

MONTHLY FD REVIEW

BDO CHARITY RETAIL SALES TRACKER

OCTOBER 2025

TOTAL SALES, TOTAL SALES OF DONATED GOODS, AND NEW SALES REMAIN POSITIVE

Charity Retail Association®
The voice of charity retail

CHARITY



October 2024: +4.2%



October 2024: +6.6%

* Figure re-stated excluding extreme values

COMMENTS FROM CHARITY RETAIL

- Total LFL sales increased for the fourth month in a row, increasing by +3.6%, but down on the +4.2% achieved this time last year.
- Total LFL sales of new goods saw a very strong performance, rising by +12.4% this month, and up on the +6.6% seen this time last year.
- Total LFL sales of donated goods grew for the fourth month in a row, growing by +2.7%, but down on the +3.9% seen this time last year.



October 2024: +3.9%

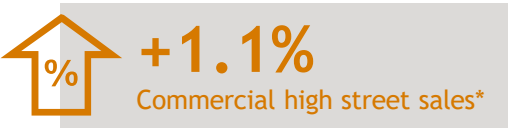


October 2024: 35.0%

KEY FACTORS AFFECTING THE MONTH

- Following a September marked by unsettled conditions, the Met Office said October continued the theme of variability, with some regions experiencing notable warmth and others seeing persistent wet spells. October temperatures were generally above the long-term average for most regions.
- Springboard figures showed footfall on the high street averaged -0.5% in October.

COMMERCIAL



October 2024: +1.7%



October 2024: -1.3%

COMMENTS FROM COMMERCIAL RETAIL

- Total LFL sales of +3.6% achieved by charity retailers outperformed the commercial high street which saw in-store sales grow by +1.1%.
- Commercial high street in-store *lifestyle* LFL sales fell by -0.02%, in-store *fashion* sales grew by +1.5%, and in-store *homeware* sales grew by +5.2%.
- Looking at the economy, the ONS confirmed the UK economy expanded by just +0.1% in the quarter from July to September. The gloomier-than-expected figure increased expectations of an interest rate cut from the Bank of England in December. The GDP data followed an update from the ONS that showed the unemployment rate had risen to 5% in the three months to the end of September, up from 4.8% in the previous quarter, and the highest for four years.



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.