

MONTHLY FD REVIEW

BDO CHARITY RETAIL SALES TRACKER

JANUARY 2026

A STRONG MONTH WITH POSITIVE GROWTH ACROSS ALL THE CATEGORIES, AND STRONG NEW GOODS SALES

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:

David Chapman
Research Manager

david.a.chapman@bdo.co.uk
+44 7442 783 633



CHARITY



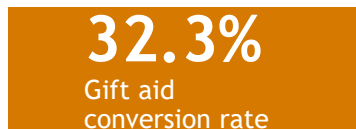
January 2025: -1.0%



January 2025: -0.4%



January 2025: +2.6%



January 2025: 28.8%

* Figure re-stated excluding extreme values

COMMENTS FROM CHARITY RETAIL

- Total LFL sales continue to remain positive, increasing by +7.2%, and better than the -1.0% achieved this time last year.
- Total LFL sales of new goods saw very strong results, rising by +15.4% this month, and up on the +2.6% seen this time last year.
- Total LFL sales of donated goods grew by a healthy +7.7%, and ahead of the -0.4% achieved this time last year.

KEY FACTORS AFFECTING THE MONTH

- The Met Office said while January opened with a distinctly cold spell, it soon transitioned into a wetter, more unsettled pattern shaped by storms Goretta, Ingrid, and Chandra, impacting footfall.
- Springboard figures showed footfall on the high street averaged -0.1% in January.

COMMERCIAL



January 2025: +3.2%



January 2025: -0.5%

COMMENTS FROM COMMERCIAL RETAIL

- Total LFL sales of +7.2% achieved by charity retailers outperformed the commercial high street which saw in-store sales grow by +4.7%.
- Commercial high street in-store *lifestyle* LFL nudged up by +0.8%, in-store *fashion* sales increased by +7.6%, and in-store *homeware* sales grew by +6.3%.
- Looking at the economy, ONS figures confirmed inflation was +3.0% in January - the lowest level since March 2025 - giving a boost to hopes of an early cut in interest rates by the Bank of England. GDP meanwhile expanded by only +0.1% (ONS) in the final three months of 2025 as falling business investment and weak consumer spending led to little momentum going into 2026.

[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.3,500 stores (19 retailers reported this month with c. 3,000 stores between them).

BDO LLP, a UK limited liability partnership registered in England and Wales under number OC305127, is a member of BDO International Limited, a UK company limited by guarantee, and forms part of the international BDO network of independent member firms. A list of members' names is open to inspection at our registered office, 55 Baker Street, London W1U 7EU. BDO LLP is authorised and regulated by the Financial Conduct Authority to conduct investment business. BDO is the brand name of the BDO network and for each of the BDO member firms. BDO Northern Ireland, a partnership formed in and under the laws of Northern Ireland, is licensed to operate within the international BDO network of independent member firms. Copyright © February 2024 BDO LLP. All rights reserved. Published in the UK.