



FEDERAL RESERVE

statistical release

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RETAIL ~~FURNITURE~~ STORE REPORT FOR AUGUST 1961

Instalment accounts outstanding at reporting furniture stores were about the same at the end of August as at the end of the previous month. They continued at 5 per cent below a year earlier. Collections in August amounted to 12 per cent of outstandings at the beginning of the month.

Sales at reporting stores rose seasonally in August, but for January-August 1961 remained below a year ago. For this nine month period in 1961, a smaller volume of instalment sales more than offset an increase in cash sales.

Furniture Stores Statistics for August 1961

Item	Percentage change from:		
	Month ago	Year ago	Jan.-Aug. 1960 to Jan.-Aug. 1961
Net sales during month			
Total	+14	0	- 8
Cash	+12	+3	+ 7
Instalment	+13	-4	-12
Charge account	+21	-7	- 1
Accounts receivable, at end of month			
Total	+ 2	-5	xxx
Instalment	+ 1	-5	xxx
Charge account	+ 7	-3	xxx
	Aug. 1961	July 1961	Aug. 1960
Collection ratios on instalment accounts $\frac{1}{2}$	12	11	12

$\frac{1}{2}$ Collections during month as percentage of accounts outstanding at beginning of month.

RETAIL FURNITURE STORES - AUGUST 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	+29	- 7	+39	0	+25	-13	+31	- 2
New York	+14	+11	+14	n.a.	+14	+ 2	+33	+29
Philadelphia	+21	- 5	+22	+ 6	+15	-10	+35	0
Cleveland	+15	-13	n.a.	+ 4	+11	- 9	n.a.	n.a.
Richmond	+12	+ 6	+10	+ 9	+12	+10	+11	- 4
Atlanta	+19	0	+12	- 9	+20	0	+15	+16
Chicago	+ 7	- 8	+ 2	- 2	+ 7	-10	+11	- 6
St. Louis	+23	- 2	+19	+13	+20	- 6	+40	+ 1
Minneapolis	+13	-12	+ 9	0	+11	-16	+30	+ 3
Kansas City	+ 8	+ 1	+18	+12	- 4	- 3	+20	+ 1
Dallas	+22	+15	n.a.	n.a.	+14	+10	+51	+28
San Francisco	+ 6	+ 1	+ 4	n.a.	+ 8	-12	+ 3	+ 7
U. S. Total	+14	0	+12	+ 3	+13	- 4	+21	+ 7

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

Federal Reserve District	Cumulative sales, Jan.-Aug. change from 1960-to 1961				Instalment receivables, end of month	
	Total	Cash	Instalment	Charge-account	Month ago	Year ago
Boston	- 4	- 3	- 6	- 2	+1	-11
New York	- 1	+35	-12	+ 6	0	- 3
Philadelphia	-13	- 9	-15	-10	-1	-11
Cleveland	-26	-11	-28	n.a.	+1	-12
Richmond	0	+ 1	+ 1	- 4	+2	+ 2
Atlanta	- 9	-13	-10	+17	+2	- 3
Chicago	-14	- 8	-16	-12	+1	- 5
St. Louis	- 8	- 1	-11	- 1	+2	- 4
Minneapolis	- 9	- 1	-11	- 6	0	- 5
Kansas City	+ 1	+13	- 6	+ 2	+1	-10
Dallas	- 4	+ 2	-15	+13	+2	- 3
San Francisco	- 3	+24	-14	+ 5	-1	- 6
U. S. Total	- 8	+ 7	-12	- 1	+1	- 5

n.a. - Not available.