

MONTHLY FD REVIEW

BDO CHARITY RETAIL SALES TRACKER

MARCH 2026

TOTAL SALES AND DONATED GOODS SALES FALL, BUT NEW SALES GROW STRONGLY

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:

Fiona Condron
Partner

Fiona.Condron@bdo.co.uk



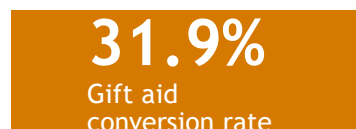
March 2025: +3.8%



March 2025: -3.7%



March 2025: +0.1%



March 2025: 32.5%

COMMENTS FROM CHARITY RETAIL

- After eight consecutive months of growth, total LFL sales fell by -2.2% this month, and down on the +3.8% achieved this time last year.
- Total LFL sales of new goods grew by +9.7% this month and much stronger than the +0.1% seen this time last year.
- Total LFL sales of donated goods declined by -2.9%, and down on the +3.7% achieved this time last year.

KEY FACTORS AFFECTING THE MONTH

- The Met Office said across the UK, March was warmer than the long-term meteorological average, although there were a few short cooler spells early in the month and towards the end of the month. The UK experienced its joint tenth warmest March in a series dating back to 1884.
- Springboard figures showed footfall on the high street averaged -2.6% in March.

COMMERCIAL



March 2025: +0.3%



March 2025: +2.5%

COMMENTS FROM COMMERCIAL RETAIL

- Total LFL sales of -2.2% achieved by charity retailers, saw a bigger drop than the commercial high street which saw in-store sales fall by -0.1%.
- Commercial high street in-store *lifestyle* LFL fell by -1.9%, in-store *fashion* sales increased by +0.9%, and in-store *homeware* sales grew by +0.6%.
- Looking at the economy, over the three months to February, UK GDP expanded by a stronger than expected +0.5% (ONS), while the rate of unemployment took a surprise fall, falling to 4.9% (ONS) over the same period. However, the consumer prices index (CPI) accelerated to +3.3% in March vs. +3% in February, after the Iran war triggered the biggest jump in fuel prices for more than three years, casting doubt on sustained growth.

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

Any footfall figures quoted come from Springboard.