

MONTHLY FD REVIEW

BDO CHARITY RETAIL SALES TRACKER

OCTOBER 2024

October saw growth all round

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



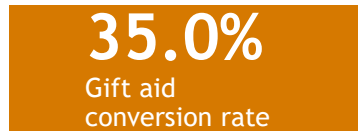
October 2023: +0.5%



October 2023: -0.1%



October 2023: +7.9%



October 2023: 31.0%

* Figure re-stated excluding extreme values.

COMMENTS FROM CHARITY RETAIL

- Total LFL sales increased by +4.2%, the best result this year.
- Total LFL sales of new goods improved by +6.6%, compared to +7.9% this time last year.
- Total LFL sales of donated goods increased by +3.9%, another best for the year, and ahead of the fall of -0.1% in the same period last year.

KEY FACTORS AFFECTING THE MONTH

- As the weather turns colder, sales of winter stock appears to be feeding into higher sales.
- One charity said its Christmas launch in late October saw the highest ever weekly sales.

COMMERCIAL



October 2023: -1.0%



October 2023: -1.5%

COMMENTS FROM COMMERCIAL RETAIL

- Total LFL sales of +4.2% recorded by charity retailers outperformed the commercial high street which saw in-store sales increase by +1.7% in October.
- Commercial high street in-store *lifestyle* LFL sales grew by +3.3% in October, in-store *fashion* sales grew by +0.5%, while in-store *homeware* increased by +1.1%.
- Looking at the economy, the Consumer Prices Index dropped sharply to 1.7% in September, down from 2.2% in August. On the 7 November, the BoE cut interest rates by 0.25 percentage points to 4.75%. However, the rate of unemployment rose to 4.3% in the three months to September, up from 4% the previous quarter. The government has come under pressure after outlining tax increases in the budget, including a rise in the national minimum wage and employer national insurance contributions.

[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 (12 retailers reported this month with c. 2,860 stores between them).

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