

MONTHLY FD REVIEW

BDO CHARITY RETAIL SALES TRACKER

MAY 2025

FOR THE THIRD MONTH IN A ROW, MAY SAW POSITIVE GROWTH IN TOTAL SALES, SALES OF DONATED GOODS, AND NEW SALES

Charity Retail Association®
The voice of charity retail

CHARITY



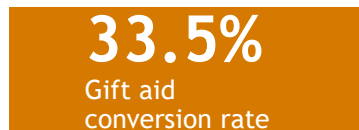
May 2024: 0.0%



May 2024: -1.2%



May 2024: +18.5%



May 2024: 33.1%

COMMENTS FROM CHARITY RETAIL

- Total LFL sales in May increased for the third month in a row, growing by +4.4%, compared to flat growth a year earlier.
- Total LFL sales of new goods have remained positive since January, growing by +4.7% this month, but down on the +18.5% achieved this time last year.
- Total LFL sales of donated goods saw another increase, up by +3.9%, and an improvement on the -1.2% fall seen in May 2024.

KEY FACTORS AFFECTING THE MONTH

- Several charities highlighted the warmer weather as a highlight in May. The Met Office said May overall was sunny, warm and dry, with high pressure dominating for most of the month. Overall, the mean temperature for the UK was provisionally 1.3°C above the long-term average.
- According to Springboard figures, footfall on the high street averaged +0.5% in May.

COMMERCIAL



May 2024: +0.5%



May 2024: -0.5%

COMMENTS FROM COMMERCIAL RETAIL

- Total LFL sales growth of +4.4% achieved by charity retailers outperformed the commercial high street which saw in-store sales grow by +0.5%.
- Commercial high street in-store *lifestyle* LFL grew by +0.7% in May, in-store *fashion* sales increased by +0.1%, and in-store *homeware* sales grew by +2.3%.
- Looking at the economy, UK GDP shrank by -0.3% in April (ONS), which was more than the -0.1% contraction expected by economists. The fall in UK economic growth came as an increase in employer national insurance contributions and the national minimum wage, which were announced in the autumn budget, came into place in early April.



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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