



# FEDERAL RESERVE

statistical release

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## RETAIL FURNITURE STORE REPORT FOR SEPTEMBER 1961

Instalment accounts outstanding at reporting furniture stores were about the same at the end of September as at the end of the previous month, and continued below the year-earlier level. Collections on instalment receivables in September amounted to 11 per cent of outstandings at the beginning of the month.

Sales at reporting stores declined in September and for the period January-September 1961 were below a year ago. A smaller volume of instalment sales more than offset an increase in cash sales during the period.

### Furniture Store Statistics for September 1961

Item	Percentage change from:		
	Month ago	Year ago	Jan.-Sept. 1960 to Jan.-Sept. 1961
Net sales during month			
Total	- 3	+3	- 7
Cash	- 2	+4	+ 9
Instalment	- 1	0	-11
Charge account	-11	0	0
Accounts receivable, at end of month			
Total	+ 1	-3	xxx
Instalment	+ 1	-4	xxx
Charge account	+ 3	+1	xxx
	Sept. 1961	Aug. 1961	Sept. 1960
Collection ratios on instalment accounts <sup>1/</sup>	11	12	11

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

RETAIL FURNITURE STORES - SEPTEMBER 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	+ 2	+ 5	- 8	+ 5	+ 9	0	0	+11
New York	- 1	+ 5	+ 4	n.a.	- 3	-14	- 9	n.a.
Philadelphia	- 2	-10	-10	- 9	+ 7	- 5	-15	-21
Cleveland	+ 4	0	+ 6	-20	+ 4	+ 3	n.a.	n.a.
Richmond	- 3	+14	- 9	+15	- 6	+14	+ 7	+13
Atlanta	- 9	+ 5	-12	+ 5	- 9	+ 4	- 9	+19
Chicago	- 3	- 2	+ 7	+10	- 5	- 5	-10	0
St. Louis	-16	- 3	-18	+ 9	-15	- 7	-18	+ 4
Minneapolis	0	-10	- 1	+ 9	+ 1	-12	- 4	-12
Kansas City	-10	+ 4	-24	+ 0	- 3	+ 3	-10	+ 4
Dallas	n.a.	- 8	n.a.	+10	n.a.	- 8	n.a.	-15
San Francisco	- 3	+12	+ 3	n.a.	+10	+12	-23	- 7
U. S. Total	- 3	+ 3	- 2	+ 4	- 1	0	-11	0

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	- 3	- 2	- 6	0	+10	+ 6
New York	- 1	+39	-12	+10	+ 1	- 2
Philadelphia	-12	- 9	-14	-11	+ 2	-12
Cleveland	-25	-12	-26	-21	- 2	- 9
Richmond	+ 1	+ 2	+ 3	+ 2	+ 1	+ 3
Atlanta	- 8	-11	- 9	+17	+ 1	- 3
Chicago	-13	- 6	-15	-11	+ 1	- 5
St. Louis	- 7	0	-10	0	0	- 4
Minneapolis	- 9	0	-11	- 7	+ 2	- 6
Kansas City	+ 1	+12	- 5	+ 2	0	- 9
Dallas	- 4	+ 3	-14	+10	0	- 2
San Francisco	- 2	+27	-12	+ 4	0	- 5
U. S. Total	- 7	+ 9	-11	0	+ 1	- 4

n.a. - Not available.