



FEDERAL RESERVE

statistical release

Furniture - Retail Report

436

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February 6, 1962

RETAIL FURNITURE STORE REPORT FOR DECEMBER 1961

Accounts receivable at reporting furniture stores increased 4 per cent in December and were about unchanged from a year earlier. Collections on instalment accounts were 11 per cent of outstandings at the beginning of the month.

Sales expanded seasonally in December, but for 1961 as a whole were below the preceding year.

Furniture Store Statistics for December 1961

Item	Percentage increase or decrease (-) from:		
	Month ago	Year ago	Jan.-Dec. 1960 to Jan.-Dec. 1961
Net sales during month			
Total	24	4	-4
Cash	31	8	8
Instalment	21	3	-8
Charge account	9	7	0
Accounts receivable, at end of month			
Total	4	-1	xxx
Instalment	4	-2	xxx
Charge account	5	4	xxx
	Dec. 1961	Nov. 1961	Dec. 1960
Collection ratios on instalment accounts <u>1/</u>	11	12	11

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

RETAIL FURNITURE STORES - DECEMBER 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	9	8	10	11	17	8	- 4	7
New York	39	10	26	25	n.a.	4	5	46
Philadelphia	19	3	15	6	20	9	20	-10
Cleveland	34	8	48	10	32	8	n.a.	n.a.
Richmond	26	11	43	10	32	n.a.	5	- 3
Atlanta	38	0	52	1	n.a.	0	21	16
Chicago	19	- 2	29	- 3	19	0	2	-12
St. Louis	19	- 1	28	- 2	31	- 1	-16	3
Minneapolis	12	-13	61	- 6	3	-16	19	0
Kansas City	14	- 5	19	- 4	7	-11	21	2
Dallas	26	12	36	28	28	9	16	18
San Francisco	13	5	31	0	9	n.a.	13	0
U. S. Total	24	4	31	8	21	3	9	7

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

Federal Reserve District	Cumulative sales, Jan.-Dec. change from 1960 to 1961				Instalment receivables end of month	
	Total	Cash	Instalment	Charge-account	Month ago	Year ago
Boston	0	0	- 3	4	4	- 1
New York	0	33	-10	14	11	- 4
Philadelphia	- 9	- 7	- 9	-11	5	- 4
Cleveland	-20	- 8	-22	n.a.	5	-11
Richmond	4	4	6	- 1	0	4
Atlanta	- 5	- 8	- 6	15	6	1
Chicago	-10	- 5	-11	-11	6	0
St. Louis	- 5	1	- 8	0	6	- 2
Minneapolis	- 8	- 1	-10	- 3	1	-13
Kansas City	1	9	- 4	2	1	- 7
Dallas	- 1	8	- 9	12	5	1
San Francisco	0	23	- 7	2	4	0
U. S. Total	- 4	8	- 8	0	4	- 2

n.a. - Not available.