

MONTHLY FD REVIEW

BDO CHARITY RETAIL SALES TRACKER

June 2019

CHARITY RETAILERS FALL INTO THE RED AMID A LACKLUSTRE SUMMER

CHARITY

Charity Retail Association®
The voice of charity retail



June 2018: +5.7%



June 2018: +5.4%



June 2018: +36.2%



June 2018: 29.3%

COMMENTS FROM CHARITY RETAIL

- First negative results since March 2018; but on the back of a very strong month in June 2018.
- New goods continued to be the driving force behind sales.
- Non-clothing donated items also performed strongly.

KEY FACTORS AFFECTING THE MONTH

- Dreary weather contrasted with a warm, dry month in June 2018 - summer clothing sales particularly affected.
- Staffing levels continued to be the dominant challenge; but positive feedback from Volunteer Week.

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



June 2018: -1.7%



June 2018: 0.6%

COMMENTS FROM COMMERCIAL RETAIL

- In store LFL sales have now gone sixteen out of the last seventeen months without any growth; while non store LFLs continue to provide an avenue for growth, June's result was the second lowest this year.
- **Strongest performer:** Homewares - only category reporting positive results.
- **Weak performance:** Lifestyle reported the weakest performance.

Source: **BDO High Street Sales Tracker**
www.bdo.co.uk/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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