

Appendix 6.3: Turnover estimates, Experian 2017



Retail Planner Briefing Note 15 December 2017

Figure 4a: Retail sales density for convenience goods – inc. changes to floorspace

Convenience goods	2016	2017	2018	2019	2020-24*	2025-36*
Total floorspace (millions of sq ft)**	154	155	155	155	158	164
Convenience sales £bn (2012 prices)	139.7	140.2	140.1	140.4	142.9	149.4
Sales density £/sq ft	907.3	906.5	905.8	904.3	903.8	911.4
Density growth rate (%)	0.7	-0.1	-0.1	-0.2	0.0	0.1

Annual average. **Source GOAD

Figure 4b: Retail sales density for comparison goods including changes to floorspace

Comparison goods	2016	2017	2018	2019	2020-24*	2025-36*
Total floorspace(millions of sq ft)**	472	472	472	474	489	555
Comparison sales £bn (2012 prices)	211.1	214.1	216.0	220.5	243.9	333.9
Sales density £/sq ft	447.3	453.3	457.2	465.5	498.4	599.3
Density growth rate (%)	4.3	1.3	0.9	1.8	2.3	2.2

Annual average. **Source GOAD