

MONTHLY FD REVIEW

BDO CHARITY RETAIL SALES TRACKER

SEPTEMBER 2024

Total sales slipped back into the red in September, but new sales remain positive

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:

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FURTHER INFORMATION:

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CHARITY



September 2023: +6.3%



September 2023: +5.5%



September 2023: +11.0%



September 2023: 33.0%

* Figure re-stated excluding extreme values.

COMMENTS FROM CHARITY RETAIL

- Total LFL sales fell by -1.4%, down on the +6.3% recorded this time last year.
- Total LFL sales of new goods improved by +1.5%, but down on the +11.0% achieved this time last year.
- Sales of donated goods fell by -1.5%, compared to +5.5% this time last year.

KEY FACTORS AFFECTING THE MONTH

- Continuing the trend seen last month, charity retailers ranked staffing as the number one challenge. Some charity retailers also started to cite theft as a challenge in September.
- As the weather turns, some charity retailers said sales of autumn/winter stock helped, with the Met office saying September saw 114.1mm of rainfall (25% more than average). A wetter month, combined with average footfall falling by -0.3% on the high street, would help explain why several charity retailers said footfall was challenging.

COMMERCIAL



September 2023: +1.0%



September 2023: +1.6%

COMMENTS FROM COMMERCIAL RETAIL

- Total LFL sales of -1.4% recorded by charity retailers, was in contrast to the commercial high street which saw in-store sales increase by +1.8% in September.
- Commercial high street in-store *lifestyle* LFL sales grew by +1.2% in September, in-store *fashion* sales grew by +1.4%, while in-store *homeware* increased by +5.8%.
- On a positive note for the economy, the Office for National Statistics (ONS) said GDP improved by +0.2% in August, after zero growth in June and July. Also, with pay growth slowing to +4.9% between June and August, down from +5.1% previously, there is optimism the Bank of England will cut the interest rate in November.

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

Any footfall figures quoted come from Springboard.

The CRST Monthly Review outlines monthly LFL sales changes of charity retailers with c.4,000 stores (18 retailers reported this month with c. 3,600 stores between them).

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