



WILTON VILLAGE
S H O P P I N G

TRADING UPDATE
JULY 2018



2017 HIGHLIGHTS



- Centre sales up 14% Christmas week LFL vs. 2016
- Cotton Traders outstanding new shop fit
- Pavers relocated with a brand new shop fit
- Roleplay World children's play has moved into a larger unit following a busy first year of trading
- Growing high quality dual regional and tourist catchment
- Catchment currently ranked - Top third in CACI's Retail footprint, ranking over 3,600 retail centres *
- 7 out of 11 retailers showing growth some in excess of 12% year to date 2017 vs. 2016
- Courtyard Studios continue to bring a mixed and repeat footfall



EVOLVING TENANT MIX

OVERVIEW

- ✦ **60,000 sq. ft.** of retail space
- ✦ **Free parking** for circa 350 cars
- ✦ Strong and established **home offer**
- ✦ **Home of Wilton Carpets – 350 years of heritage**
- ✦ **Strong catering offer**– Cobbs Market Café and Village Restaurant
- ✦ Strong car and coach based footfall
- ✦ One of Edinburgh Woollen Mills **most successful** mixed Concession/EWM offers.
- ✦ Part of the **Wilton Leisure/Retail Hub** : Wilton Shopping Village, Wilton House and Blue Diamond Garden Centre



CATCHMENT & CENTRE MARKETING

- 🌳 133k residents within 30 minute drivetime, this rises to **2m within 60 minutes**
- 🌳 Wiltshire County strategy requires **42k new homes** by 2026 (base year 2006). 21k homes have been delivered, with 19k still to come
- 🌳 AB residents (higher managerial professionals) are **31%** above UK average
- 🌳 Destination Visit – A recent FSP survey (May 2017) revealed that visitors on average **travelled 48 minutes** to Wilton Shopping Village. Attracting people from as far as Bristol, Chichester and Taunton



**On site Centre
Management and
Marketing team**

Annual Events Schedule -
Craft Fair, Jazz in the
Courtyard, Wilton Fashion
Shows, Wilton Business
Event, Pumpkin Trail, Summer
in the Courtyard, The Wilton
Carnival, Snow Globe and a
number of other seasonal
events.

Full Social Media Programme
Facebook, Twitter and the
Wilton Shopping Village
Website.

Local Newspapers and Radio

TOURISM & TRAFFIC FLOW

TOURISM:

£156 million per annum tourism spend at local heritage tourist attractions

£86 million per annum tourism spend from day trippers

Salisbury Cathedral- **250,000 visitors*** per annum

Stonehenge- **1.4 million visitors**** per annum

*<http://www.salisburycathedral.org.uk/visit>

**<http://www.alva.org.uk/details.cfm?p=423>

***(<http://www.dft.gov.uk/traffic-counts/area.php?region=South+West&la=Wiltshire>)

TRAFFIC:

The A36/ A30 Junction at Wilton experiences - **10 million movements per year and 30,000 traffic movement per day*****

New train station proposed for Wilton for 2020 with services from Southampton, Bristol, Swindon and more.

VACANT UNITS & QUOTING TERMS



Vacant Units

Unit 14 – 1,825 sq.ft.

Unit 15 – 1,825 sq.ft.

Quoting Terms:

- ✿ **Rent:** The higher of £ 15 sq.ft or 10% of turnover
- ✿ **Current Service Charge:** Currently £4.50 per sq.ft
- ✿ **Current Promotion Charge:** 1% of Turnover
- ✿ **Rates:** Payable by tenant

Asset Management:

- ✿ Units can be made available through Landlord asset management initiatives

This plan is indicative only.

LEASING ENQUIRIES

FOR FURTHER INFORMATION PLEASE CONTACT:

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