



FEDERAL RESERVE

statistical release

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RETAIL/FURNITURE STORES REPORT FOR NOVEMBER 1961

Accounts receivable at reporting furniture stores increased 3 per cent in November and were unchanged from a year earlier. Collections on instalment accounts in November amounted to 12 per cent of outstandings at the beginning of the month.

Sales at reporting stores rose in November, but for the period January-November 1961, were below a year earlier.

Furniture Store Statistics for November 1961

Item	Percentage increase or decrease (-) from:		
	Month ago	Year ago	Jan.-Nov. 1960 to Jan.-Nov. 1961
Net sales during month			
Total	5	4	-5
Cash	11	11	9
Instalment	5	4	-9
Charge account	4	5	0
Accounts receivable, at end of month			
Total	3	0	xxx
Instalment	2	- 3	xxx
Charge account	5	7	xxx
	Nov. 1961	Oct. 1961	Nov. 1960
Collection ratios on instalment accounts <u>1</u> /	12	12	11

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

RETAIL FURNITURE STORES - NOVEMBER 1961
Sales by Type of Transaction
Percentage increase or decrease (-)

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	- 3	4	2	2	- 7	- 4	0	14
New York	8	1	3	22	10	- 7	16	16
Philadelphia	11	- 5	12	- 5	15	2	3	-19
Cleveland	1	1	19	5	- 2	0	n.a.	n.a.
Richmond	0	11	15	7	- 2	14	0	7
Atlanta	6	6	13	6	5	6	- 1	4
Chicago	5	1	9	0	4	2	5	- 4
St. Louis	3	3	1	13	4	1	2	8
Minneapolis	- 3	2	14	- 5	- 2	3	-17	4
Kansas City	- 3	1	12	13	- 1	4	-13	- 9
Dallas	11	12	7	19	10	10	16	15
San Francisco	11	9	22	23	11	7	6	0
U. S. Total	5	4	11	11	5	4	4	5

Cumulative Sales by Type of Transaction, and
Instalment Accounts Receivable
Percentage increase or decrease (-)

Federal Reserve District	Cumulative sales, Jan.-Nov. change from 1960 to 1961				Instalment receivables end of month	
	Total	Cash	Instalment	Charge-account	Month ago	Year ago
Boston	- 1	- 1	- 4	3	0	4
New York	- 1	34	-12	12	2	- 4
Philadelphia	-11	- 8	-11	-11	3	- 8
Cleveland	-22	- 9	-23	n.a.	-1	-10
Richmond	3	3	4	0	6	7
Atlanta	- 6	- 9	- 7	14	1	0
Chicago	-11	- 5	-12	-10	2	- 3
St. Louis	- 6	1	- 9	0	1	- 2
Minneapolis	- 7	0	- 9	- 3	-2	-11
Kansas City	2	11	- 3	2	-1	- 8
Dallas	- 2	6	-11	11	2	0
San Francisco	- 1	25	- 8	2	1	- 1
U. S. Total	- 5	9	- 9	0	2	- 3

n.a. - Not available.