



FEDERAL RESERVE

statistical release

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J. H. - P. M. *change*
Sept 8, 1965 *Sept 10*

RETAIL FURNITURE REPORT FOR JULY 1965

Instalment accounts receivable at reporting furniture stores were up slightly in July, a month in which little change is usual, and continued about 5 per cent above those of a year earlier. Collections during the month amounted to 12 per cent of the amount outstanding at the end of the preceding month.

Charge accounts outstanding declined by somewhat less than the usual seasonal amount and were slightly above the amounts carried on the books on July 31 last year.

Total sales, which usually decline somewhat in July, showed little change from the June total. Cash sales of reporting stores declined by 1 per cent while instalment and charge account sales remained unchanged. Sales of all types were substantially larger than in the corresponding month last year, with credit volumes on both instalment and charge accounts showing somewhat larger gains than cash transactions.

Furniture Store Statistics for July 1965

Item	Percentage increase or decrease (-) from:		
	Month ago	Year ago	Jan. - July 1964 to Jan. - July 1965
Net sales during month			
Total	0	8	5
Cash	-1	6	6
Instalment	0	8	5
Charge account	0	9	7
Accounts receivable, at end of month			
Total	0	4	xxx
Instalment	1	5	xxx
Charge account	-1	1	xxx
Collection ratios on instalment accounts 1/			
	July 1965	June 1965	July 1964
	12	12	12

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

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RETAIL FURNITURE STORES - JULY 1965

Total Net Sales

Federal Reserve District	Percentage increase or decrease (-) from:		
	Month ago	Year ago	Jan. - July 1964 to Jan. - July 1965
Boston	-2	10	7
New York	-2	7	4
Philadelphia	-5	6	4
Cleveland	-1	1	8
Richmond	2	15	10
Atlanta	-12	10	6
Chicago	-2	22	12
St. Louis	15	5	-4
Minneapolis	2	13	-2
Kansas City	10	2	1
Dallas	6	1	6
San Francisco	2	-1	1
U. S. Total	0	8	5

Installment Accounts Receivable

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