

## MONTHLY FD REVIEW

# BDO CHARITY RETAIL SALES TRACKER

SEPTEMBER 2019



### CHARITY RETAILERS CHALLENGE THE HIGH STREET CRISIS

#### CHARITY

**Charity Retail Association®**  
The voice of charity retail



September 2018: +1.9%\*



September 2018: +1.7%\*



September 2018: +2.4%



September 2018: 29.7%\*

\*2018 figures are updated and re stated

#### COMMENTS FROM CHARITY RETAIL

- Charity retailers reported another month of strong growth, with several highlighting overall LFL sales were remarkable, compared to both last year's performance and budget.
- Medium-sized retailers saw the strongest growth across donated goods, but it was larger sized retailers that reported stronger sales of new goods.

#### KEY FACTORS AFFECTING THE MONTH

- A very bleak end to the summer was by far the biggest challenge.
- Staffing levels continued to prove challenging, as low volunteer hours, seasonal turnover and sickness took a toll.

#### COMMERCIAL



September 2018: -2.7%



September 2018: -1.7%

#### COMMENTS FROM COMMERCIAL RETAIL

- In-store LFLs fell by -3.1% from an already poor base of -2.7% for last year - the worst in-store LFL for September since 2011.
- **Strongest performer:** Homewares was the only category to report positive results - but just barely at +0.2%.
- **Weak performance:** Both Lifestyle and Fashion reported 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](mailto: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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