

MONTHLY FD REVIEW

BDO CHARITY RETAIL SALES TRACKER

JUNE 2022

DONATED GOODS DRIVE GROWTH FOR CHARITY RETAILERS

CHARITY



June 2021: +5.5%



June 2021: +5.9%

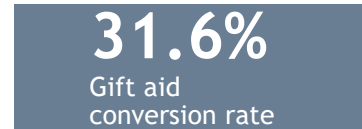
COMMENTS FROM CHARITY RETAIL

- Total LFLs were up by +7.2%, off an already strong base of +5.5% in 2021. The base result was the strongest reported over the previous six months as consumers returned to shops following the lifting of lockdown restrictions.
- Performance was mixed across the board, with large retailers reporting the strongest growth overall despite weak sales of new goods.
- Sales of donated goods were stronger this month compared to new goods.

Charity Retail Association® The voice of charity retail



June 2021: +5.7%



June 2021: 26.4%

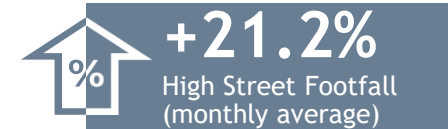
KEY FACTORS AFFECTING THE MONTH

- Although sales remained strong and charity retailers report growth initiatives such as opening new shops, challenges remain.
- The main concern facing charity retailers continues to be staffing/volunteer levels, but the quality of donated stock and the level of donations also topped charity retailers' challenges this month.

COMMERCIAL



June 2021: +8,923.0%



June 2021: +93.3%

COMMENTS FROM COMMERCIAL RETAIL

- In-store LFLs rose by +14.8% from a base of +8,923% for 2021, continuing the deceleration trend of previous months.
- The slowing of sales growth in June may point to rising caution amongst consumers who have already reduced spending on essential items and will likely be reconsidering major purchases.
- **Strongest performer:** Fashion in-store LFLs were up by +19.5%, followed by Lifestyle (+13.0%) and Homewares (-1.9%).

*Source: www.bdo.co.uk/high-street-sales-tracker

Any footfall figures quoted come from Springboard.



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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