



FEDERAL RESERVE

statistical release

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RETAIL FURNITURE REPORT FOR APRIL 1964

June 10, 1964

Installment accounts receivable of reporting furniture stores decreased fractionally in April. Some reduction is usual in this month. As they have during most of the year to date, these accounts remained about 2 per cent higher than in the corresponding periods of 1963.

Collections in April continued at the March rate, amounting to 12 per cent of the installment debt outstanding at the end of the preceding month. This rate is somewhat above that reported for April last year.

Charge account balances at reporting stores also were off seasonally in April. At the month-end, however, these accounts were up 7 per cent from the corresponding date of 1963.

Installment sales accounted for a substantial part of the 6 per cent gain in furniture store sales in April but cash and charge-account sales also were larger than in March. For the first four months of this year total sales were up 11 per cent from the 1963 period with the largest increases in cash and installment transactions.

Furniture Store Statistics for April 1964

Item	Percentage increase or decrease (-) from:		
	Month ago	Year ago	Jan. - Apr. 1963 to Jan. - Apr. 1964
Net sales during month			
Total	6	7	11
Cash	2	5	12
Installment	8	8	10
Charge account	1	1	8
Accounts receivable, at end of month			
Total	-1	3	xxx
Installment	-1	2	xxx
Charge account	-1	7	xxx
	April 1964	March 1964	April 1963
Collection ratios on installment accounts 1/	12	12	11

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

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RETAIL FURNITURE STORES - APRIL 1964

Total Net Sales

Federal Reserve District	Percentage increase or decrease (-) from:		
	Month ago	Year ago	Jan. - Apr. 1963 to Jan. - Apr. 1964
Boston	5	- 2	5
New York	0	10	23
Philadelphia	3	10	8
Cleveland	17	1	6
Richmond	12	6	9
Atlanta	6	3	7
Chicago	8	14	19
St. Louis	16	10	5
Minneapolis	3	4	17
Kansas City	- 1	- 1	6
Dallas	- 4	1	0
San Francisco	3	8	5
U. S. Total	6	7	11

Instalment Accounts Receivable

Federal Reserve District	Percentage increase or decrease (-) from:	
	Month ago	Year ago
Boston	- 1	7
New York	- 1	6
Philadelphia	0	1
Cleveland	- 2	- 3
Richmond	- 2	7
Atlanta	0	1
Chicago	0	6
St. Louis	2	0
Minneapolis	0	-20
Kansas City	- 1	4
Dallas	- 1	0
San Francisco	- 2	4
U. S. Total	- 1	2