

MONTHLY FD REVIEW

BDO CHARITY RETAIL SALES TRACKER

NOVEMBER 2025

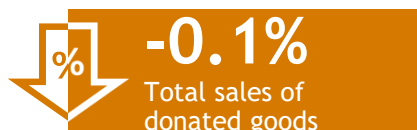
TOTAL SALES REMAIN POSITIVE FOR THE FIFTH MONTH BUT THE RATE OF GROWTH EASES

Charity Retail Association®
The voice of charity retail

CHARITY



November 2024: +0.2%



November 2024: -0.7%



November 2024: +2.9%



November 2024: 34.8%

* Figure re-stated excluding extreme values

COMMENTS FROM CHARITY RETAIL

- Total LFL sales increased for the fifth month in a row, increasing by +0.9%, and better than the +0.2% achieved this time last year.
- Total LFL sales of new goods were positive for the third month in a row, rising by +7.7% this month, and up on the +2.9% seen this time last year.
- Total LFL sales of donated goods fell by -0.1%, ending four straight months of growth, but better than the -0.7% seen this time last year.

KEY FACTORS AFFECTING THE MONTH

- The Met Office said UK rainfall was +31% above average for November. Temperatures were variable, starting unusually warm before dropping sharply after mid-month.
- Springboard figures showed footfall on the high street averaged -2.2% in November.

COMMERCIAL



November 2024: -5.5%



November 2024: -0.1%

COMMENTS FROM COMMERCIAL RETAIL

- Total LFL sales of +0.9% achieved by charity retailers underperformed the commercial high street which saw in-store sales grow by +1.3%.
- Commercial high street in-store *lifestyle* LFL sales fell by -0.1%, in-store *fashion* sales grew by +2.2%, and in-store *homeware* sales grew by +2.1%.
- The economy contracted, for the second month running in October - GDP fell by -0.1%, after a -0.1% drop in output in September. City economists had predicted a +0.1% rise in October. Meanwhile, figures from the ONS showed the jobless rate hit 5.1% in the three months to October - up from the 5% level reported a month ago; and the consumer prices index (CPI) eased to 3.2% in November from 3.6% in October. In response, the Bank of England cut interest rates from 4% to 3.75%, bringing the cost of borrowing down to its lowest level in nearly three 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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