



FEDERAL RESERVE

statistical release

533

G.16

January 15, 1965

RETAIL FURNITURE REPORT FOR NOVEMBER 1964

Instalment accounts receivable at reporting furniture stores were up 2 per cent in November, a somewhat larger increase than is usual at this time of the year. A similar increase occurred in charge accounts, which often show a stronger upward movement in November. Both types of indebtedness continued well above 1963 levels.

Collections on instalment accounts slackened somewhat from the high October rate but compared favorably with the rate in earlier months of the year and with that recorded in November 1963.

Sales of all types continued to expand in November. Although instalment sales increased more than cash or charge-account sales in November, they showed smaller year-to-year gains than cash business. Total sales in the first eleven months of 1964 were 9 per cent larger than in the corresponding period a year earlier.

Furniture Store Statistics for November 1964

Item	Percentage increase or decrease (-) from:		
	Month ago	Year ago	Jan. - Nov. 1963 to Jan. - Nov. 1964
Net sales during month			
Total	6	13	9
Cash	5	18	11
Instalment	7	12	9
Charge account	4	14	9
Accounts receivable, at end of month			
Total	2	5	xxx
Instalment	2	5	xxx
Charge account	2	3	xxx
	November 1964	October 1964	November 1963
Collection ratios on instalment accounts ^{1/}	12	13	12

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

RETAIL FURNITURE STORES - NOVEMBER 1964

Total Net Sales

Federal Reserve District	Percentage increase or decrease (-) from:		
	Month ago	Year ago	Jan.- Nov. 1963 to Jan.- Nov. 1964
Boston	1	17	8
New York	14	24	19
Philadelphia	6	5	7
Cleveland	18	14	8
Richmond	-1	12	10
Atlanta	-5	17	9
Chicago	10	20	12
St. Louis	6	-1	0
Minneapolis	3	-9	5
Kansas City	-3	8	4
Dallas	1	3	4
San Francisco	4	12	8
U. S. Total	6	13	9

Instalment Accounts Receivable

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