



FEDERAL RESERVE

statistical release

Furniture - Retail Report

G.16

September 8, 1964

RETAIL FURNITURE REPORT FOR JULY 1964

Instalment accounts receivable of reporting furniture stores were up slightly in July, a month when small declines have been the rule, and were 4 percent larger than on July 31 last year. Collections during the month amounted to 12 percent of the total outstanding at the end of the preceding month. This was about the same as in earlier months of 1964.

Charge accounts outstanding declined seasonally in July, but remained well above the amounts carried on the books last year.

Sales of all types declined moderately as is usual in July, but were up from 1963. Sales at reporting stores during the first seven months of this year have been 9 percent larger than a year earlier, with the gain in cash business somewhat greater than in either charge or instalment volume.

Furniture Store Statistics for July 1964

Item	Percentage increase or decrease (-) from:		
	Month ago	Year ago	Jan. - July 1963 to Jan. - July 1964
Net sales during month			
Total	- 4	.9	9
Cash	- 3	12	10
Instalment	- 4	8	9
Charge account	- 5	12	8
Accounts receivable, at end of month			
Total	0	5	xxx
Instalment	1	4	xxx
Charge account	- 3	6	xxx
	July 1964	June 1964	July 1963
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 - JULY 1964

Total Net Sales

Federal Reserve District	Percentage increase or decrease (-) from:		
	Month ago	Year ago	Jan. - July 1963 to Jan. - July 1964
Boston	- 9	6	5
New York	- 4	22	19
Philadelphia	-11	8	8
Cleveland	4	11	6
Richmond	- 9	5	8
Atlanta	- 6	10	8
Chicago	- 5	6	11
St. Louis	- 2	7	2
Minneapolis	- 8	- 5	9
Kansas City	- 1	- 2	4
Lallas	5	8	4
San Francisco	1	10	8
U. S. Total	- 3	9	9

Instalment Accounts Receivable

Federal Reserve District	Percentage increase or decrease (-) from:	
	Month ago	Year ago
Boston	- 2	4
New York	0	9
Philadelphia	- 2	6
Cleveland	1	- 3
Richmond	1	8
Atlanta	2	5
Chicago	1	8
St. Louis	1	0
Minneapolis	- 2	-21
Kansas City	3	6
Dallas	2	3
San Francisco	1	5
U. S. Total	1	4