

MONTHLY FD REVIEW

BDO CHARITY RETAIL SALES TRACKER

June 2024

Total sales worst since January, but new sales remain resilient

Charity Retail Association®
The voice of charity retail

CHARITY



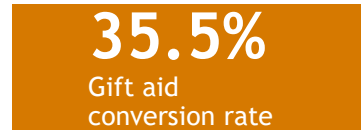
June 2023: +7.7%



June 2023: +7.2%



June 2023: +4.2%



June 2023: 32.1%

COMMENTS FROM CHARITY RETAIL

- Total LFL sales were down by -6.9% this month, compared to +7.7% this time last year, and was the worst result since the beginning of the year.
- Total LFL sales of new goods continued to show resilience, growing by +2.8% in June. With the exception of March, total LFL sales of new goods has grown each month this year.
- Sales of donated goods fell by -7.6%, compared to +7.2% this time last year, continuing the negative trend since the beginning of January.

KEY FACTORS AFFECTING THE MONTH

- Low footfall was cited by charity retailers as one of the main challenges this month. This was borne out by figures collated by Springboard, showing footfall on the high street was down by -2.2% on average in June.
- The weather was also cited as a major challenge affecting sales. The Met Office said that while June saw 29% less rainfall than the long-term meteorological average, the temperature averaged just 12.9°C.

COMMERCIAL



June 2023: +5.1%



June 2023: +5.2%

COMMENTS FROM COMMERCIAL RETAIL

- The fall in total LFL sales of -6.9% experienced by charity retailers this month was in contrast to a more robust commercial high street, which saw in-store sales edge up by +1.8% in June.
- Commercial high street in-store *lifestyle* LFLs grew by +7.7%, while in-store *fashion* dropped by -6.7%, and in-store *homeware* sales improved by +9.2%.
- Following the general election result, retailers will no doubt be looking to the new government to drive growth and investment in the retail sector generally, together with incentives to revitalise local high streets and invigorate bricks-and-mortar businesses.



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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The CRST Monthly Review outlines monthly LFL sales changes of charity retailers with c.4,000 stores (9 retailers reported this month with c. 3,100 stores between them).

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

Any footfall figures quoted come from Springboard.