

Report Price: £2195.00 | \$2842.31 | €2608.54

The above prices are correct at the time of publication, but are subject to change due to currency fluctuations.



"Vacancy rates at retail parks are at their lowest level in years, as the discounters rapidly snap up space. However, there has been a notable rise in young people shopping at the major centres over the last year, reflecting the shift to inner city living, and we wonder if the discounters will come to regret their rush for out-of-town space." – Alice Goody, Retail Analyst

## This report looks at the following areas:

- From shopping centres to lifestyle destinations
- The rush for out-of-town space
- Simple measures to boost high streets' image

There have been two notable changes in consumer shopping habits since last year: an increase in online shoppers, across all ages but most notably among 16-24s and over-55s; and a rise in young people shopping at the major centres, reflecting the shift to inner city living.

As retailers invest in improving their online proposition, from intelligent search results, to better quality image and video content, as well as faster mobile navigation, there has been a shift in preference towards digital channels, with more consumers expressing a preference for online over physical stores for both browsing and specific purchases.

With online shopping providing consumers with direct access to all their product needs, the role of physical retail locations as a place to inspire and entice has never been more important. There is not only a necessity for an interesting array of retailers and unique products, but also restaurant, bars and venues to tap into the rising spend on leisure and experiences.

## BUY THIS REPORT NOW

VISIT: store.mintel.com

**CALL:** EMEA +44 (0) 20 7606 4533

> Brazil 0800 095 9094

Americas +1 (312) 943 5250

China +86 (21) 6032 7300

<sub>АРАС</sub> +61 (0) 2 8284 8100

EMAIL: reports@mintel.com

**DID YOU KNOW?** 

This report is part of a series of reports, produced to provide you with a more holistic view of this market



Report Price: £2195.00 | \$2842.31 | €2608.54

The above prices are correct at the time of publication, but are subject to change due to currency fluctuations.

## **Table of Contents**

## **Overview** What you need to know Products covered in this Report **Executive Summary** The market Consumer sentiment holds up post-Brexit Spending goes on leisure above retail Shift in living and working situations Growth in online Companies and brands Thai shopping centre opens lifestyle space Digitising the high street The consumer Growth online and in young city shoppers Figure 1: Shopping locations visited/used in the last 6 months, April 2017 One in five travel over two hours to an outlet village Figure 2: Time spent travelling to shopping locations, April 2017 A unique assortment drives location choice Figure 3: Factors that would encourage shoppers to visit one shopping location over another, April 2017 High streets need to shake off outdated image Figure 4: Correspondence Analysis - Words associated with shopping locations, April 2017 High level of inertia when going shopping Figure 5: Attitudes towards shopping, April 2017 Online preferred over in-store Figure 6: Browsing preferences, online vs in-store, April 2017 What we think **Issues and Insights** From shopping centres to lifestyle destinations The facts The implications The rush for out-of-town space The facts The implications

Simple measures to boost high streets' image

The facts

The implications

# BUY THIS REPORT NOW



Report Price: £2195.00 | \$2842.31 | €2608.54

The above prices are correct at the time of publication, but are subject to change due to currency fluctuations.

The Market – What You Need to Know

Consumer sentiment holds up post-Brexit

Spare money goes on leisure

Shift in living and working situations

Growth of discounting

Impact of online

A need to differentiate

## **Market Drivers**

## Consumer sentiment yet to be impacted

## Shop prices on the rise

Figure 7: Shop prices percentage change year on year, April 2016-April 2017

## Spare money goes on leisure

## Available space at retail parks falls to new low

## 55-64s the fastest-growing segment

Figure 8: Projected percentage change in age groups within the UK population, 2011-16 and 2016-21

## A fifth of homes privately rented

Figure 9: Percentage of owner-occupied and rented homes in the UK, 2011-15

## Increase in self-employed workers

Rising business rates burden retailers

## **Shopping Locations in Context**

The retail market by type of retailer Figure 10: Structure of UK retailing (excluding fuel), 2016

Underlying trends

A return to the inner cities

The growth in discounting

Online

Sector by sector

Food retailers

Clothing and footwear retailers

Home retailers

Mixed goods

Health & beauty

Non-store retailers

#### The retail market by location

Figure 11: Retail market structure (inc vat) estimates, 2011/12-2015/16

Figure 12: UK retailing: sales estimates, by main channel, 2015/16

Figure 13: Major store location, sales estimates, by type of retailer, 2011/12-2015/16

Top 10 shopping centres

# BUY THIS REPORT NOW



## Report Price: £2195.00 | \$2842.31 | €2608.54

The above prices are correct at the time of publication, but are subject to change due to currency fluctuations.

Figure 14: Top 10 shopping centres in the UK, 2017

## Top 10 factory outlets

Figure 15: Top 10 factory outlet centres in the UK, 2017

## Top 10 retail parks

Figure 16: Top 10 retail parks in the UK, 2017

## **Online – Segmentation by Product Category**

## Growth accelerated in 2016

Figure 17: Online share of all retail sales, 2007-17

## Pure players account for just above half of all online sales

Figure 18: Online sales, by type of retailer, 2016

## Online sales by product

Figure 19: Online sales by product (inc Vat), 2014-17

Figure 20: Online share of product sales, 2016

Figure 21: Online sales by product category, 2016

## **Innovation and Launch Activity**

'Smart street' to open in London

'Digital high streets' with interactive touchpoints

Thai shopping centre opens relaxation space

Wellness-related pop-up experiences

Rotating pop-up stores freshen the shopping experience and encourage repeat visits

The UK's first full-price and outlet hybrid scheme

Figure 22: Princes Quay CGI, 2016

Hackney Walk hosts workshop series

Transit-oriented shopping destinations

## The Consumer – What You Need to Know

More young people shopping in the city

Increase in online shoppers

Majority drive to shopping locations

Shoppers seek a differentiated product offering

Location holding back outlet village visitor numbers

Equal split between fast and slow shoppers

High level of inertia when going shopping

Both browsing and specific purchases favoured online

## **Shopping Locations Visited**

## City centres attract more young shoppers

Figure 23: Shopping locations visited/used in the last 6 months, April 2017

## Rise in online shopping

Figure 24: Shopping locations visited/used in the last 6 months, by age, April 2017

# BUY THIS REPORT NOW



## Report Price: £2195.00 | \$2842.31 | €2608.54

The above prices are correct at the time of publication, but are subject to change due to currency fluctuations.

### More women visiting retail parks

## Local high streets favoured in the South East

Figure 25: Shopping locations visited/used in the last 6 months, by region, April 2017

### Women shop around more than men

Figure 26: Repertoire of shopping locations visited/used in the last 6 months, by gender, April 2017

## **Travelling to Shopping Locations**

## Mode of transport

## Majority drive to shopping locations

Figure 27: Mode of transport used when visiting shopping locations, April 2017

#### Declining basket sizes at supermarkets

## Time travelled

#### One in five travel over two hours to an outlet village

Figure 28: Time spent travelling to shopping locations, April 2017

#### Factors to Encourage Visits

#### A unique assortment drives location choice

Figure 29: Factors that would encourage shoppers to visit one shopping location over another, April 2017

## Tapping into the night-time economy

#### **Associations with Different Location Types**

#### Shopping malls to evolve into experience-led venues

Figure 30: Correspondence Analysis – Words associated with shopping locations, April 2017

## Opportunity for more nearby outlet villages

Figure 31: Words associated with shopping locations among outlet village visitors, April 2017

## High streets need to shake off outdated image

## Retail parks at risk of becoming indistinguishable

#### Methodology

Figure 32: Words associated with shopping locations, April 2017

## **Behaviours and Preferences When Shopping**

## Catering for the fast and the not so furious

Figure 33: Preference for slow vs speed when shopping, by gender, April 2017

### Shoppers are creatures of habit when it comes to location choice

Figure 34: Attitudes towards shopping, April 2017

## Online wins over in-store for browsing

Figure 35: Browsing preferences, online vs in-store, April 2017

## Bridging the 'digital divide'

Figure 36: Technology preferences when checking product availability or prices in-store, by age, April 2017

## Appendix – Data Sources, Abbreviations and Supporting Information

### Abbreviations

Consumer research methodology

# BUY THIS REPORT NOW



Report Price: £2195.00 | \$2842.31 | €2608.54

The above prices are correct at the time of publication, but are subject to change due to currency fluctuations.

# BUY THIS REPORT NOW