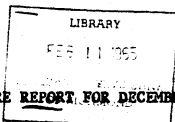




FEDERAL RESERVE

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February 10, 1965

RETAIL FURNITURE REPORT FOR DECEMBER 1964

Instalment accounts receivable at reporting furniture stores showed somewhat more than the usual expansion in December, and at the year-end were 6 per cent larger than at the close of 1963.

Charge accounts outstanding also increased seasonally in December but were only 2 per cent above the amount owed at the end of the preceding year.

Instalment account collections were coming in less rapidly than in November, though at about the same rate as in December 1963.

Sales of all types moved up sharply as is usual in December. Cash sales showed the strongest advance during the month and also for the year as a whole. Both instalment and charge account sales for 1964 also were well above the 1963 totals.

Furniture Store Statistics for December 1964

Item	Percentage increase or decrease (-) from:		
	Month ago	Year ago	Jan. - Dec. 1963 to Jan. - Dec. 1964
Net sales during month			
Total	25	10	9
Cash	31	11	11
Instalment	26	12	9
Charge account	13	8	9
Accounts receivable, at end of month			
Total	6	5	XXX
Instalment	6	6	XXX
Charge account	6	2	XXX
Collection ratios on instalment accounts <u>1/</u>	December 1964	November 1964	December 1963
	11	12	11

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

RETAIL FURNITURE STORES - DECEMBER 1964

Total Net Sales

Federal Reserve District	Percentage increase or decrease (-) from:		
	Month ago	Year ago	Jan. - Dec. 1963 to Jan. - Dec. 1964
Boston	8	5	7
New York	33	13	18
Philadelphia	23	8	7
Cleveland	*	*	9
Richmond	26	14	11
Atlanta	41	14	9
Chicago	17	14	12
St. Louis	29	15	1
Minneapolis	10	-8	4
Kansas City	21	1	3
Dallas	23	7	4
San Francisco	17	6	8
U. S. Total	25	10	9

Instalment Accounts Receivable

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

* Not shown separately but included in United States totals.