

MONTHLY FD REVIEW

BDO CHARITY RETAIL SALES TRACKER

SEPTEMBER 2025

TOTAL SALES, TOTAL SALES OF DONATED GOODS, AND NEW SALES WERE ALL POSITIVE

Charity Retail Association®
The voice of charity retail

CHARITY



September 2024: -1.4%



September 2024: +1.5%

* Figure re-stated excluding extreme values



September 2024: -1.5%



September 2024: 29.8%

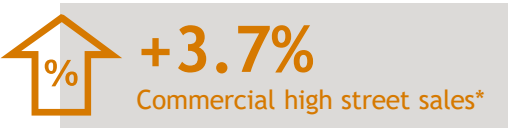
COMMENTS FROM CHARITY RETAIL

- Total LFL sales increased for the third month in a row, increasing by +1.4%, and an improvement on the -1.4% achieved this time last year.
- Total LFL sales of new goods saw a strong performance, rising by +6.2% this month, and ahead of the +1.5% seen this time last year.
- Total LFL sales of donated goods grew for a third month in a row, growing by +0.4%, and better than the -1.5% seen this time last year.

KEY FACTORS AFFECTING THE MONTH

- The Met Office described September as “a month of contrasts.” The start of the month was unsettled, bringing plenty of wet weather and changeable conditions. However, as we moved further into September, the pattern shifted dramatically, with much drier and calmer conditions taking hold.
- Springboard figures showed footfall on the high street averaged -1.0% in September.

COMMERCIAL



September 2024: +1.8%



September 2024: -0.3%

COMMENTS FROM COMMERCIAL RETAIL

- Total LFL sales of +1.4% achieved by charity retailers mirrored the positive momentum of the commercial high street which saw in-store sales grow by +3.7%.
- Commercial high street in-store *lifestyle* LFL sales grew by +0.2%, in-store *fashion* sales grew by +6.4%, and in-store *homeware* sales grew by +3.8%.
- Looking at the economy, the ONS said GDP grew by +0.1% in August. However, the ONS said it had revised down July’s flatlining growth to a -0.1% contraction, limiting the rise in output over the three months to August to +0.3%. Analysts said the UK’s economic outlook is likely to continue improving, but at a sluggish pace while businesses and consumers wait to see the outcome of the Chancellor’s budget on 26 November. Meanwhile, the consumer prices index remained unchanged in August at 3.8% - the same level as July.



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

Any footfall figures quoted come from Springboard.