



FEDERAL RESERVE

statistical release

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Furniture - Retail Report

G. 16

December 9, 1963

RETAIL FURNITURE REPORT FOR OCTOBER 1963

Instalment accounts receivable of reporting furniture stores increased one per cent in October and continued slightly above the amounts outstanding a year earlier. Collections showed the customary seasonal spurt to 12 per cent of first-of-month outstandings in October, approximately the same ratio as in the corresponding month last year.

Both cash and credit sales of furniture stores showed the largest expansion from September recorded in several years. All types of sales were considerably above October 1962 as well, with cash and charge-account transactions showing larger year-to-year gains than instalment business.

Sales for the first ten months of the year have not been markedly different in total volume from the 1962 period. Cash sales are 6 per cent larger this year but both types of credit sales are about the same as in January-October 1962.

Furniture Store Statistics for October 1963

Item	Percentage increase or decrease (-) from:		
	Month ago	Year ago	Jan. - Oct. 1962 to Jan. - Oct. 1963
Net sales during month			
Total	11	7	1
Cash	11	11	6
Instalment	12	5	-1
Charge account	10	9	1
Accounts receivable, at end of month			
Total	1	1	XXXX
Instalment	1	1	XXXX
Charge account	0	-1	XXXX
	October 1963	September 1963	October 1962
Collection ratios on instalment accounts ^{1/}	12	11	12

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

RETAIL FURNITURE STORES - OCTOBER 1963

Total Net Sales

Federal Reserve District	Percentage increase or decrease (-) from:		
	Month ago	Year ago	Jan. - Oct. 1962 to Jan. - Oct. 1963
Boston	-5	3	-2
New York	21	0	-1
Philadelphia	14	5	2
Cleveland	-2	-3	-9
Richmond	13	-3	0
Atlanta	16	5	0
Chicago	8	14	6
St. Louis	6	5	2
Minneapolis	1	4	-4
Kansas City	6	20	5
Dallas	8	3	-4
San Francisco	15	12	5
- U. S. Total	11	7	1

Instalment Accounts Receivable

Federal Reserve District	Percentage increase or decrease (-) from:	
	Month ago	Year ago
Boston	2	5
New York	1	0
Philadelphia	3	1
Cleveland	-1	-5
Richmond	2	5
Atlanta	0	-1
Chicago	1	3
St. Louis	0	-8
Minneapolis	-1	-16
Kansas City	0	4
Dallas	-1	-3
San Francisco	0	3
U. S. Total	1	1