



# BDO CHARITY RETAIL SALES TRACKER

MONTHLY REVIEW | Xx JANUARY 2017

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\*Source: BDO High Street Sales Tracker  
[www.bdo.co.uk/sectors/retail-and-wholesale/high-street-sales-tracker](http://www.bdo.co.uk/sectors/retail-and-wholesale/high-street-sales-tracker)

The Charity Retail Sales Tracker Monthly Review outlines monthly like-for-like sales changes of 26 charity retailers with c4,657 individual stores between them (VL: 6, 3222; L 6, 910; M: 14, 525). Any footfall figures quoted come from Springboard who are a leading provider of automated visitor counting and retail sales analysis.

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The voice of charity retail



INDIVIDUAL CHARITY'S LIKE-FOR-LIKE GROWTH [Month] [Year]

VERY LARGE CHARITIES (301+ shops)	Charity	Total sales	New sales	Total sales of donated goods	Sales of donated goods (exc. gift aid)	Sales of gift aided donated goods	Comments
	A						
	B						
	C						
	D						
	E						
	F						

LARGE CHARITIES (101 -300 shops)	Charity	Total sales	New sales	Total sales of donated goods	Sales of donated goods (exc. gift aid)	Sales of gift aided donated goods	Comments
	G						
	H						
	I						
	J						
	K						
	L						

MEDIUM CHARITIES (21 -100 shops)	Charity	Total sales	New sales	Total sales of donated goods	Sales of donated goods (exc. gift aid)	Sales of gift aided donated goods	Comments
	M						
	N						
	O						
	P						
	Q						
	R						
	S						
	T						
	U						
	V						
	W						
	X						
	Y						
	Z						

## THIS MONTH'S PRESS HEADLINES: RETAIL TRENDS ON THE HIGH STREET

Despite stores' attempts to lure in shoppers with widespread discounting of up to x%, high street sales came to a halt with no growth in January. BDO's monthly High Street Sales Tracker (HSST) for January recorded 0.0% growth in overall year-on-year sales, making it the sixth successive month without growth for Britain's embattled retailers. This compared with charity retailers who saw total sales down by -x%. The HSST analysis received significant coverage in City A.M., Metro, Daily Mail, Daily Mirror and on Sky News.

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This report has been produced in association with the Charity Retail Association (CRA). The CRA is the only membership body in the UK that represents the interests of charity retailers. We have more than 380 members with, between them, over 8500 shops. The CRA produce a separate Quarterly Market Analysis report and specialist reports (e.g. on volunteers, salaries, selling prices, sources of stock, rag prices, etc.); which provide detailed retail benchmarking data for charities of all sizes. Please contact Olaia Alamos Castresana for further details: [olaia@charityretail.org.uk](mailto:olaia@charityretail.org.uk)

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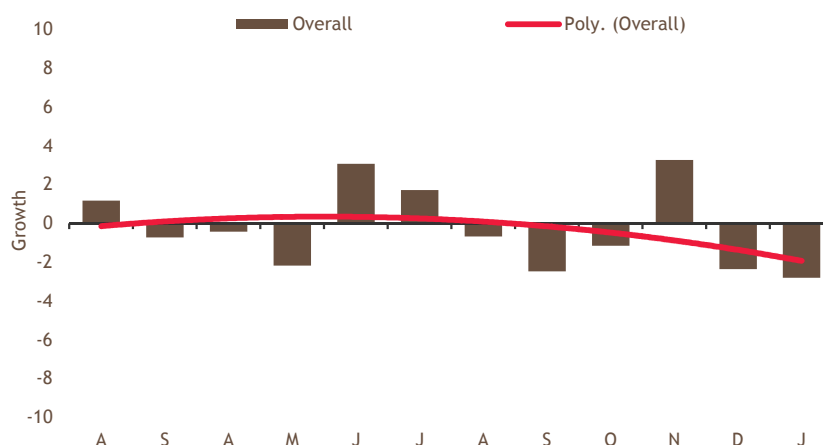
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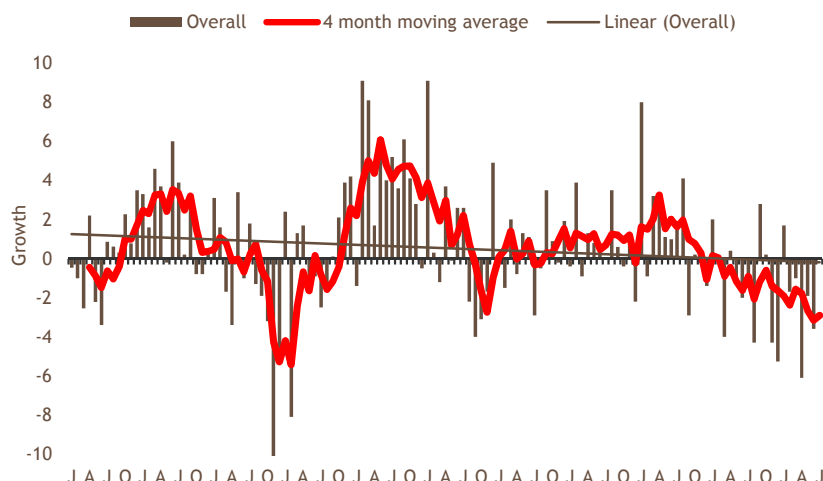
## MONTHLY LIKE-FOR-LIKE RESULTS - LAST SIX MONTHS

LFL Growth	Aug	Sep	Oct	Nov	Dec	Jan
New Sales	+26.74	+19.64	+9.22	+11.59	+16.80	+16.80
Donated Goods (Total)	-6.48	-3.83	-3.35	-2.54	-3.49	-3.94
Exc. Retail Gift Aid	-7.53	-4.42	-4.35	-3.50	-4.45	-4.85
Inc. Retail Gift Aid	-2.53	-1.64	+0.25	+0.97	-0.01	-0.59
<b>Total Sales</b>	<b>-0.68</b>	<b>-2.47</b>	<b>-1.16</b>	<b>3.27</b>	<b>-2.37</b>	<b>-2.81</b>
Population						
Number of retailers/ Individual stores:	26/4,657	26/4,657	26/4,657	26/4,657	26/4,657	26/4,657
- VL	6/3,222	6/3,222	6/3,222	6/3,222	6/3,222	6/3,222
- L	6/910	6/910	6/910	6/910	6/910	6/910
- M	14/525	14/525	14/525	14/525	14/525	14/525

## MONTHLY LIKE-FOR-LIKE RESULTS 2016-2017 (CHARITY RETAILERS)



## MONTHLY LIKE-FOR-LIKE RESULTS 2006-2017 (OVERALL HIGH STREET)



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