

MONTHLY FD REVIEW

BDO CHARITY RETAIL SALES TRACKER

July 2019

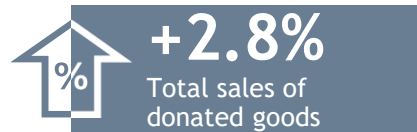
CHARITY RETAILERS BACK IN THE BLACK DESPITE THE DOWNPOUR

CHARITY

Charity Retail Association®
The voice of charity retail



July 2018: +2.6%



July 2018: +2.5%



July 2018: +41.3%



July 2018: 31.1%

COMMENTS FROM CHARITY RETAIL

- Results were back in the black, off the back of an already positive month last year.
- Driven by stellar performances in new sales, medium-sized retailers reported the strongest results this month.

KEY FACTORS AFFECTING THE MONTH

- Reduced footfall due to strong rains and flooding in Scotland and Northern England.
- A number of retailers opened new stores this month; but reports of declining volunteer hours were also recurrent this month.

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.

COMMERCIAL



July 2018: -1.1%



July 2018: 0.2%

COMMENTS FROM COMMERCIAL RETAIL

- In store LFL sales were flat, but from a negative base in July 2018, as the final two weeks almost negated a positive start to the month.
- **Strongest performer:** Homewares - but Fashion also reported positive results.
- **Weak performance:** Lifestyle reported the only negative results this month.

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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