



FEDERAL RESERVE

statistical release

Signature - Condi
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RETAIL FURNITURE REPORT FOR JANUARY 1965

Instalment accounts receivable at reporting furniture stores showed the usual small seasonal decline in January and continued about 6 per cent above the amount outstanding a year earlier. These accounts were being repaid at about the same rate as in January 1964 -- in about sixteen and one-half months, on the average.

The January decline in charge-account indebtedness, 9 per cent, also matched the performance recorded for preceding years. Charge accounts of reporting stores have shown moderate year-to-year gains in every month since October 1963.

The post-Christmas decline in credit sales was slightly larger than in other recent years, but the January volume was above that in the corresponding month of 1964. Cash sales showed about the usual seasonal decline from December and were 6 per cent larger than in January last year. Total sales of all reporting stores showed a year-to-year gain of 4 per cent.

Furniture Store Statistics for January 1965

Item	Percentage increase or decrease (-) from:		
	Month ago	Year ago	
Net sales during month			
Total	- 43	4	
Cash	- 42	6	
Instalment	- 46	5	
Charge account	- 26	2	
Accounts receivable, at end of month			
Total	- 4	5	
Instalment	- 2	6	
Charge account	- 9	2	
	January 1955	December 1954	January 1964
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 - JANUARY 1965

Total Net Sales

Federal Reserve District	Percentage increase or decrease (-) from:	
	Month ago	Year ago
Boston	- 31	- 5
New York	- 64	- 4
Philadelphia	- 48	- 1
Cleveland	- 60	12
Richmond	- 41	13
Atlanta	- 45	12
Chicago	- 44	- 4
St. Louis	- 51	- 5
Minneapolis	- 32	- 11
Kansas City	- 19	10
Dallas	- 23	9
San Francisco	- 24	4
U. S. Total	- 43	4

Instalment Accounts Receivable

Federal Reserve District	Percentage increase or decrease (-) from:	
	Month ago	Year ago
Boston	- 2	1
New York	- 4	11
Philadelphia	- 4	10
Cleveland	- 4	1
Richmond	- 3	8
Atlanta	- 3	35
Chicago	0	15
St. Louis	- 1	2
Minneapolis	- 5	- 9
Kansas City	- 1	9
Lallas	- 1	3
San Francisco	1	6
U. S. Total	- 2	6