



Reimagining Retail: finding purpose & futureproofing the retail place

—
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The only
constant is
change

GANT

HACKETT
LONDON

THE
PEN
SHOP

Church's
English Dress

arks

arks

arks

Challenges

En
bus

8

Consumer evolution

Priorities,



wants & needs

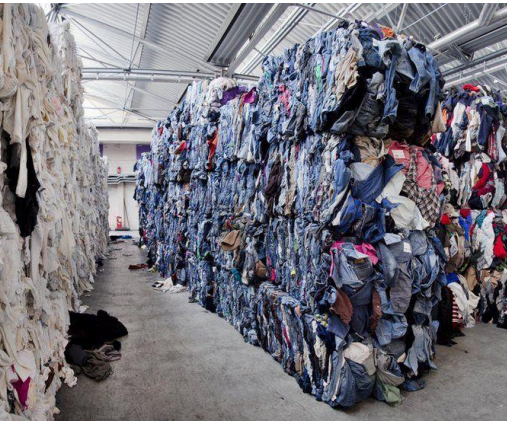


Retailer stress

Long term



Immediate



Excess retail space



15 million sqm
retail voids
in 2023

40%
of voids
are
redundant

25%
oversupplied
by 2030

Other pressures are surfacing

EPC

2023 – 18.5m _{sqm}

2030 – 140m _{sqft}

83% of stock to be improved

Whose problem is it?

£55-90bn
cost to
retrofit

Viability



IMPACT
MARTIAL
ARTS
ACADEMY
TELEPHONE
01782
823884
HEALTH
AND
FITNESS
CENTRE

RORY MACK
ASSOCIATES
FOR SALE
173 HIGH STREET
RETAIL / OFFICE
WITH UPPER
FLOORS
01782 715725
WWW.RORYMACK.CO.UK

SUBWAY

SUBWAY



COPE'S
OPEN

Not a uniquely British problem (or a new one)!



Opportunity



A vibrant, modern retail interior with colorful graffiti art on the walls, including a large mural of a woman's face. The space is lit with blue and purple lights, and features tables and chairs. A sign on a table reads "ROXY BALL ROOM".

Retail isn't dead...

A black and white photograph of a busy street scene in front of an F. W. Woolworth & Co. store. The store's name is prominently displayed in large letters above the entrance. A large crowd of people is gathered outside, and a sign above the entrance reads "EXTENSION FULLY OPEN".

...but must be relevant

Who? Wants? What?



The future ...is Hybrid



retail



leisure



F&B



wellbeing



working



living



education



hotel



markets



realm

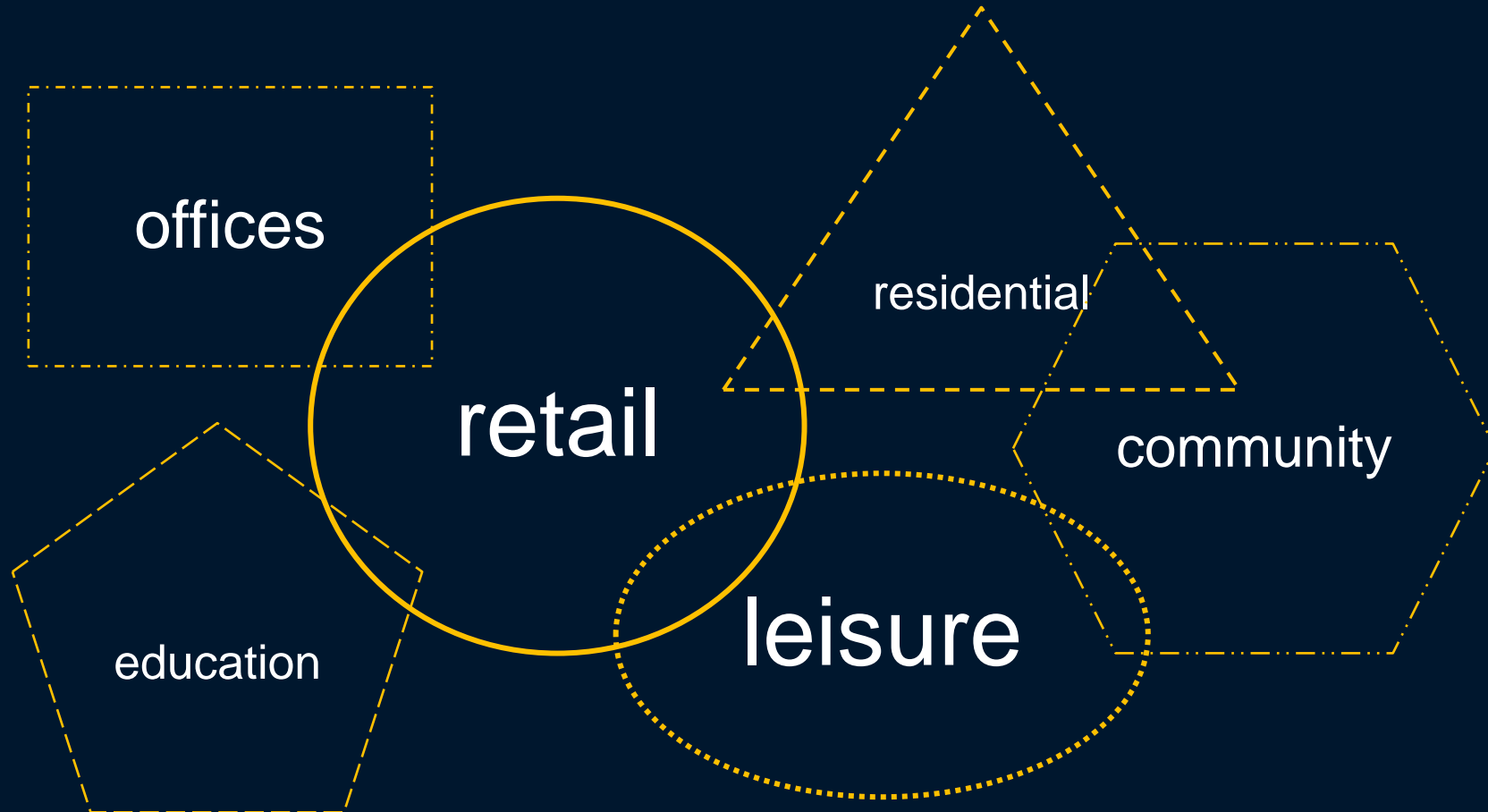


transport



health

Mixed uses benefit all uses



vibrant sustainable resilient community

Reinvention helps to futureproof



Education



Healthcare



Living



Working



Social Hub

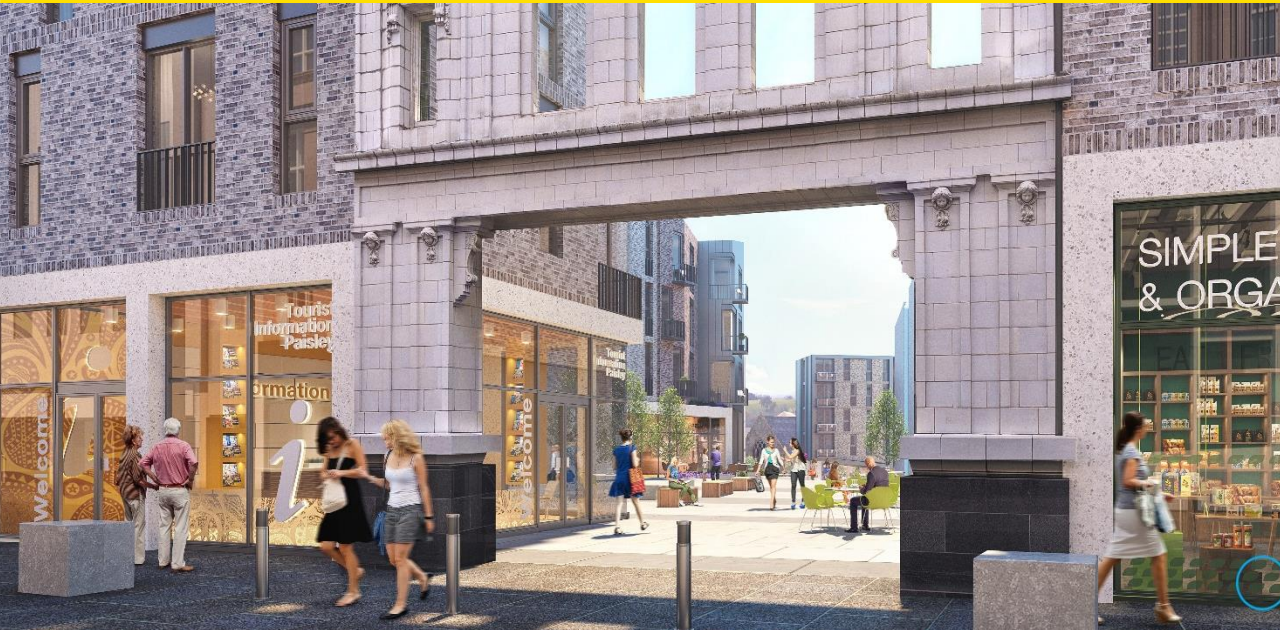


Culture

Repurposing reality



Creating a vision that extends beyond retail



Unravelling Sustainability



Green investment



Environment or economics?



Green buildings



Green energy



Green leases



Green development

Rebuild or retrofit?



Circular economy

“flexible agile spaces that are adaptable to different uses”



Social Value



Stakeholders & Stewardship





**GIVE
PLACES
PURPOSE**

“The pandemic will accelerate the evolution of our cities”

COVID 19 WILL HASTEN EXISTING TRENDS
WILL NOT CREATE NEW TRENDS

BUILDINGS WILL BE MORE HEALTHY
SUNNY SOCIAL SUSTAINABLE

CITIES WILL BE MORE GREEN
WALKABLE QUIET BIKABLE

FARMS WILL BE URBAN
MULTI STOREY

FOOD WILL BE FRESHER
CHEAPER ORGANIC NEARBY

WORK WILL BE AT HOME + USUAL PLACE
+ 3RD PLACE

MOVING WILL BE FASTER
CLEANER QUIETER SAFER

TRADE WILL BE MORE LOCAL
LESS GLOBAL



Thankyou

www.savills.com/reimaginingretail