

MONTHLY FD REVIEW

BDO CHARITY RETAIL SALES TRACKER

AUGUST 2024

August saw growth across all categories

Charity Retail Association®
The voice of charity retail



JOIN THE TRACKER FOR MORE DETAILED REPORTS

As part of the Charity Retail Sales Tracker (CRST), we produce more detailed weekly and monthly reports for the medium to very large retail chains that take part, allowing them to easily benchmark their performance against peers.

The more charity retailers involved, the greater the value our tracker can provide for participants and the wider sector as a whole.

To participate and receive these exclusive reports, contact:

charityretailsalestracker@bdo.co.uk

FURTHER INFORMATION:

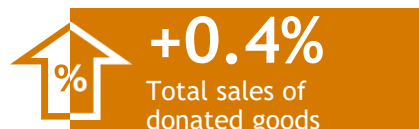
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CHARITY



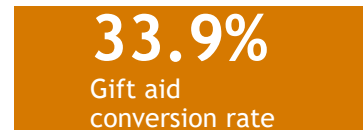
August 2023: +4.8%



August 2023: +3.8%



August 2023: +34.1%



August 2023: 31.9%

* Figure re-stated excluding extreme values.

COMMENTS FROM CHARITY RETAIL

- Total LFL sales finally turned a corner and edged up by +0.8%, down on the +4.8% recorded this time last year, but the first positive reading since April.
- Total LFL sales of new goods remained positive at +2.8%, but down on a very strong +34.1% achieved this time last year.
- Total LFL sales of donated goods increased by +0.4% - the first increase this year - rounding off a month of all round positive numbers.

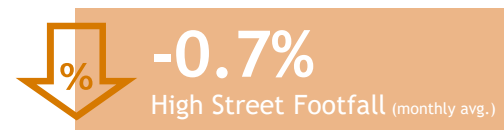
KEY FACTORS AFFECTING THE MONTH

- A number of charity retailers said donations, both the quality of donations and sales of donated goods, were positive in August - borne out in the +0.4% recorded for overall LFL sales of donated goods.
- There was a notable increase in the number of charity retailers highlighting staffing levels as a challenge this month, followed by the weather.

COMMERCIAL



August 2023: +9.4%



August 2023: +1.1%

COMMENTS FROM COMMERCIAL RETAIL

- Total LFL sales of +0.8% recorded by charity retailers outperformed the commercial high street, which saw in-store sales edge down by -0.7% in August, compared to +9.4% this time last year.
- Commercial high street in-store *lifestyle* LFL sales grew by +2.6% in August, in-store *fashion* sales fell by -4.0%, and in-store *homeware* sales grew by +2.1%.
- Store sales fell into negative territory following three months of positive outcomes, pointing to a sector struggling to recover from the cost-of-living crisis while negotiating long-term structural changes, including high interest rates and increased competition.
- The Chancellor, Rachel Reeves, has warned that October's budget will involve "difficult decisions" on tax, spending, and welfare.

[1] Source: www.bdo.co.uk/high-street-sales-tracker

Any footfall figures quoted come from Springboard.