



# FEDERAL RESERVE

statistical release

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## RETAIL FURNITURE REPORT FOR OCTOBER 1965

Instalment accounts receivable of reporting furniture stores, which usually increase slightly in October, were up 2 percent and at month-end were 7 percent larger than on the corresponding date last year. Collections showed the customary seasonal spurt during the month, but were below the comparatively high rate reported for October 1964.

Charge account balances showed a seasonal increase from September, but showed little change from a year earlier.

Furniture store sales, although up moderately, failed to show the customary seasonal rise in October. Instalment sales, which account for a major part of the total, continued to advance strongly from month-ago and year-ago levels. For the ten months ending October 31 total sales were 6 percent larger than in the corresponding period of 1964.

### Furniture Store Statistics for October 1965

Item	Percentage increase or decrease (-) from:		
	Month ago	Year ago	Jan. - Oct. 1964 to Jan. - Oct. 1965
Net sales during month			
Total	4	7	6
Cash	3	5	7
Instalment	5	8	5
Charge account	4	4	6
Accounts receivable, at end of month			
Total	2	5	xxx
Instalment	2	7	xxx
Charge account	1	0	xxx

	October 1965	September 1965	October 1964
Collection ratios on instalment accounts $\frac{1}{/}$	12	11	13

$\frac{1}{/}$  Collections during month as percentage of accounts outstanding at beginning of month.

## RETAIL FURNITURE STORES - OCTOBER 1965

## Total Net Sales

Federal Reserve District	Percentage increase or decrease (-) from:		
	Month ago	Year ago	Jan. - Oct. 1964 to Jan. - Oct. 1965
Boston	- 2	0	7
New York	8	- 5	3
Philadelphia	14	11	5
Cleveland	-10	28	10
Richmond	11	10	10
Atlanta	11	10	7
Chicago	- 4	15	13
St. Louis	5	11	0
Minneapolis	0	13	2
Kansas City	- 1	- 2	1
Dallas	2	4	6
San Francisco	0	2	1
U. S. Total	4	7	6

## Instalment Accounts Receivable

Federal Reserve District	Percentage increase or decrease (-) from:	
	Month ago	Year ago
Boston	1	2
New York	1	9
Philadelphia	3	3
Cleveland	2	12
Richmond	2	10
Atlanta	4	6
Chicago	2	16
St. Louis	2	7
Minneapolis	-1	- 2
Kansas City	0	4
Dallas	-1	2
San Francisco	1	-1
U. S. Total	2	7