



FEDERAL RESERVE

statistical release

G.16

January 8, 1963

RETAIL FURNITURE REPORT FOR Nov. 1962

Installment accounts receivable of reporting furniture stores at the end of November were slightly above the amount outstanding at the end of October and about the same as a year earlier. The rate of collection on these accounts showed little change during the month.

Sales at reporting furniture stores increased further in November and were 4 per cent above those of a year earlier. Cash sales, which usually expand more rapidly than credit sales during the last quarter of the year, were up 14 per cent during November. For the first 11 months of this year all types of sales showed substantial increases over 1961.

Furniture Store Statistics for November 1962

Item	Percentage increase or decrease (-) from:		
	Month ago	Year ago	Jan.-Nov. 1961 to Jan.-Nov. 1962
Net sales during month			
Total	10	4	6
Cash	14	7	8
Instalment	9	2	7
Charge account	6	7	5
Accounts receivable, at end of month			
Total	2	2	xx
Instalment	2	0	xx
Charge account	4	7	xx
	Nov. 1962	Oct. 1962	Nov. 1961
Collection ratios on instalment accounts ^{1/}	12	12	12

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

RETAIL FURNITURE STORES - NOVEMBER 1962

Total Net Sales

Federal Reserve District	Percentage increase or decrease (-) from:		
	Month ago	Year ago	Jan.-Nov. 1961 to Jan.-Nov. 1962
Boston	7	1	4
New York	19	6	6
Philadelphia	13	8	5
Cleveland	2	- 8	12
Richmond	- 3	2	9
Atlanta	6	5	7
Chicago	12	12	10
St. Louis	13	- 2	0
Minneapolis	7	- 7	- 5
Kansas City	15	11	- 1
Dallas	7	1	10
San Francisco	11	2	6
U. S. Total	10	4	6

Instalment Accounts Receivable

Federal Reserve District	Percentage increase or decrease (-) from:	
	Month ago	Year ago
Boston	2	4
New York	2	- 2
Philadelphia	4	5
Cleveland	-1	- 2
Richmond	3	6
Atlanta	1	4
Chicago	1	- 1
St. Louis	1	0
Minneapolis	0	-18
Kansas City	1	0
Dallas	0	1
San Francisco	1	4
U. S. Total	2	0