Under Served Markets Workshop

Gov’t Office of the NE

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Secretary, NRPF

THE NATIONAL RETAIL PLANNING FORUM

- **The work in setting up NRPF is precisely to create a knowledge base where at least we can retain some memory of what has happened – good and bad**

THE NATIONAL RETAIL PLANNING FORUM

- Comprehensive knowledge base
- Annual update of retail planning bibliography
- Web Links
- The Planners Bookshelf
- Briefing Notes
- Events & News

Retail - A Vital Resource

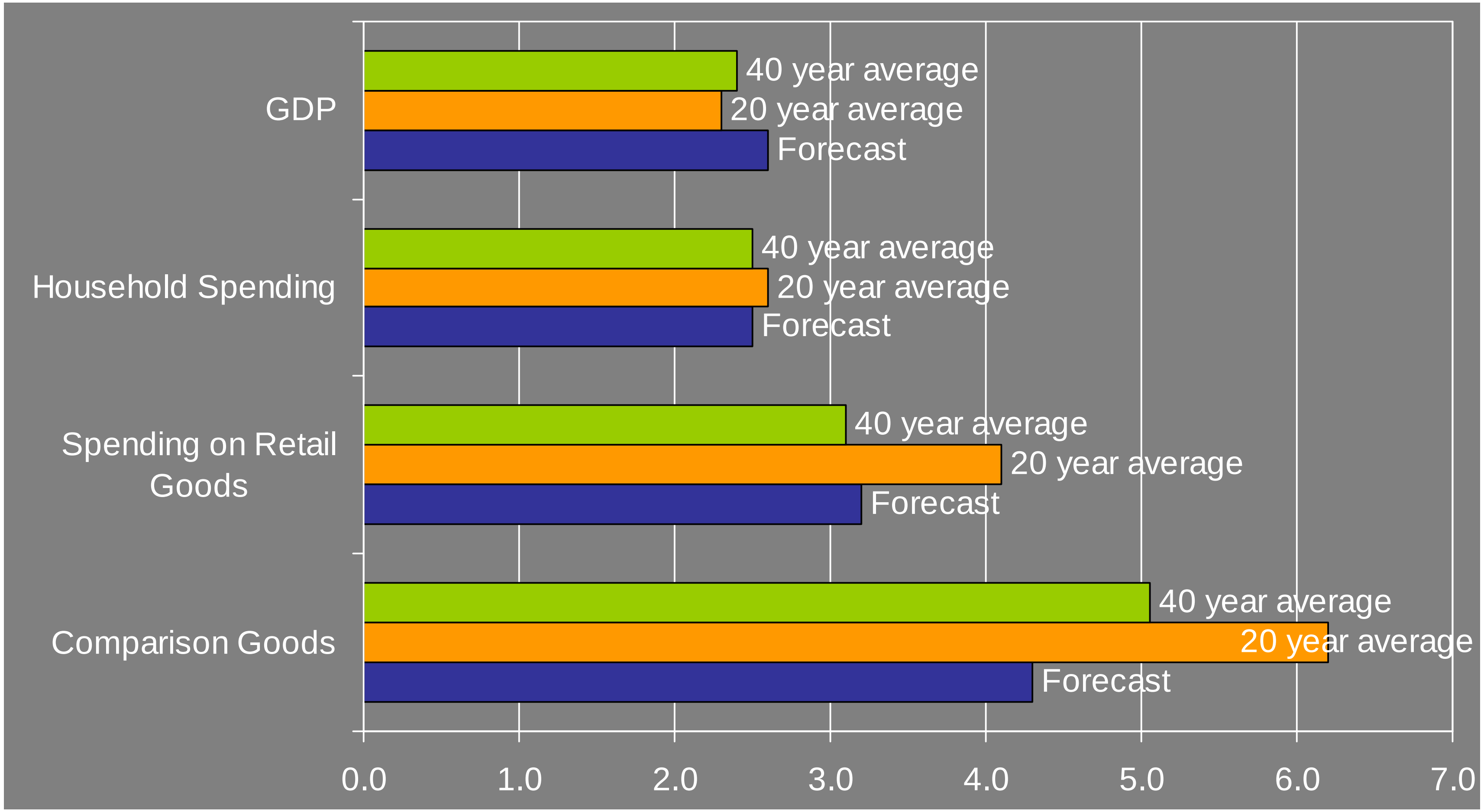
- £238bn sales - 21% of GDP
- 3.5m employees
- 4,600 separate trading locations
- 200 shopping trips per annum
- Harrods / Marks and Spencer / Regent Street
- 65% Pension Fund Property Assets

Markets in the UK

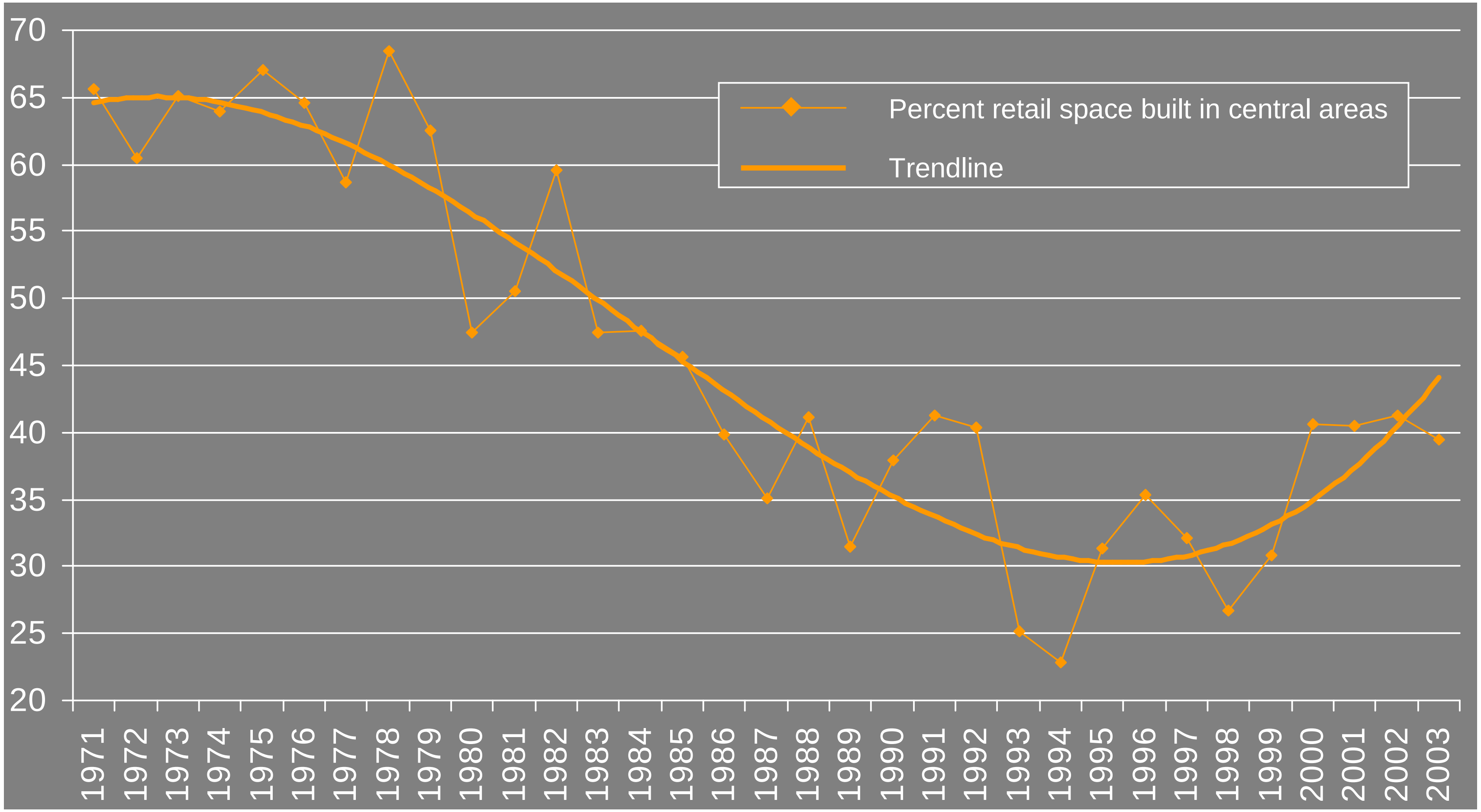
- Over 1100 retail markets in the UK
- 150,000 stalls available every week
- 46,000 market traders
- 96,000 people employed in market industry
- 435 million shopping visits per year
- £1.1 billion spent at markets each year

Nabma survey 2005

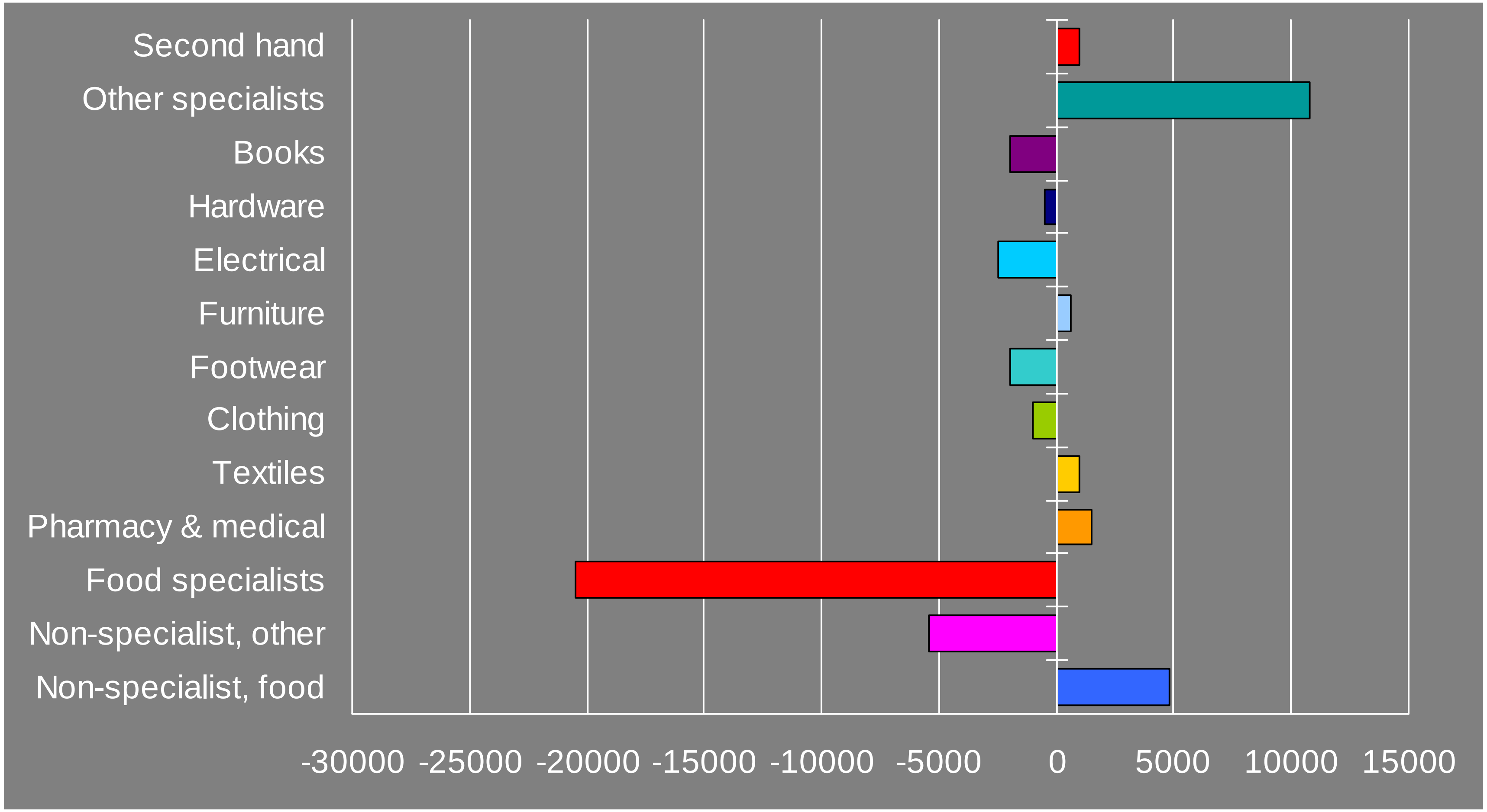
Spending growth 2006 - 2015



Regeneration gains momentum



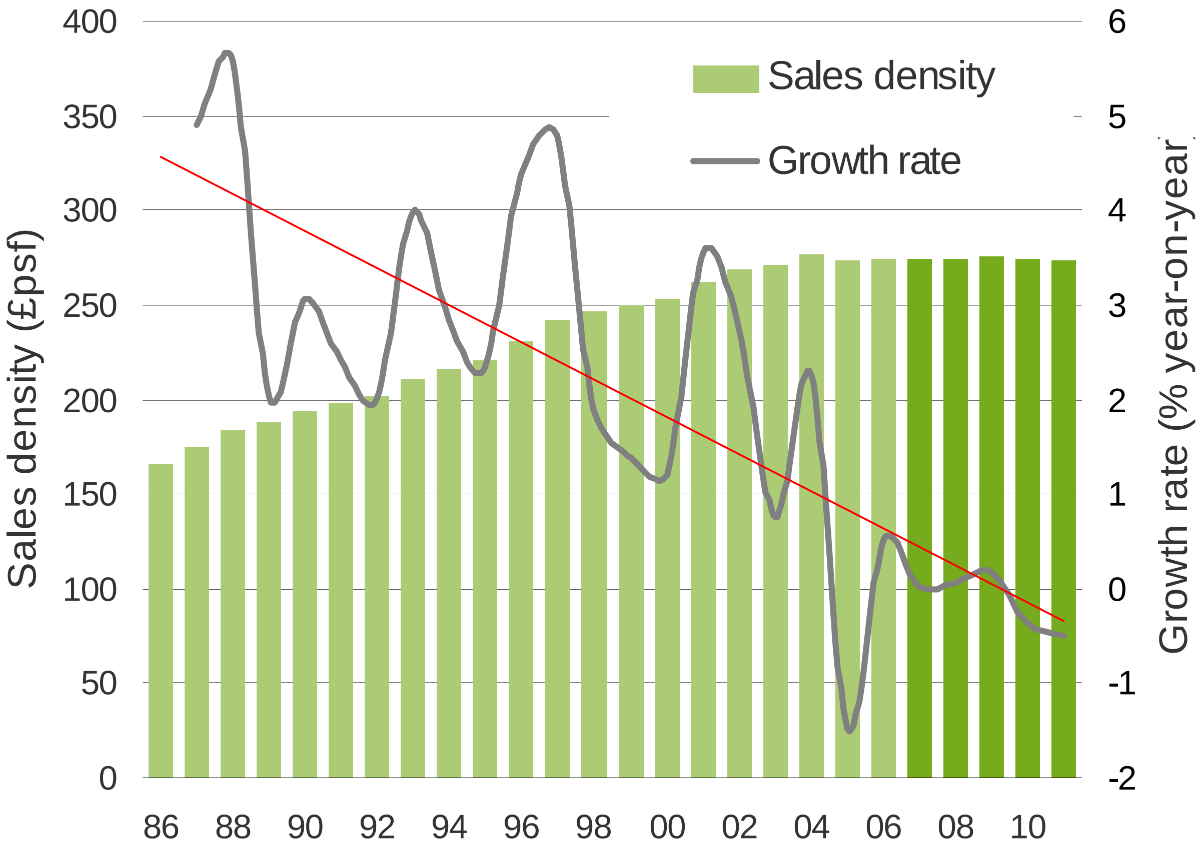
Growth of specialist retailers



: Retailers

Foreign retailers entering the UK

Sales densities under downward pressure



Source: Goodman

Competition is rife

	% of customers shared with other food stores 2007	% of customers shared with other food stores 2002	Five year change (2002 -2007) % points
Tesco	82.3	83.1	-0.8
Sainsbury	86.7	86.6	0.0
Asda	82.6	84.2	-1.6
Morrisons	87.5	90.3	-2.8
Average of big 4	84.3	86.1	-1.3

Source: Verdict

Retailer casualties

Allders
Styling You and Your Home

furnitureland
inspired interiors

Unwins
SERVING YOU SINCE 1843

Littlewoods
even more

FOPP

silverscreen
DVD ENTERTAINMENT

hawkshead

choices uk

You need look no further than
right price tiles

KOOKAÏ
BY THIELE

PowerHouse

qs

·Card Warehouse·

Cardfair

gadgetshop

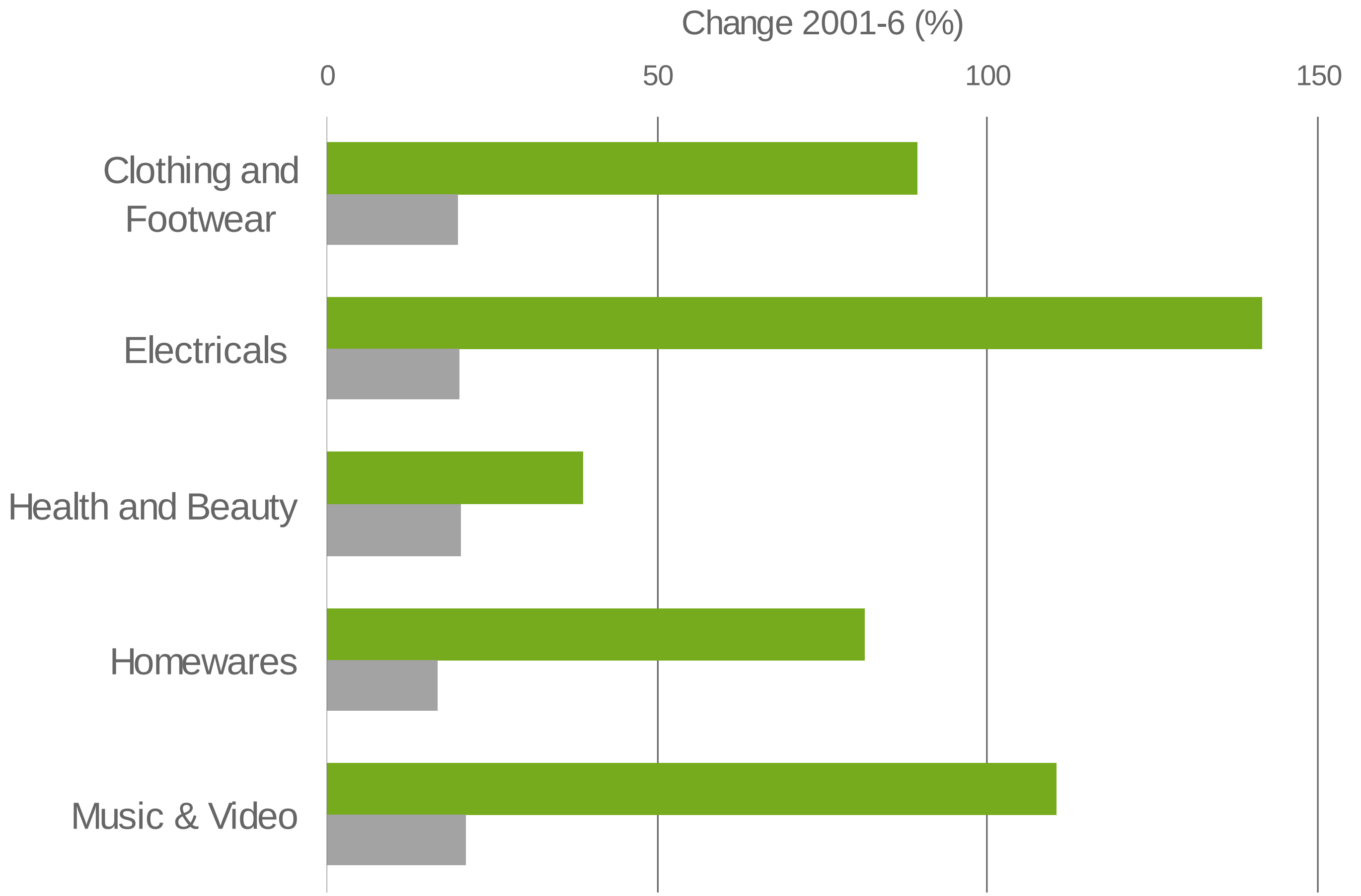
Vacancy rates are accelerating

Source: IPD Monthly Index, Goodman

Lease lengths are shortening

Source: IPD, Goodman

Grocers' non-food sales are still growing strongly



Source:Verdict, Goodman

The rise of the chameleon retailer

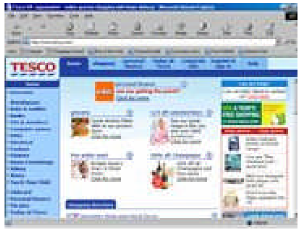
Extra (approx. 60,000 sq. ft. and above)

Superstore (approx. 20,000-50,000 sq. ft.)

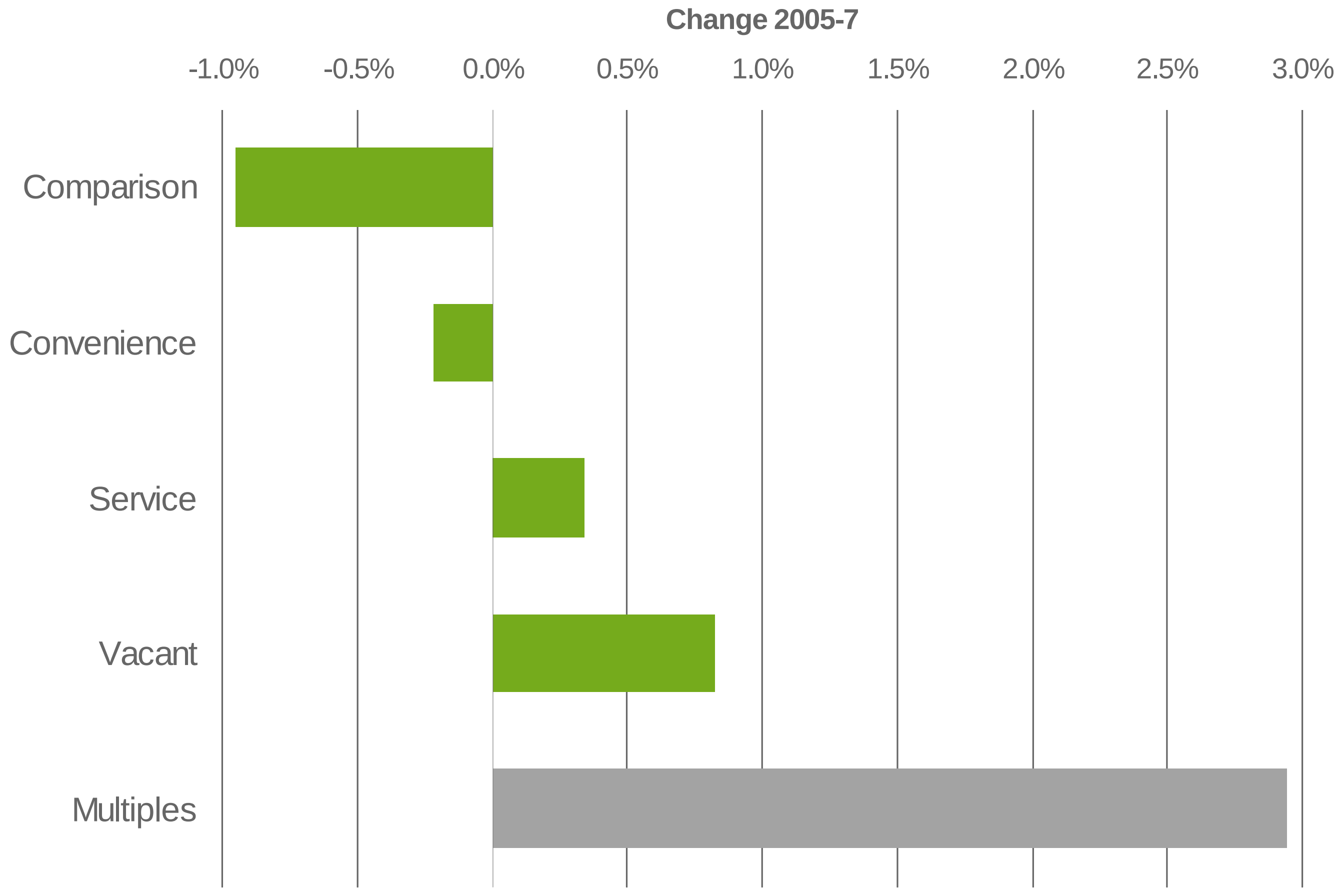
Metro (approx. 7,000-15,000 sq. ft.)

Express (up to 3,000 sq. ft.)

Homeplus (35,000-50,000 sq. ft.)

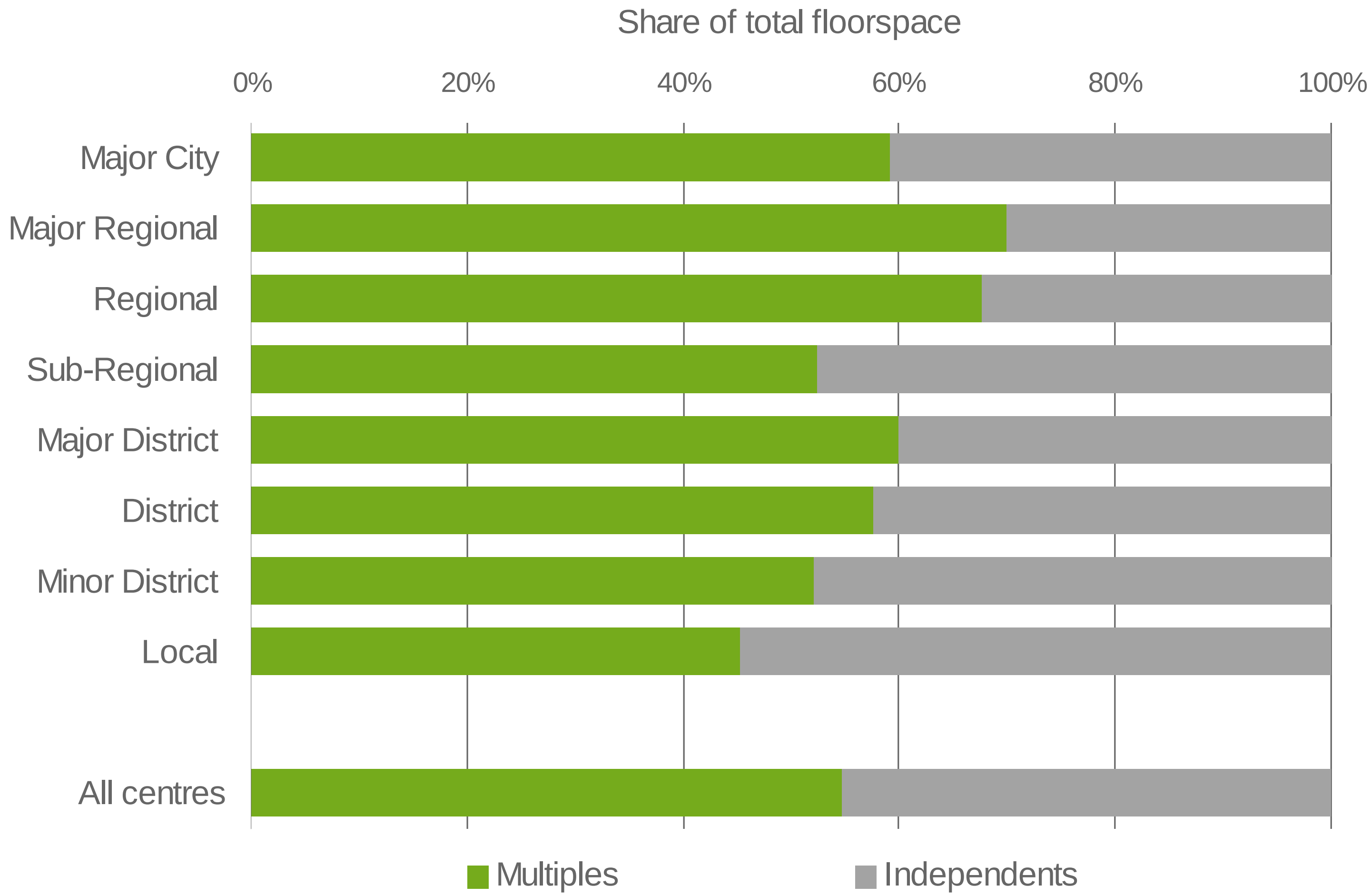


Changes in the retail mix 2005-7: national average



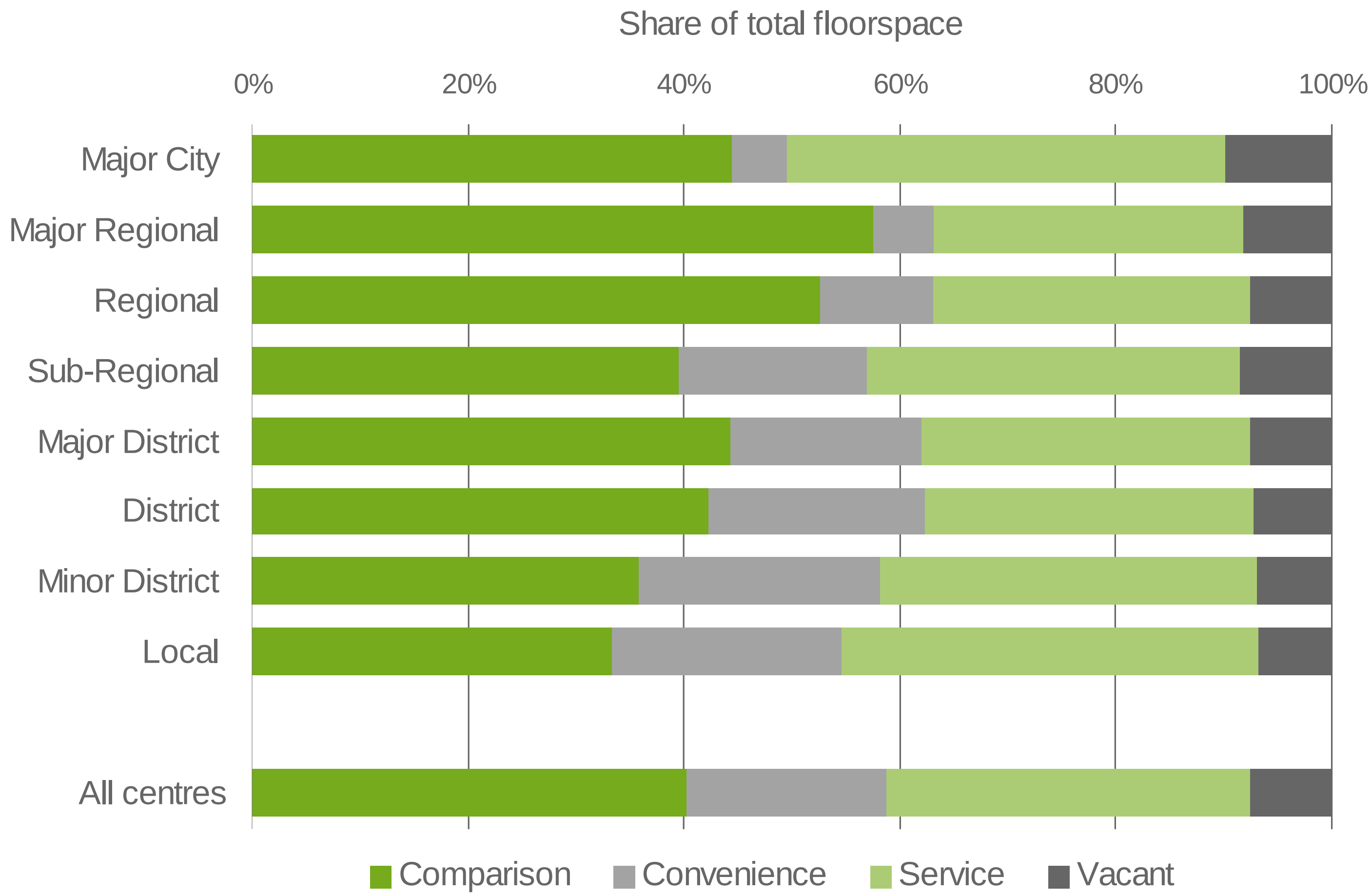
Source: Experian Goad 2007, Goodman
Note: Floorspace change

How dominant are the multiples?



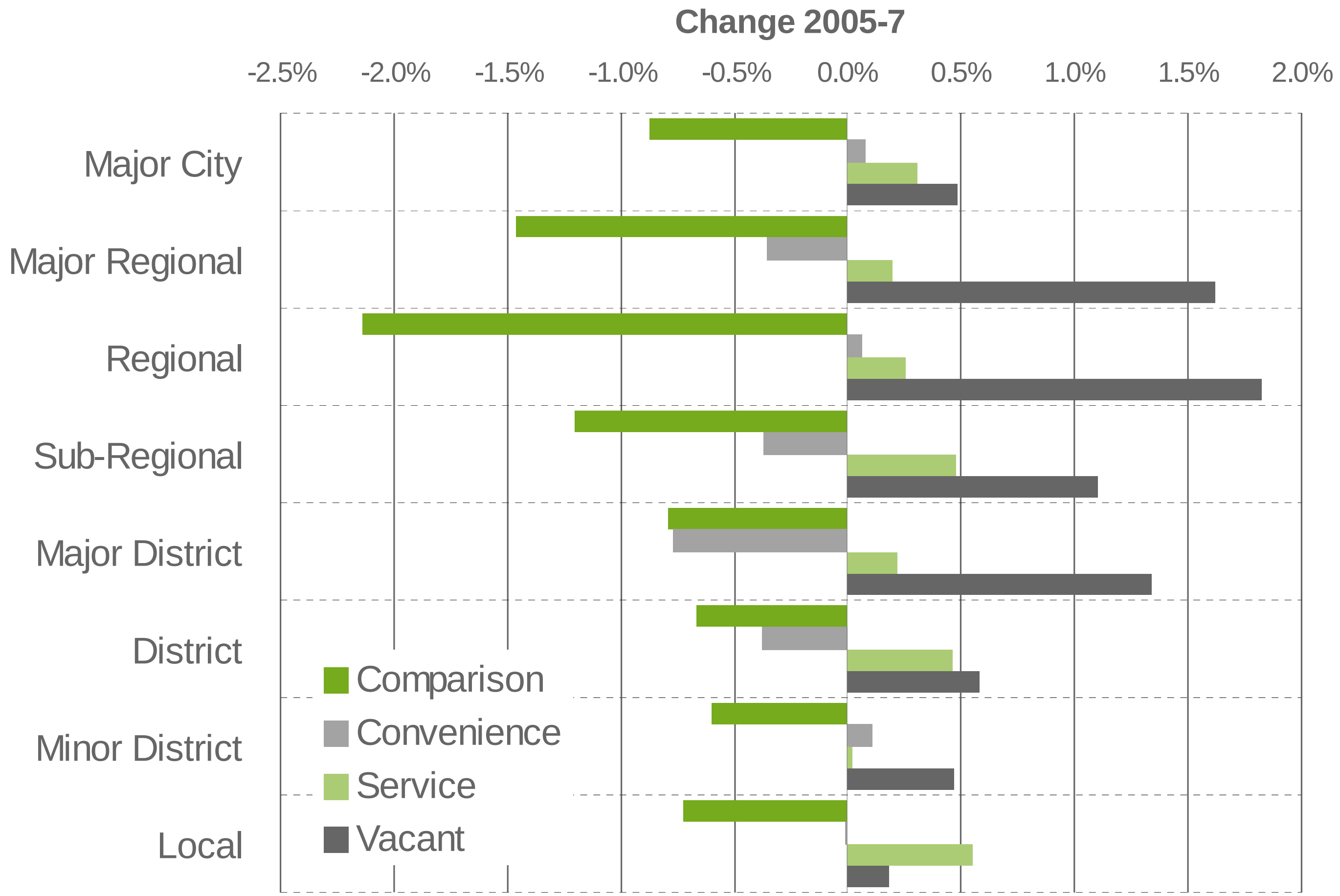
Source: Experian Goad 2007, Goodman

Current retailer mix across the hierarchy



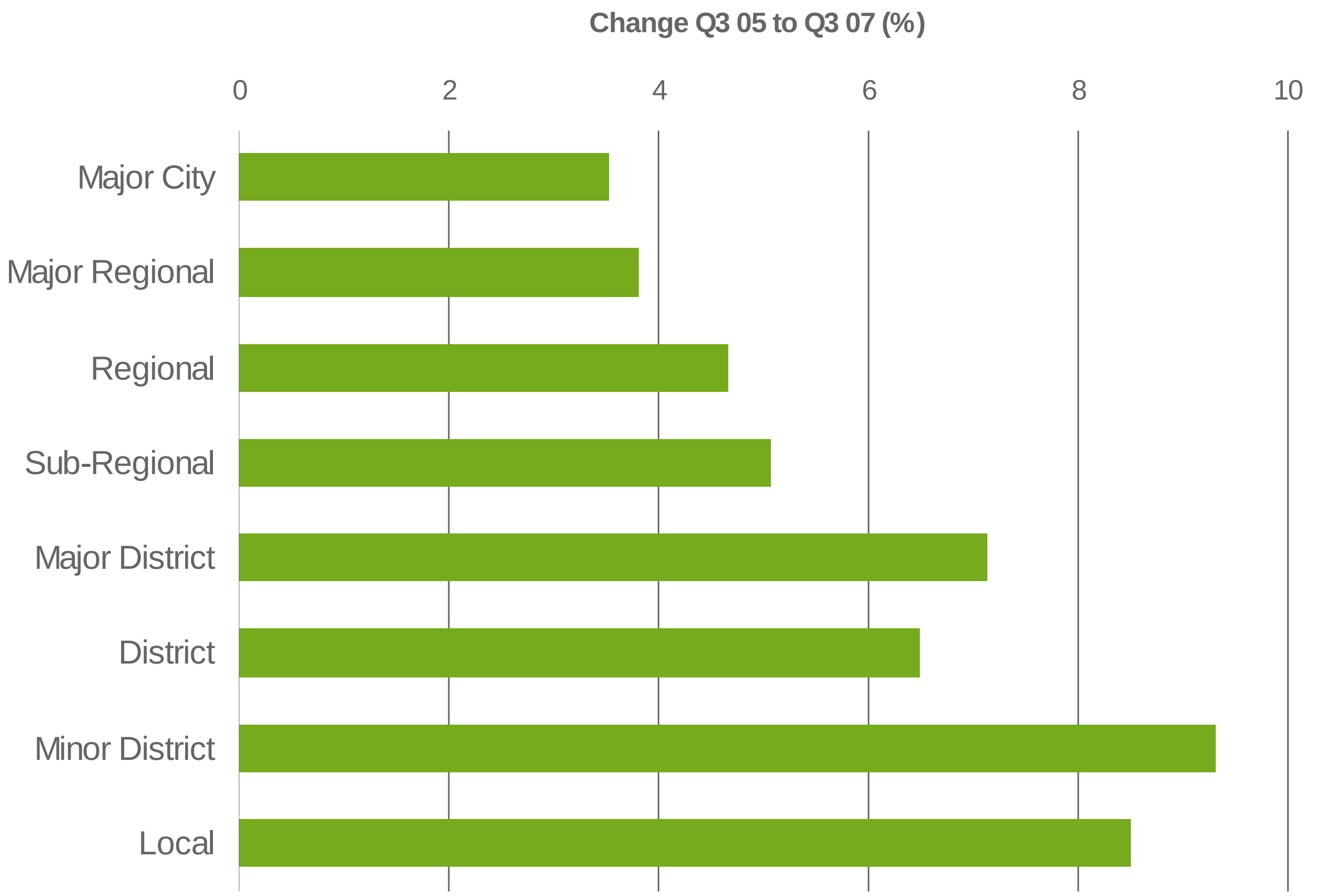
Source: Experian Goad 2007, Goodman

Changes in the mix 2005-7: by status



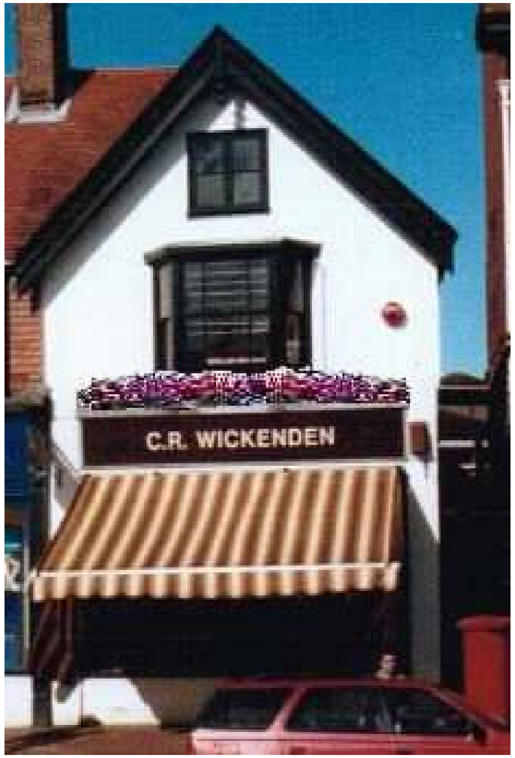
Source: Experian Goad 2007, Goodman

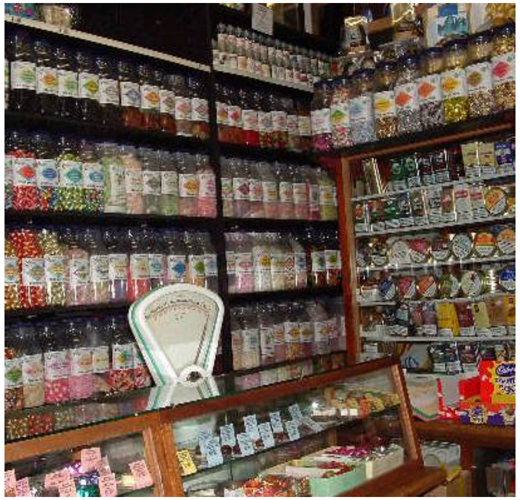
Recent rental growth by town

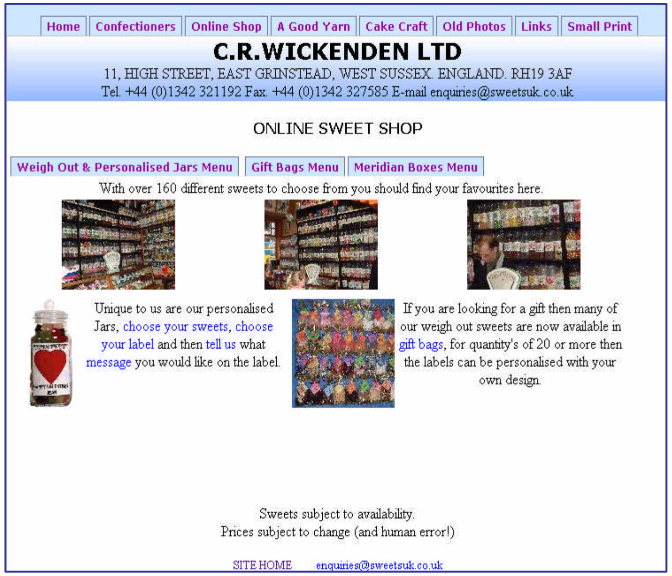


Source: Goodman

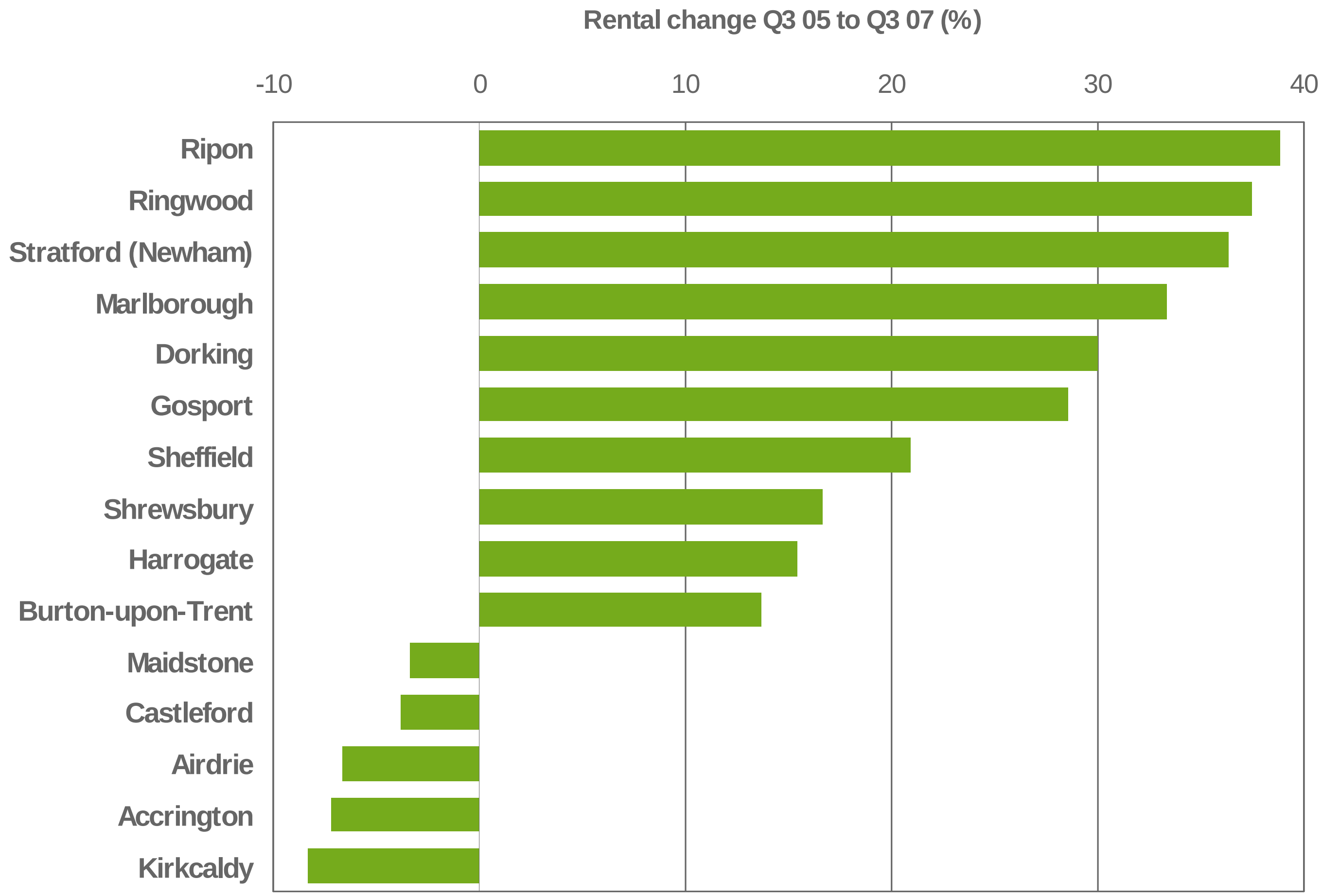
Revival of the independent retailer?





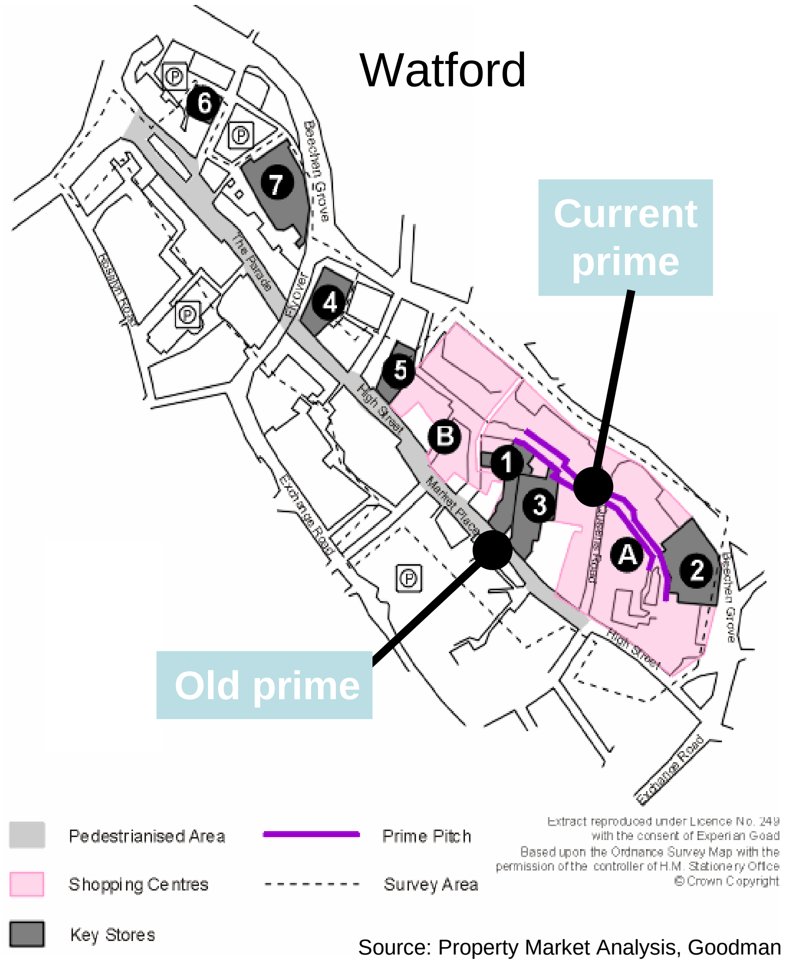


Town centre rental growth: winners and losers



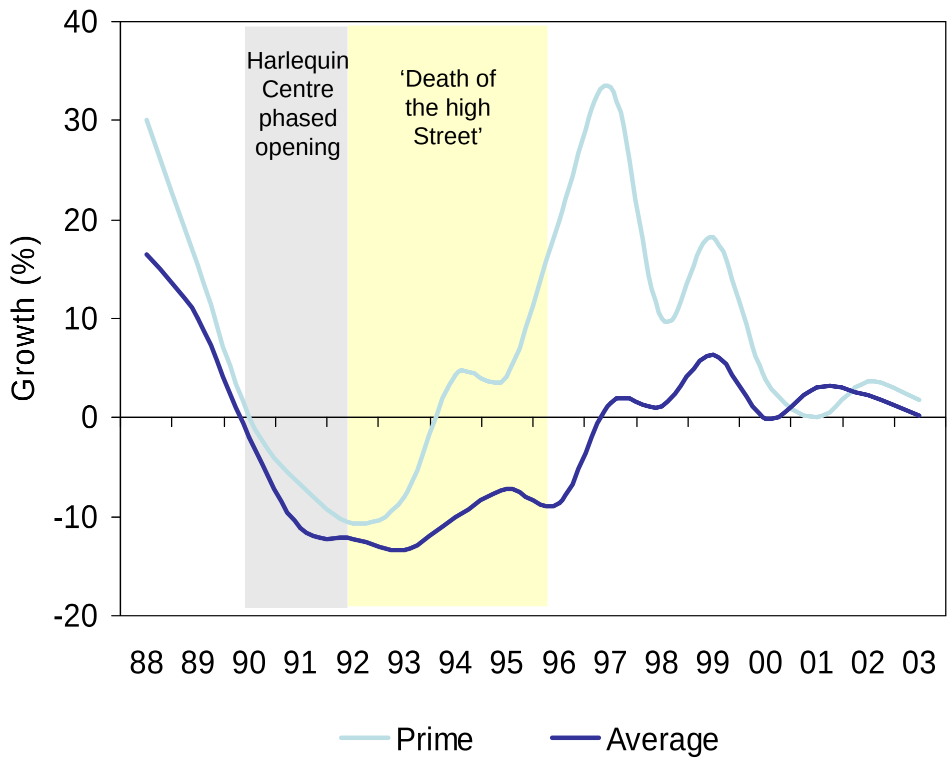
Source: Goodman

What makes for a successful town centre?



Source: Property Market Analysis, Goodman

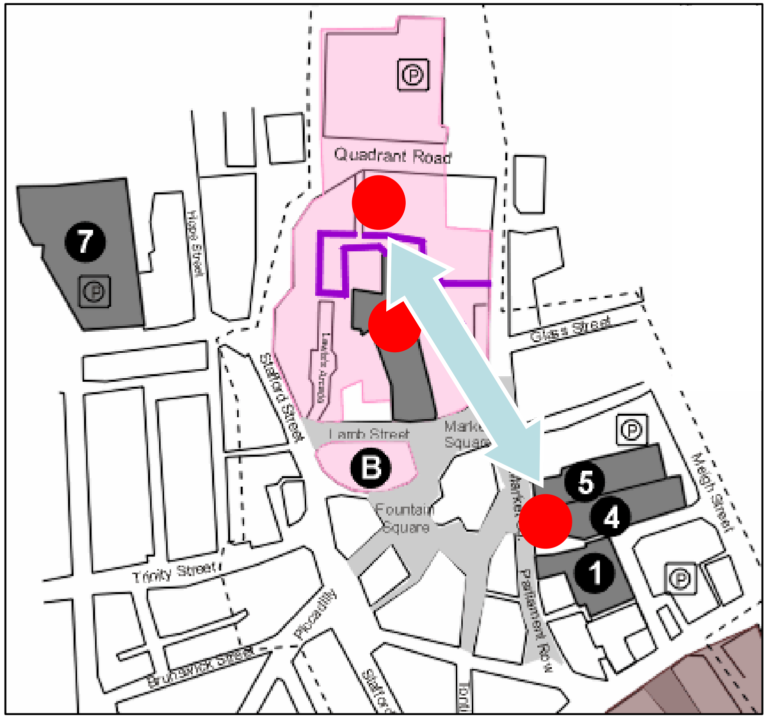
Rental value growth



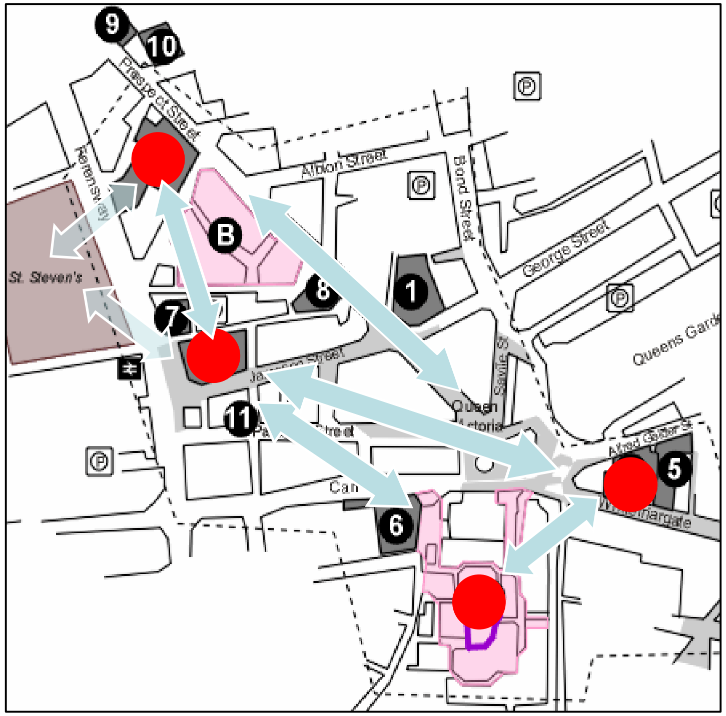
Source: IPD, Goodman

Footfall effects on trading performance

Concentration: Hanley



Dilution: Hull



Key attractors

Pedestrian flows

Source: Property Market Analysis, Goodman

A new agenda for shopping place design

Place-making will be at the forefront of strategies for retail development. But in pursuit of competitive advantage, shopping places will seek to innovate by becoming highly differentiated environments

Future Shopping Places
Building Design Partnership, 2007