

MONTHLY FD REVIEW

BDO CHARITY RETAIL SALES TRACKER

FEBRUARY 2026

GROWTH REMAINS POSITIVE ACROSS ALL CATEGORIES, BUT RATE OF GROWTH SLOWS

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



February 2025: -3.2%



February 2025: -2.1%



February 2025: +1.5%



February 2025: 32.5%

* Figure re-stated excluding extreme values

COMMENTS FROM CHARITY RETAIL

- Total LFL sales have remained positive for eight consecutive months, increasing by +1.5% this month, and better than the -3.2% achieved this time last year.
- Total LFL sales of new goods improved by +1.2% this month, the slowest rate of growth in six months of consecutive growth, and slightly down on the +1.5% seen this time last year.
- Total LFL sales of donated goods grew by +1.3%, and ahead of the -2.1% achieved this time last year.

KEY FACTORS AFFECTING THE MONTH

- February continued the unsettled, rain dominated pattern established in January, fuelled by a stronger than usual jet stream that repeatedly pushed frontal systems towards the UK. With colder Scandinavian air blocking progression to the east, rainfall became trapped over many parts of southern England, northeast Scotland, and northeast England.
- Springboard figures showed footfall on the high street averaged -2.3% in February.

COMMERCIAL



February 2025: +1.2%



February 2025: -2.5%

COMMENTS FROM COMMERCIAL RETAIL

- Total LFL sales of +1.5% achieved by charity retailers outperformed the commercial high street which saw in-store sales grow by +0.6%.
- Commercial high street in-store *lifestyle* LFL fell by -1.7%, in-store *fashion* sales increased by +2.0%, and in-store *homeware* sales grew by +3.3%.
- Looking at the economy, the UK economy unexpectedly flatlined in January, stoking concerns over growth amid the global energy price shock triggered by the US-Israel war on Iran. Figures from the ONS showed 0% growth in GDP, down from an increase of +0.1% in December. Wage growth slowed sharply in the three months to January, averaging +3.8% (ONS), the slowest rate of wage growth in more than five years.

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

Any footfall figures quoted come from Springboard.