



FEDERAL RESERVE

statistical release

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December 13, 1961

RETAIL FURNITURE STORE REPORT FOR OCTOBER 1961

Instalment accounts outstanding at reporting furniture stores were slightly higher at the end of October than at the end of the previous month, and continued somewhat below the year-earlier level. Collections on instalment receivables in October were 12 per cent of **outstandings** at the beginning of the month.

Sales at reporting stores rose seasonally in October, but for the period January-October 1961 remained below a year ago.

Furniture Store Statistics for October 1961

Item	Percentage change from:		
	Month ago	Year ago	Jan.-Oct. 1960 to Jan.-Oct. 1961
Net sales during month			
Total	+8	0	- 6
Cash	+2	+2	+ 9
Instalment	+8	+1	-10
Charge account	+9	-1	0
Accounts receivable, at end of month			
Total	+1	-2	xxx
Instalment	+1	-4	xxx
Charge account	+2	+2	xxx
	Oct. 1961	Sept. 1961	Oct. 1960
Collection ratios on instalment accounts <u>1/</u>	12	11	11

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

RETAIL FURNITURE STORES - OCTOBER 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	+10	+11	- 4	- 2	+10	+ 8	+15	+20
New York	+22	- 5	+20	n.a.	+24	-14	+ 7	n.a.
Philadelphia	+ 7	- 2	+ 4	- 5	+ 3	- 2	+20	- 2
Cleveland	+ 2	- 4	- 9	+ 8	0	- 5	n.a.	n.a.
Richmond	+ 5	+ 8	+ 1	+ 1	+ 9	+ 9	- 4	+ 6
Atlanta	0	- 2	- 3	- 8	0	- 2	+ 4	+ 4
Chicago	+ 5	- 3	- 3	+ 3	+ 7	- 2	+ 5	-12
St. Louis	+ 7	- 3	+ 5	+ 1	+11	- 4	- 6	- 1
Minneapolis	+ 9	- 3	-20	+ 2	+10	- 7	+31	+19
Kansas City	0	+ 9	+ 5	+ 3	- 4	+ 7	+ 3	+16
Dallas	+15	+ 7	+14	n.a.	+15	+ 3	+17	+14
San Francisco	+ 4	+ 2	- 6	+11	+ 4	+14	+ 9	-18
U. S. Total	+ 8	0	+ 2	+ 2	+ 8	+ 1	+ 9	- 1

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

Federal Reserve District	Cumulative sales, Jan.-Oct. change from 1960 to 1961				Instalment receivables, end of month	
	Total	Cash	Instalment	Charge-account	Month ago	Year ago
Boston	- 2	- 2	- 4	+ 2	+1	+ 6
New York	- 1	+36	-12	+11	0	- 3
Philadelphia	-11	- 9	-13	-10	+1	- 8
Cleveland	-23	-10	-25	n.a.	-1	-11
Richmond	+ 2	+ 2	+ 3	- 1	+2	+ 2
Atlanta	- 7	-11	- 8	+16	+1	- 1
Chicago	-12	- 5	-14	-11	+1	- 4
St. Louis	- 7	0	-10	0	0	- 4
Minneapolis	- 8	0	-11	- 4	-3	- 9
Kansas City	+ 2	+11	- 4	+ 4	0	- 7
Dallas	- 3	+ 5	-13	+10	+1	- 1
San Francisco	- 2	+25	-10	+ 1	-1	- 6
U. S. Total	- 6	+ 9	-10	0	+1	- 4

n.a. - Not available.