G.16   July 9, 1965

RETAIL FURNITURE REPORT FOR MAY 1965

Instalment accounts receivable at reporting furniture stores at the end of May were unchanged from the preceding month, and remained about 5 per cent above the corresponding figure for last year. Collections during the month equaled 12 per cent of the amount outstanding May 1. This was about the same rate as in May 1964.

Charge account balances showed a seasonal increase, and at the end of the month were 2 per cent above the corresponding 1964 total.

Sales expanded as usual in May. Cash business recorded the largest gain, followed by instalment and charge account sales. A comparison with May 1964 shows particularly marked increases in charge account and cash transactions, the categories which have registered the strongest advance so far this year.

Furniture Store Statistics for May 1965

Item	Percentage increase or decrease (-) from:		
	Month ago	Year ago	Jan. - May 1964 to Jan. - May 1965
Net sales during month			
Total	9	5	5
Cash	14	12	8
Instalment	11	3	5
Charge account	8	14	8
Accounts receivable, at end of month		-	
Total	1	4	xxx
Instalment	0	5	xxx
Charge account	3	2	xxx

	May 1965	April 1965	May 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 - MAY 1965

Total Net Sales

Federal Reserve District	Percentage increase or decrease (-) from:		
	Month ago	Year ago	Jan. - May 1964 to Jan. - May 1965
Boston	8	6	7
New York	0	6	3
Philadelphia	7	7	4
Cleveland	10	11	12
Richmond	15	8	11
Atlanta	20	2	6
Chicago	9	12	8
St. Louis	14	- 5	- 4
Minneapolis	3	- 2	- 6
Kansas City	- 2	- 4	3
Dallas	14	- 1	9
San Francisco	10	4	1
U. S. Total	9	5	5

Instalment Accounts Receivable

Federal Reserve District	Percentage increase or decrease (-) from:	
	Month ago	Year ago
Boston	0	0
New York	-1	9
Philadelphia	0	11
Cleveland	2	8
Richmond	- 1	8
Atlanta	2	7
Chicago	1	14
St. Louis	- 3	- 2
Minneapolis	2	- 7
Kansas City	0	8
Dallas	- 3	1
San Francisco	- 1	0
U. S. Total	0	5