

MONTHLY FD REVIEW

BDO CHARITY RETAIL SALES TRACKER

JUNE 2025

AFTER THREE MONTHS OF GROWTH, JUNE SAW SHARP DECLINES ACROSS ALL CATEGORIES

Charity Retail Association®
The voice of charity retail

CHARITY



June 2024: -6.9%



June 2024: -7.6%



June 2024: +2.8%

* Figure re-stated excluding extreme values.

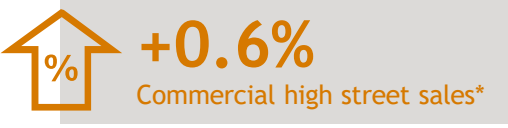
COMMENTS FROM CHARITY RETAIL

- After three months of consecutive growth, Total LFL sales in June fell by -3.9%, compared to -6.9% a year earlier.
- Total LFL sales of new goods, which have remained positive since January, fell by -6.7% this month, and down on the +2.8% achieved this time last year.
- Total LFL sales of donated goods, having seen three months of growth, fell back to -3.3% in June vs. -7.6% this time last year.

KEY FACTORS AFFECTING THE MONTH

- Provisional stats released by the Met Office revealed England recorded its warmest June since records began, while the UK overall experienced its second warmest June, narrowly behind 2023. Despite this, several charity retailers highlighted the weather as a challenge this month.
- Footfall was also cited as being a challenge, which is supported by Springboard figures showing footfall on the high street averaged -1.3% in June.

COMMERCIAL



June 2024: +1.8%



June 2024: -2.2%

COMMENTS FROM COMMERCIAL RETAIL

- Total LFL sales of -3.9% achieved by charity retailers underperformed the commercial high street which saw in-store sales grow by +0.6%.
- Commercial high street in-store *lifestyle* LFL sales grew by +1.1% in June, in-store *fashion* sales fell by -0.2%, and in-store *homeware* sales grew by +2.3%.
- Looking at the economy, May's unexpected -0.1% decline in GDP (ONS) is marginal, but it follows a -0.3% contraction in April. The ONS said May's contraction was mainly driven by a drop in manufacturing, while retail sales were "very weak." It makes a rate cut from the Bank of England in August, which was already anticipated, look more certain.



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.