

BOARD OF GOVERNORS OF THE FEDERAL RESERVE SYSTEM

G.16

January 12, 1961

RETAIL FURNITURE REPORT FOR NOVEMBER 1960

Total accounts receivable at reporting furniture stores showed little change in November from the previous month. Collections on instalment accounts were 11 per cent of the amount outstanding at the beginning of the month.

Sales at reporting stores increased somewhat in November but were smaller during the period January-November, 1960 than during the same period in 1959.

Furniture Store Statistics for November 1960

Item	Percentage change from:		
	Month ago	Year ago	Jan.-Nov. 1959 to Jan.-Nov. 1960
Net sales during month			
Total	+3	- 6	-4
Cash	+8	- 5	-4
Instalment	+2	- 8	-5
Charge account	+1	- 8	-1
Accounts receivable, at end of month			
Total	+1	- 4	xxx
Instalment	+1	- 2	xxx
Charge account	+1	-10	xxx
	Nov. 1960	Oct. 1960	Nov. 1959
Collection ratios on instalment accounts	11	11	11

1/ Collections during month as percentage of amounts outstanding at beginning of month.

RETAIL FURNITURE STORES - NOVEMBER 1960
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	+ 5	- 3	- 2	-13	+ 5	+ 4	+ 6	- 7
New York	+ 9	+ 7	n.a.	n.a.	+ 6	+ 3	n.a.	- 8
Philadelphia	+16	- 3	+14	- 6	+12	- 9	+25	+10
Cleveland	+ 3	- 7	+ 4	- 8	+ 3	- 7	n.a.	n.a.
Richmond	- 3	- 3	+ 9	- 1	- 5	- 2	- 2	- 7
Atlanta	- 1	-10	- 2	- 6	0	-10	-10	-16
Chicago	+ 3	-10	+16	- 8	+ 2	-10	- 9	-16
St. Louis	+ 3	- 8	- 5	-11	+ 2	- 9	+12	- 3
Minneapolis	- 8	+11	+22	+ 6	-12	+12	- 5	+ 8
Kansas City	+ 1	-11	+ 6	+ 2	- 1	-16	+ 1	-12
Dallas	+ 6	- 8	+12	- 7	+ 3	- 8	+15	-10
San Francisco	+ 1	-14	+ 8	+ 2	+ 2	-22	- 3	- 7
U. S. Total	+ 3	- 6	+ 8	- 5	+ 2	- 8	+ 1	- 8

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

Federal Reserve District	Cumulative sales, Jan.-Nov. change from 1959 to 1960				Instalment receivables, end of month	
	Total	Cash	Instal- ment	Charge- account	Month ago	Year ago
Boston	+1	- 6	+ 1	+ 3	+1	+ 1
New York	+3	+10	+ 2	- 8	+2	+ 4
Philadelphia	-3	- 7	- 4	+ 2	+1	0
Cleveland	-5	-15	- 5	n.a.	-1	-15
Richmond	-4	-10	- 5	+ 2	+3	+ 1
Atlanta	-8	-13	- 7	-13	0	0
Chicago	-4	- 3	- 5	- 2	+2	- 1
St. Louis	-7	- 8	-10	+ 4	+2	0
Minneapolis	0	-11	+ 2	- 3	-1	+27
Kansas City	-6	- 8	- 7	- 3	0	- 4
Dallas	+6	- 7	- 7	- 1	0	- 4
San Francisco	+8	- 7	-10	- 3	0	- 1
U. S. Total	-4	- 4	- 5	- 1	+1	- 2

n.a. - Not available.