



# FEDERAL RESERVE

statistical release

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## RETAIL FURNITURE REPORT FOR MARCH 1962

Total accounts receivable at reporting furniture stores declined 2 per cent in March and were 3 per cent above the year-earlier level. Collections on instalment accounts were 12 per cent of the outstandings at the beginning of the month.

Sales at reporting stores increased 17 per cent over the month-ago level and remained above the volume in March 1951.

### Furniture Store Statistics for March 1962

| Item   | Percentage increase or decrease (-) from: |           |            |
|--|---|-----------|------------|
|  | Month ago                                 | Year ago  |            |
| Net sales during month                                 |   |           |            |
| Total  | 17  | 13        |            |
| Cash   | 16  | 8         |            |
| Instalment   | 17  | 15        |            |
| Charge account   | 15  | 10        |            |
| Accounts receivable, at end of month                   |   |           |            |
| Total  | -2  | 3         |            |
| Instalment   | -2  | 0         |            |
| Charge account   | -1  | 12        |            |
|  | March 1962                                | Feb. 1952 | March 1951 |
| Collection ratios on instalment accounts <sup>1/</sup> | 12  | 11        | 12         |

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

RETAIL FURNITURE STORES - MARCH 1962

Total Net Sales

| Federal Reserve District | Percentage increase or decrease (-) from: |          |                                    |
|--------------------------|---|----------|------------------------------------|
|                          | Month ago                                 | Year ago | Jan.-March 1961 to Jan.-March 1962 |
| Boston                   | 19  | 5        | 5                                  |
| New York                 | 24  | 8        | 20                                 |
| Philadelphia             | 22  | 6        | 11                                 |
| Cleveland                | 22  | 35       | 33                                 |
| Richmond                 | 8   | 17       | 19                                 |
| Atlanta                  | 9   | 12       | 10                                 |
| Chicago                  | 28  | 19       | 15                                 |
| St. Louis                | 7   | - 1      | 4                                  |
| Minneapolis              | 16  | - 8      | - 9                                |
| Kansas City              | 18  | 11       | 4                                  |
| Dallas                   | 4   | 18       | 16                                 |
| San Francisco            | 15  | 12       | 13                                 |
| U.S. Total               | 17  | 13       | 14                                 |

Instalment Accounts Receivable

| Federal Reserve District | Percentage increase or decrease (-) from: |          |
|--------------------------|---|----------|
|                          | Month ago                                 | Year ago |
| Boston                   | -3  | 7        |
| New York                 | -2  | - 2      |
| Philadelphia             | -1  | 0        |
| Cleveland                | -2  | - 8      |
| Richmond                 | -3  | 9        |
| Atlanta                  | -2  | 2        |
| Chicago                  | -1  | 1        |
| St. Louis                | -3  | - 1      |
| Minneapolis              | -4  | -14      |
| Kansas City              | -2  | - 5      |
| Dallas                   | -2  | 3        |
| San Francisco            | 0   | 4        |
| U.S. Total               | -2  | 0        |