



## FEDERAL RESERVE

statistical release

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September 11, 1961

## RETAIL FURNITURE STORE REPORT FOR JULY 1961

Instalment accounts outstanding at reporting furniture stores were about the same at the end of July as at the end of the previous month. They continued at about 5 per cent below the level of a year earlier. Collections in July amounted to 11 per cent of outstandings as of the beginning of the month.

Sales volume at reporting stores dropped in July, and for January — July 1961 was lower than during the same period in 1960. A decline in instalment sales more than offset a rise in cash sales during the period.

## Furniture Store Statistics for July 1961

Item	Percentage change from:		
	Month ago	Year ago	Jan.-July 1960 to Jan.-July 1961
Net sales during month			
Total	-6	-3	-9
Cash	-2	+5	+6
Instalment	-6	-7	-13
Charge account	-6	+6	-1
Accounts receivable, at end of month			
Total	-1	-5	xxx
Instalment	-1	-5	xxx
Charge account	-4	-5	xxx
	July 1961	June 1961	July 1960
Collection ratios on instalment accounts <sup>1/</sup>	11	11	12

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

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RETAIL FURNITURE STORES - JULY 1961  
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	-19	-15	-18	-10	-21	-22	-17	-5
New York	-17	+2	-12	n.a.	-18	-9	-20	+12
Philadelphia	-16	-10	-8	+1	-17	-10	-18	-14
Cleveland	-13	-9	0	+22	-16	-15	n.a.	n.a.
Richmond	-2	+6	-8	-12	-1	+10	-1	+2
Atlanta	-3	-5	+8	-10	-5	-7	+12	+37
Chicago	+4	-5	+2	-7	+4	-5	+4	-4
St. Louis	-10	-6	-5	0	-12	-11	-4	+14
Minneapolis	-6	-8	+5	+7	-6	-11	-14	-3
Kansas City	+3	+1	+3	+4	+10	+1	-6	-1
Dallas	+4	0	+5	+8	+10	-1	-15	+3
San Francisco	+1	+2	+9	+33	-1	-10	-1	+13
U. S. Total	-6	-3	-2	+5	-6	-7	-6	+6

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

Federal Reserve District	Cumulative sales, Jan.-July change from 1960 to 1961				Instalment receivables, end of month	
	Total	Cash	Instalment	Charge-account	Month ago	Year ago
Boston	-4	-3	-5	-2	-4	-9
New York	-3	+35	-13	+3	-2	-3
Philadelphia	-14	-11	-16	-11	-3	-12
Cleveland	-27	-13	-29	n.a.	-1	-14
Richmond	-1	-1	0	-4	0	+1
Atlanta	-10	-13	-11	+17	0	-4
Chicago	-15	-9	-17	-13	0	-4
St. Louis	-8	-3	-12	-1	-2	-7
Minneapolis	-9	-2	-10	-7	-2	-5
Kansas City	0	+13	-7	+2	+2	-10
Dallas	-7	-2	-12	+10	+1	-6
San Francisco	-4	+22	-14	+5	0	0
U. S. Total	-9	+6	-13	-1	-1	-5

n.a. - Not available