# WILTON VILLAGE S H O P P I N G TRADING UPDATE JULY 2018

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- 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 <u>Top third in CACI's</u> <u>Retail footprint</u>, 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





# 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 to2m 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

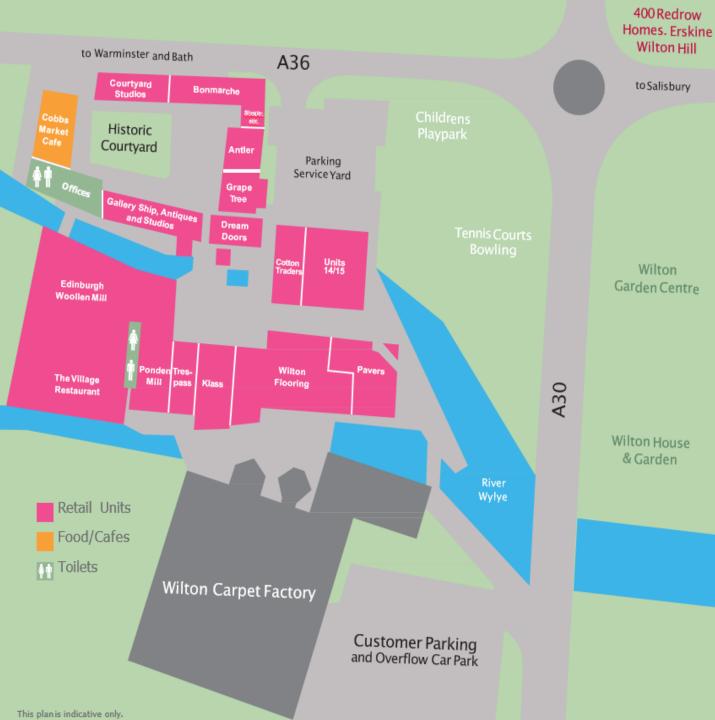
Stonehenge- **1.4 million visitors**\*\* per annum

\*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 PromotionCharge: 1% of Turnover
- Rates: Payable by tenant

#### **Asset Management:**

 Units can be made available through Landlord asset management initiatives

## LEASING ENQUIRIES FOR FURTHER INFORMATION PLEASE

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