

MONTHLY FD REVIEW

BDO CHARITY RETAIL SALES TRACKER

AUGUST 2025

TOTAL SALES AND TOTAL SALES OF DONATED GOODS GROW FOR A SECOND MONTH, BUT TOTAL SALES OF NEW GOODS FALLS AGAIN

Charity Retail Association®
The voice of charity retail

CHARITY



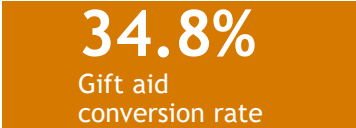
August 2024: +0.8%



August 2024: +2.8%



August 2024: +0.4%



August 2024: 33.9%

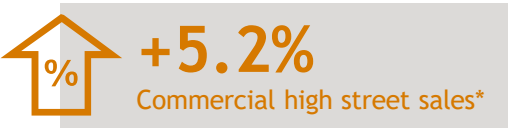
COMMENTS FROM CHARITY RETAIL

- Total LFL sales increased again this month, growing by +2.1%, and ahead of the +0.8% achieved this time last year.
- Total LFL sales of new goods fell for the third month in a row but the rate of the decline eased to -1.9%, but worse than the +2.8% achieved a year earlier.
- Total LFL sales of donated goods grew for a second month, growing by +2.1%, and better than the +0.4% seen this time last year.

KEY FACTORS AFFECTING THE MONTH

- The Met Office said August 2025 will be remembered as a month of striking contrasts, with the UK experiencing everything from named storms and heatwaves to drought conditions and thunderstorms.
- Despite this, Springboard figures showed footfall on the high street averaged +1.7% in August.

COMMERCIAL



August 2024: -0.7%



August 2024: -0.7%

COMMENTS FROM COMMERCIAL RETAIL

- Total LFL sales of +2.1% achieved by charity retailers didn't quite match the strong performance of the commercial high street which saw in-store sales grow by +5.2%.
- Commercial high street in-store *lifestyle* LFL sales grew by +2.4%, in-store *fashion* sales grew by +5.8%, and in-store *homeware* sales grew by +16.4%.
- Looking at the economy, GDP grew by just +0.2% in the three months to July (ONS), compared with the three months to April, and down from +0.3% in the three months to June. Business groups blame the Chancellor's £25bn increase in employer NI contribution, which came into force in April alongside a significant rise in the national living wage, for constraining growth. Inflation rose to +3.8% in the year to July (ONS) - the highest since January 2024.



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



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

Any footfall figures quoted come from Springboard.