The Definitive Guide to Retail & Leisure Parks 2017

Executive Summary
Edited by Trevor Wood

Trevor Wood Associates
1987 30 YEARS 2017

Introduction

This year we celebrate our thirtieth anniversary - many of our staff were not even born when we were first established! I am pleased to say this year's review has been written entirely by my colleagues Liz, Sarah and Julie with limited input from me. I would, once again, like to thank every one who has written or passed their comments to us.

It is pleasing to hear that our reviews are warmly welcomed, indispensable and widely quoted. My colleagues at **Trevor Wood Associates** have reviewed even more schemes and extended many analyses so this year's review is 10 pages larger. Following discussions with over one hundred of our database clients and subscribers, all time series have been extended to cover either five or ten years.

A considerable amount of informed comment in the review is, as always supplied by owners, managers, tenants and agents or derived from our own desk research. We would like to thank the hundreds of people within the industry who continue to help us make our reviews as useful as possible.

These people kindly responded to letters, emails, questionnaires and telephone calls. Your invaluable help continues to make our reviews unique and as useful as possible to everyone in the industry. We would also like to thank our ever growing band of database clients. More than one hundred clients regularly pass on updated market information throughout the year to **Trevor Wood Associates** - this makes our task that much easier!

Now this review has been "put to bed", we will soon begin the detailed task of analysing the latest market data to publish an updated shopping centre hierarchy for our companion review, **Going Shopping 2018 - The Definitive Guide to Shopping Centres**, which you may find of interest. Further details can be found on our website or you may wish to contact us for details!

The Definitive Guide to Retail & Leisure Parks 2017 contains 372 pages of information and copies of the full review are available for £595 from the address overleaf. The report contains reviews and detailed listings not only of those schemes currently trading but also those proposed to open by 2023.

Detailed listings for each scheme include location, scheme name, GIA, tenants, scheme type, nearby foodstores, other nearby developments, planning permission, owners / investment managers and letting agents. For proposed schemes we also show planning status, developer and year open. Recent lettings are detailed together with recent investment transactions, current and proposed developments together with numerous league tables and photographs.

I sincerely hope you find the information contained within this review of practical use and interest. My colleagues at **Trevor Wood Associates** and I welcome any comments you may have that could help to make the 2018 review even better and we look forward to receiving periodic updates regarding any changes that may take place.

Trevor Wood
Senior Partner
Trevor Wood Associates

Established Schemes

Our research identified 1,614 established schemes, that is to say they are trading or in the course of construction. These include 101 Leisure Parks, 126 Leisure schemes, **901 Retail Parks**, 114 Shopping Parks, 37 Retail and Leisure Parks and 303 Retail Warehousing developments.
The regional location of the established schemes is as follows: -

Scheme Type	EA	EM	N	NI	NW	SC	SE	SW	WA	WM	YH	UK
Leisure Park	4	9	7	4	13	9	27	9	4	7	8	101
Leisure scheme	8	12	5	5	13	6	37	10	9	11	10	126
Retail and Leisure Park			1	1	10	2	9	4	4	2	4	37
Retail Park	37	66	51	40	88	90	222	79	60	75	93	901
Retail Warehousing development	8	14	16	9	44	19	98	25	13	29	28	303
Shopping and Leisure Centre					3	2	17	3	1	3	3	32
Shopping Park	4	7	7	6	13	5	30	8	9	18	7	114
Total	**61**	**108**	**87**	**65**	**184**	**133**	**440**	**138**	**100**	**145**	**153**	**1,614**

Top 10 Retail Parks For a listing of the top 100 please see the full review

Rank	Scheme	Location	GIA Sq. Ft.	Year Open	Region
1	Middlebrook Retail & Leisure Park	Bolton - Horwich	646,661	1998	North West
2	Castlepoint	Bournemouth - Charminster	645,000	2003	South West
3	Clifton Moor Centre (Phases 1 - 4)	York - Clifton Moor	622,363	1988	Yorkshire & Humberside
4	Fort Kinnaird	Edinburgh - Newcraighall	600,000	1989	Scotland
5	Parkgate Shopping	Rotherham	568,985	1987	Yorkshire & Humberside
6	The Brewery	Romford	531,514	2001	South East
7	Glasgow Fort	Glasgow - Easterhouse	520,953	2004	Scotland
8	New Mersey	Liverpool - Speke	483,268	1985	North West
9	Teesside	Stockton-on-Tees - Thornaby	437,450	1991	North
10	Giltbrook	Nottingham - Eastwood	430,464	2000	East Midlands

Top 10 Retail Warehouse Clusters For a listing of the top 100 please see the full review

Rank	Cluster Name	Location	GIA Sq. Ft.	Region
1	Westwood Road	Broadstairs	1,120,538	South East
2	Lakeside	Grays - Thurrock	1,059,958	South East
3	Newcraighall	Edinburgh - Newcraighall	1,041,467	Scotland
4	Cribbs Causeway	Bristol - Cribbs Causeway	975,133	South West
5	Braehead	Renfrew - Braehead	946,112	Scotland
6	Tritton Road	Lincoln - Tritton Road	928,304	East Midlands
7	Monks Cross	York - Huntington	922,219	Yorkshire & Humberside
8	WestQuay	Southampton	875,077	South East
9	Sealand Road	Chester - Sealand Road	824,374	North West
10	Thornaby Way	Stockton-on-Tees - Thornaby	817,236	North

Top 5 Leisure Schemes For a listing of the top 50 please see the full review

Rank	Scheme	Location	GIA Sq. Ft.	Year Open	Region
1	The O2 Entertainment District	London - Greenwich	600,000	2007	South East
2	Union Square	Aberdeen	550,000	2009	Scotland
3	New Waverley	Edinburgh	490,000	2016	Scotland
4	Westwood Cross	Broadstairs	475,000	2005	South East
5	Swan Centre	Eastleigh	445,000	1989	South East

Leisure Facilities

34 Retail Parks have Cinemas, there are 14 Bowling Alleys and 136 Health & Fitness Centres.

22 Shopping and Leisure Centres incorporate Cinemas and 9 include Bowling Alleys while 24 have Health & Fitness Centres.

88 Leisure Parks incorporate Cinemas, 49 include a Bowling Alley or Family Entertainment Centre and 48 have Health & Fitness Centres.

68 Leisure Schemes have Cinemas, there are 20 Bowling Alleys and 70 Health & Fitness Centres.

Night-clubs can be found on 33 schemes and 96 schemes incorporate a Hotel, while 4 include theatres.

Top 5 Shopping Parks For a listing of the top 20 and the top 20 Retail & Leisure Parks please see the full review

Rank	Scheme	Location	GIA Sq. Ft.	Year Open	Region
1	Castlepoint	Bournemouth - Charminster	645,000	2003	South West
2	Fort Kinnaird	Edinburgh - Newcraighall	600,000	1989	Scotland
3	Glasgow Fort	Glasgow - Easterhouse	520,953	2004	Scotland
4	New Mersey	Liverpool - Speke	483,268	1985	North West
5	Teesside (Phases 1 & 2)	Stockton-on-Tees - Thornaby	437,450	1991	North

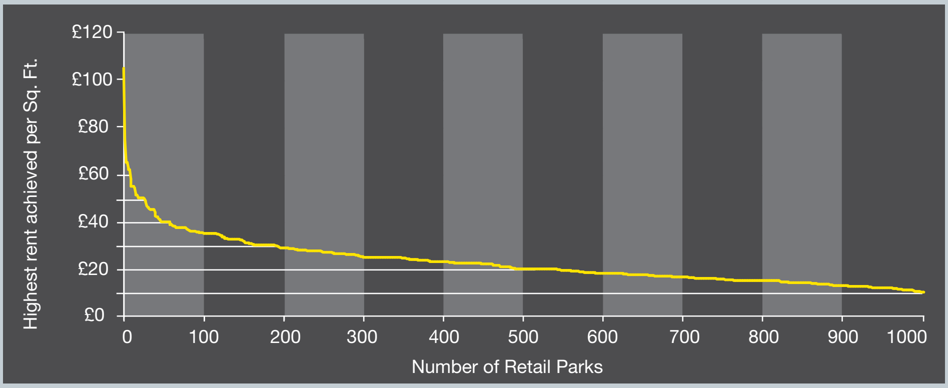
Peak Rents for Retail Parks For a detailed breakdown since 2007 please see the full review

Reflecting recent market conditions, there have only been minor changes in the spread of rents across the rental bands during 2016.

Leisure Park peak rents ranged from £12.00 per sq. ft. to £44.00. Most Retail Warehousing developments recorded rents below £15.00, with rents ranging from £4.00 to £52.00 per sq. ft.

Highest rent achieved Range (per Sq. Ft.)	2016 %	2015 %
Over £35.00	11	11
£30.00 - £34.99	7	7
£25.00 - £29.99	15	13
£22.50 - £24.99	9	9
£20.00 - £22.49	10	10
£15.00 - £19.99	26	26
£10.00 - £14.99	19	21
£5.00 - £9.99	3	3

There continues to be a wide variation in historic peak rents achieved on Retail Parks from £8.00 per sq. ft. to £105.00 with the majority of parks recording peak rents below £22.50. 11% of Retail Parks have peak rents above £35.00 per sq. ft. - an increase for the first time in five years following eight rental increases in the top one hundred. You should note that 25% of the historic peak headline rents were set by occupiers who subsequently went into administration or entered into a CVA with some still trading today whilst others, such as Paul Simon, have gone forever.



Top 10 Retail Park Rents For a listing of the top 100 since 2012 please see the full review

Rank 2016	Rank 2015	Highest Rent per Sq. Ft.	Scheme	Location	GIA Sq. Ft.
1	1	£105.00	Fosse Shopping Park	Leicester - Narborough Road	416,536
2	2	£75.00	Brookfield Shopping Park	Cheshunt	93,081
3	8	£66.00	Brent South Shopping Park	London - Hendon	94,417
4=	3=	£65.00	Birstall Shopping Park	Leeds - Birstall	207,808
4=	3=	£65.00	Colney Fields Shopping Park	St Albans - London Colney	58,212
6	5	£62.50	Castlepoint	Bournemouth - Charminster	645,000
7	6	£62.00	Fforest-fach Parc	Swansea - Fforest-fach	134,808
8	7	£61.98	The Fort Shopping Park	Birmingham	324,504
9	9	£57.90	Teesside	Stockton-on-Tees - Thornaby	377,472
10=	10=	£55.00	Fort Kinnaird	Edinburgh - Newcraighall	600,000
10=	10=	£55.00	Glasgow Fort	Glasgow - Easterhouse	520,953
10=	10=	£55.00	Ladymead Retail Park	Guildford	128,000
10=	10=	£55.00	New Mersey	Liverpool - Speke	483,268

Top 5 Letting Agents - Retail Warehousing For a listing of the top 40 since 2012 please see the full review

Rank 2016	Rank 2015		Letting Agent	Area 2016 - Million Sq. Ft.	2016 Instructions
1	1	–	Wilkinson Williams	21.50	162
2	3	▲	Savills	20.97	188
3	2	▼	Morgan Williams	20.58	169
4	4	–	Curson Sowerby Partners	18.51	189
5	5	–	Cushman & Wakefield	14.27	107

For the seventh year in a row, we ranked Wilkinson Williams as the leading retail warehousing letting agent with instructions totalling over twenty one million sq. ft.

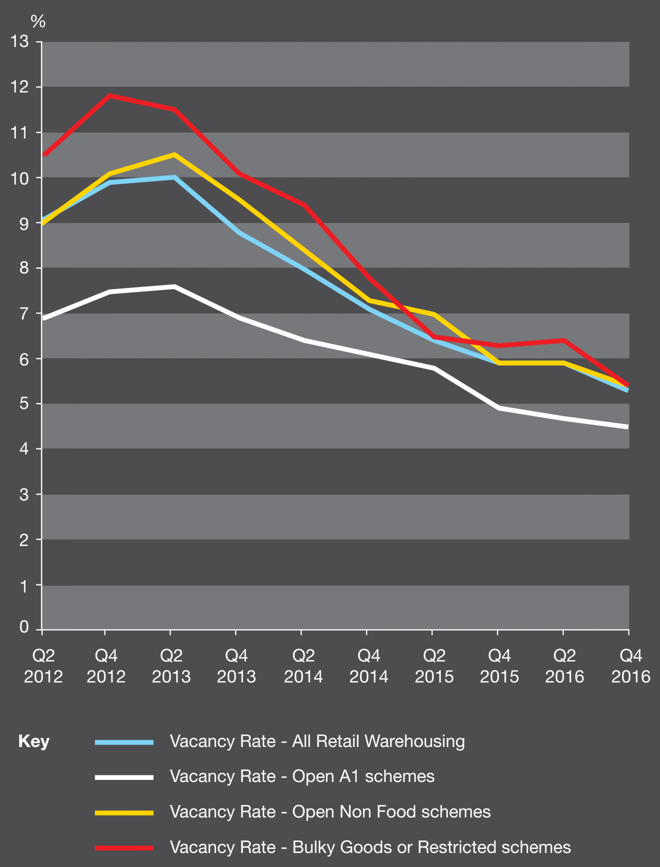
Twenty six agents had instructions in excess of one million sq. ft. - two less than last year, and thirty eight agents had in excess of half a million sq. ft. floorspace, one less than in 2015. Three of the top five agents in Northern Ireland and Scotland do not feature in the national top ten, nor do one of the top five in North or Wales.

Vacant or Available space

For a more detailed analysis since 2007 including a regional breakdown, please see the full review

During the past year, "Second-hand" supply has, once again, fuelled the growth of a number of expanding retailers. With most new development restricted to extensions to existing schemes, **a significant amount of vacant space has again been occupied** by a number of retailers over the past year. Since the recent peak of 10.0% in the middle of 2013, the vacancy rate has reduced sharply. Since the beginning of 2016, tenants like Bhs and Netto were put into administration or entered into a CVA. With disposals, relocations and downsizing by others such as B & Q, Homebase and Currys / PC World, the combined impact potentially increased the amount available at the end of 2016 by over one million sq. ft. of floorspace. This was much lower than 2015 and is seen as a positive market indicator. Even better news is that, during 2016, over five million sq. ft. of floorspace was taken by retail park tenants, only slightly lower than that opened in 2015.

Retail Warehousing Vacancy rate 2012- 2016
By broad planning consent



The ten fastest growing retail park tenants **occupied almost 2.0 million sq. ft. of retail warehousing floorspace during the past twelve months**. Coincidentally, they occupied a similar amount of floorspace in each of the previous two years. This helped to significantly reduce vacancy levels and **the retail warehousing vacancy rate** (including both free-standing units and parks) **fell to 5.3%**. The rate is lower than at any time since our analyses began in end-2002.

As before, there are significant differences when looking at vacancy by planning consent but the gaps have narrowed this year. Much recent take up has been by Comparison Goods retailers predominantly interested in good quality Open A1 Non Food units or variety retailers looking for good value bulky goods units. **At the end of 2016 we calculated the Open A1 vacancy rate as 4.5%**, compared to 4.9% in 2015 with Open Non Food units falling to 5.4% from 5.9% and other units falling from 6.3% to 5.4% in 2016.

We look at the Retail Parks and warehouses market from a different perspective. **Trevor Wood Associates** have the most comprehensive retail warehousing database in the United Kingdom, with detailed information for every one of the 16,400 retail warehouse units. What we are uniquely able to focus on is the hidden supply of "Second-hand" space and the take up of these units.

Many retailers that may be considered as "discount" or "budget" retailers were highlighted as increasing their presence in our other review **"Going Shopping 2017 – The Definitive Guide to Shopping Centres"** and a number of these retailers have increased their presence in not only the leading shopping centres but also on retail parks.

Our research shows that the total retail warehouse market grew marginally to 187.34 million sq. ft. in 2016 from 184.50 million sq. ft. in 2015. The proportion taken by Comparison Goods retailers (excluding DIY) once again rose to an all time high of 56.9% in 2016 compared to 56.3% in 2015.

Within the total market we found that floorspace on Retail Parks grew to 118.28 million sq. ft. in 2016 from 116.00 million sq. ft. in 2015. Excluding DIY retailers, the share of Retail Parks' floorspace in 2016 occupied by Comparison Goods retailers fell slightly to 61.4% - from an all time high of 61.6% in 2015.

As we went to press, 99p Stores and others announced store closures but we are of the opinion that vacancy rates may well fall again by the end of 2017.

Top 5 Managing Agents - Retail Warehousing

For a listing of the top 20 since 2012 please see the full review

Rank 2016	Rank 2015		Managing Agent	Area 2016 - Million Sq. Ft.	2016 Instructions
1	1	–	Savills	23.74	238
2	3	▲	JLL	19.02	195
3	2	▼	Workman	18.26	220
4	4	–	CBRE	12.71	151
5	16	▲	Broadgate Estates	8.46	50

For the eighth year, Savills maintain their position as the leading retail warehousing managing agent while JLL regained second position and Workman slipped down to third.

Sixteen agents had instructions in excess of one million sq. ft. and twenty one had in excess of half a million sq. ft. while two leading agents in Northern Ireland do not feature in the national top ten, nor does one of the top five in the North West.

Development Pipeline

113 schemes thought likely to proceed before the end of 2023, including 1 Leisure Park, 16 Leisure Schemes, 10 Shopping Parks and 63 Retail Parks.
11 proposed Retail and Leisure Parks, 6 Retail Warehousing developments and 6 Shopping and Leisure Centres are also featured within the review.

Top 5 Investment Managers - Retail Parks

For a listing of the top 20 since 2007 please see the full review

For the twelth consecutive year, British Land are the leading investment manager of Retail Parks in the UK and Aviva Investors return to the top five after a three year absence while there is also a new entry in the top ten this year.

Sixteen investment managers covered more than 2 million sq. ft. while **twenty eight investment managers cover more than 1 million sq. ft. of retail parks**. In Northern Ireland and the North West only one of the top five managers feature in the national top twenty while one each in East Anglia, the North and Wales do not feature in the national top twenty.

Rank 2016	Rank 2015		Owner / Investment Manager	Total Area Retail Parks (Million Sq. Ft.) 2016	2015
1	1	-	British Land	6.90	7.41
2	2	-	Standard Life Investments	5.62	6.42
3	3	-	Aberdeen Asset Management	4.87	5.38
4	4	-	M & G Real Estate	4.87	5.03
5	6	▲	Aviva Investors	4.23	4.14

Top 5 Direct Property Owners - Retail Parks

For a listing of the top 20 please see the full review

Rank 2016	Rank 2015		Direct Property Owner	Area 2016 - Million Sq. Ft	Area 2015 - Million Sq. Ft
1	1	-	British Land	5.31	5.31
2	2	-	Hammerson	4.07	4.40
3	3	-	The Crown Estate	2.70	2.76
4	6	▲	Henderson UK Retail Warehouse Fund	2.51	2.16
5	5	-	Prudential Life Fund	2.30	2.36

We updated our analysis of direct property ownership by funds or property companies, with a number of changes during the past year.

Most investment managers will not feature but the funds they manage will. Similarly, many property companies who part own and manage Retail Parks on behalf of minority investors will see floorspace reduced to show direct ownership.

Top 5 Investment Managers - Retail Warehousing

For a listing of the top 20 since 2007 please see the full review

Widening the analysis to include free-standing retail warehouse units, such as B & Q and IKEA often changes the picture. For the twelth year, British Land lead with 8.5 million square feet under active management while there are two new entries in the top twenty for the second year running.

The top ten now look after 31.5% of the overall 187.34 million sq. ft. of retail warehousing floorspace and the top twenty look after 47.8%. Four of the top five in North West and three in Northern Ireland do not feature in the national top twenty, nor do one of the leaders in East Anglia or Wales.

Rank 2016	Rank 2015		Owner / Investment Manager	Total Area Retail Warehousing (Million Sq. Ft.) 2016	2015
1	1	-	British Land	8.50	9.12
2	2	-	Aberdeen Asset Management	7.12	7.82
3	3	-	Standard Life Investments	6.51	7.51
4	5	▲	CBRE Global Investors	5.98	6.01
5	6	▲	Aviva Investors	5.97	5.70

Top 5 Direct Property Owners - Retail Warehousing

For a listing of the top 20 please see the full review

Rank 2016	Rank 2015		Direct Property Owner	Area 2016 - Million Sq. Ft	Area 2015 - Million Sq. Ft
1	1	-	British Land	6.48	6.97
2	3	▲	IKEA	4.50	3.98
3	2	▼	Hammerson	4.25	4.69
4	4	-	B & Q Properties	3.05	2.93
5	5	-	The Crown Estate	2.73	2.79

We updated our analysis of direct property ownership by funds or property companies, showing a number of changes in the past year.

Most investment managers will not feature but the funds they manage will. Similarly, many property companies who part own and manage Retail Warehousing on behalf of minority investors will see floorspace reduced to show direct ownership.

Top 10 Retail Park Tenants

For a listing of the top 50 since 2007 please see the full review

Rank 2016	Rank 2015		Retailer	Total Area on Retail Parks (Million Sq. Ft.) 2016	2015	% increase in area
1	1	-	B & Q	7.30	7.68	-5%
2	2	-	Currys / PC World / Carphone Warehouse	5.05	4.93	2%
3	4	-	Matalan	4.05	4.01	1%
4	3	-	Bunnings Warehouse	4.00	4.25	-6%
5	5	▲	B & M	3.88	3.66	6%
6	6	▼	Next	3.66	3.55	3%
7	7	▲	TK Maxx	2.94	2.81	5%
8	8	▲	Pets at Home	2.89	2.80	3%
9	9	▼	Argos	2.74	2.73	0%
10	10	▼	Carpetright	2.62	2.66	-2%

Over 900 different tenants trade from Retail and Leisure developments. The tenants most likely to be found on Leisure developments, who are present on more than 50 schemes, are Cineworld, Frankie & Benny's, McDonalds, Nando's, Pizza Hut and Subway.

Non-food tenants most often found on Retail Parks, Shopping Parks or Retail and Leisure Parks were Argos, Carpetright, Currys / PC World, Halfords, Next and Pets at Home.

Forty two of the top fifty non-food tenants increased their retail park floorspace over the past year and there were two new entries this year.

There are sixteen non-food retailers with more than 2 million sq. ft. of Retail Park floorspace and twenty four retailers have more than 1 million sq. ft. while fifty eight different non-food fascias occupy more than 200,000 sq. ft. on Retail Parks.

One of the top five retailers in each of East Anglia, Northern Ireland, Wales and Yorkshire & Humberside does not feature in the national top ten.

"We have been using the Guide since 2001. It provides a snapshot and useful summaries, as well as detailed information that backs up our own knowledge. It scores highly with new surveyors to the market as a daily reference point."

Gregory Moore,
Gregory Moore Property

"We have subscribed to the Trevor Wood Associates database since its inception and it is one of the external information sources we utilise most frequently - it is a valuable tool in our day to day business in the retail warehouse sector."

Daniel Berrevoets,
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"Trevor Wood's 'Definitive Guide' series is a must-have for anyone working in the retail warehousing sector."

Nick Howe,
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"Trevor Wood's 'Definitive Guide' is the 'bible' for the Retail Warehouse property sector – easy to use and regularly referred to."

Steve Perrett,
Cheetham & Mortimer

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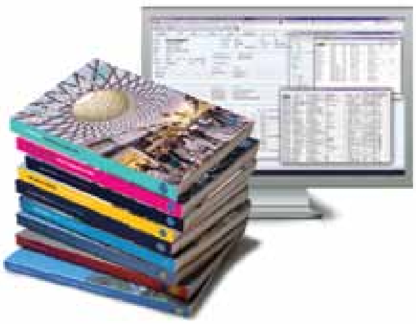
..as well as producing **The Definitive Guide to Retail & Leisure Parks** and **Going Shopping - The Definitive Guide to Shopping Centres** we also supply extensive **PROPERTY INFORMATION SERVICES?**



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