage of accounts outstanding at beginning of month.

RETAIL FURNITURE STORES - OCTOBER 1957  
Sales by Type of Transaction  
(Percentage changes)

Federal Reserve District	Total net sales		Cash sales		Instalment sales		Charge-account sales	
	Month ago	Year ago	Month ago	Year ago	Month ago	Year ago	Month ago	Year ago
Boston	+ 8	-12	+ 8	- 2	+ 5	-13	+13	-14
New York	+20	- 5	+25	+ 4	+21	- 8	- 5	- 4
Philadelphia	- 1	- 8	+ 4	- 9	- 3	-13	+ 1	+ 3
Cleveland	+11	+ 6	+20	+ 7	+12	+ 6	-11	- 9
Richmond	+16	- 6	+ 1	-18	+19	- 3	+11	- 9
Atlanta	+ 6	- 4	+ 2	+ 1	+ 7	- 4	- 6	-17
Chicago	+ 9	- 7	+22	+ 7	+ 7	- 6	- 1	-24
St. Louis	+ 2	- 6	+ 4	-17	+ 2	- 4	+ 2	- 6
Minneapolis	+13	- 2	+ 2	+ 6	+13	- 5	+20	+13
Kansas City	- 3	-15	- 5	-19	- 6	-17	+ 2	- 7
Dallas	+13	+ 4	+ 9	- 1	+12	+ 2	+16	+ 9
San Francisco	+ 3	-10	0	-12	+ 3	-11	+ 6	- 6
U. S. Total	+ 9	- 6	+11	- 3	+ 9	- 6	+ 3	- 8

Cumulative Sales by Type of Transaction, and  
Instalment Accounts Receivable  
(Percentage changes)

Federal Reserve District	Cumulative sales, Jan.-Oct., change from 1956 to 1957				Instalment receivables, end of month	
	Total	Cash	Instal- ment	Charge- account	Month ago	Year ago
Boston	- 7	-4	- 7	-6	0	- 3
New York	- 2	0	- 2	-3	+2	+ 6
Philadelphia	- 1	-1	- 1	-2	0	- 3
Cleveland	- 5	-1	- 6	-2	+1	- 6
Richmond	- 3	-4	- 1	-9	+1	- 8
Atlanta	- 2	+7	- 3	-4	-1	- 1
Chicago	- 3	+2	- 3	-7	0	- 2
St. Louis	- 5	-5	- 4	-7	0	- 1
Minneapolis	- 2	+2	- 4	+5	-1	- 5
Kansas City	-11	-7	-16	-6	-2	-16
Dallas	+ 3	-1	+ 3	+3	+1	+ 7
San Francisco	- 6	0	- 5	-6	-1	-11
U. S. Total	- 4	0	- 4	-5	0	- 5