

MONTHLY FD REVIEW

BDO CHARITY RETAIL SALES TRACKER

NOVEMBER 2019



CHARITY RETAILERS MAINTAIN STRONG SALES IN NOVEMBER

CHARITY

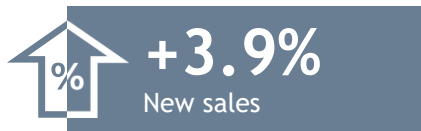
Charity Retail Association®
The voice of charity retail



November 2018: +3.3%



November 2018: +3.4%



November 2018: +5.5%



November 2018: 29.0%

COMMENTS FROM CHARITY RETAIL

- Another month of sales growth was reported by charity retailers in November (+5.8%), an advance upon the +3.3% growth seen last year for the equivalent month.
- The strong performance of donated goods is noted at +6.5%, the best performance in the last 6 months and a sizeable increase on the low of -0.69% seen in June this year.

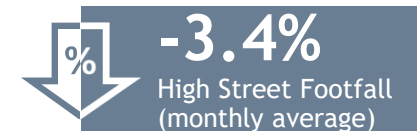
KEY FACTORS AFFECTING THE MONTH

- Weather and the quality of donated stock were among the key challenges in November.
- Staffing levels also contributed to the challenges experienced this month.

COMMERCIAL



November 2018: -2.6%



November 2018: -4.9%

COMMENTS FROM COMMERCIAL RETAIL

- In store LFLs declined by -1.9% in November from an already negative base of -2.6% for the same month last year.
- **Strongest performer:** Homewares experienced a rise of +2.1%, maintaining the positive LFL sales trend for much of 2019.
- **Weak performance:** Lifestyle fell by -5.2% from -4.8% last year

Source: BDO High Street Sales Tracker

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:

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The Charity Retail Sales Tracker Monthly Review outlines monthly like-for-like sales changes of charity retailers with approximately 4,000 individual stores between them. Any footfall figures quoted come from Springboard who are a leading provider of automated visitor counting and retail sales analysis.

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