

# Week 14, 2019. 31 Mar 2019 - 06 Apr 2019

## Weekly retailer sales index for: Heart of Manchester BID

### Messages from centre

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### Weekly Footfall

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	Year To date %	Year on year %	Week on week %
Heart of Manchester BID	-2.5%	-2.3%	-6.6%
North & Yorkshire	0.8%	-1.5%	-10.1%
UK	0.4%	-3.3%	-10.0%

### Springboard insights

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The year on year decline in footfall of -1.5% last week was largely inevitable given the fact that Week 14 in 2018 comprised Easter Sunday and Easter Monday. However, on a positive note, the extent of the decline this year was mitigated by the significant annual drop of -9.2% last year, a consequence of poor weather over the Easter weekend and over the remainder of the week last year.

### Weekly sales








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	Year on year %	Week on week %
Heart of Manchester BID Weekly Sales Index	7.7%	-6.8%
BDO Sales	1.3%	








### Weather

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#### This year

Sun	Mon	Tue	Wed	Thu	Fri	Sat
						
12°	12°	7°	7°	8°	13°	13°

#### Previous year

Sun	Mon	Tue	Wed	Thu	Fri	Sat
						
8°	11°	13°	10°	11°	12°	11°

### Weather Avg Temps

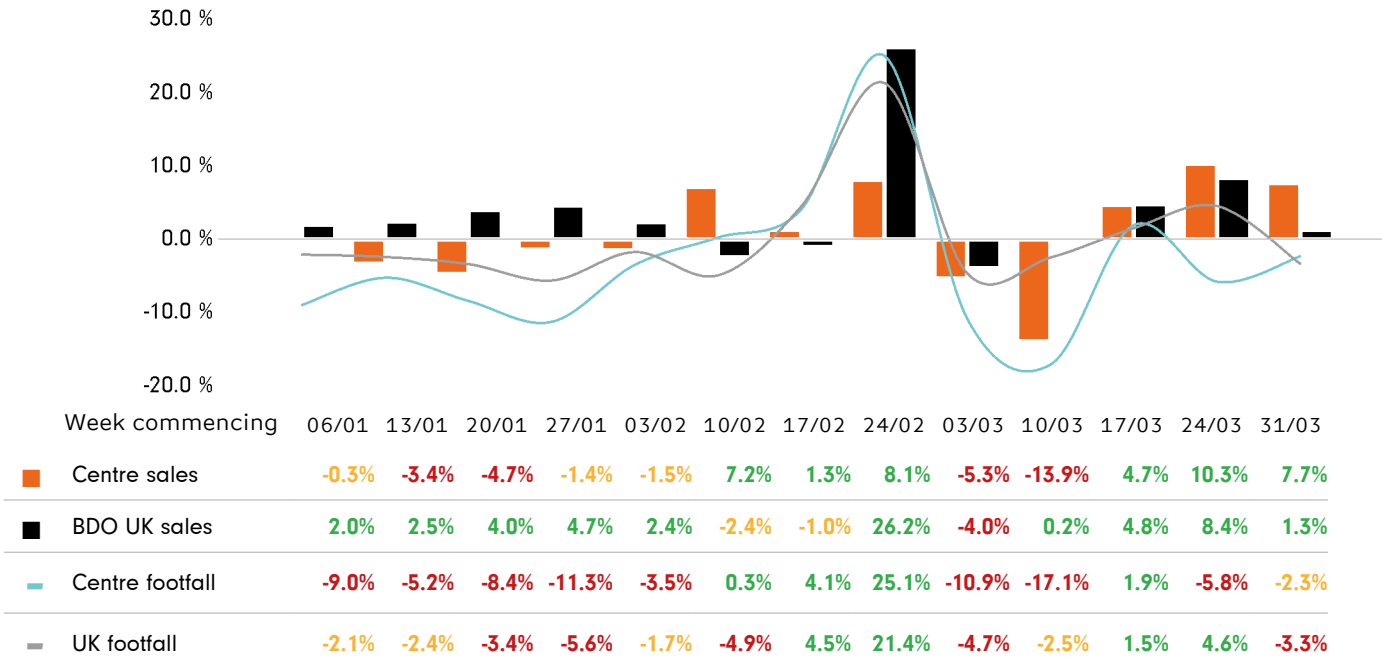
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	Average High Temperature	Average Low Temperature
2019	10.0	3.0
2018	10.3	4.3

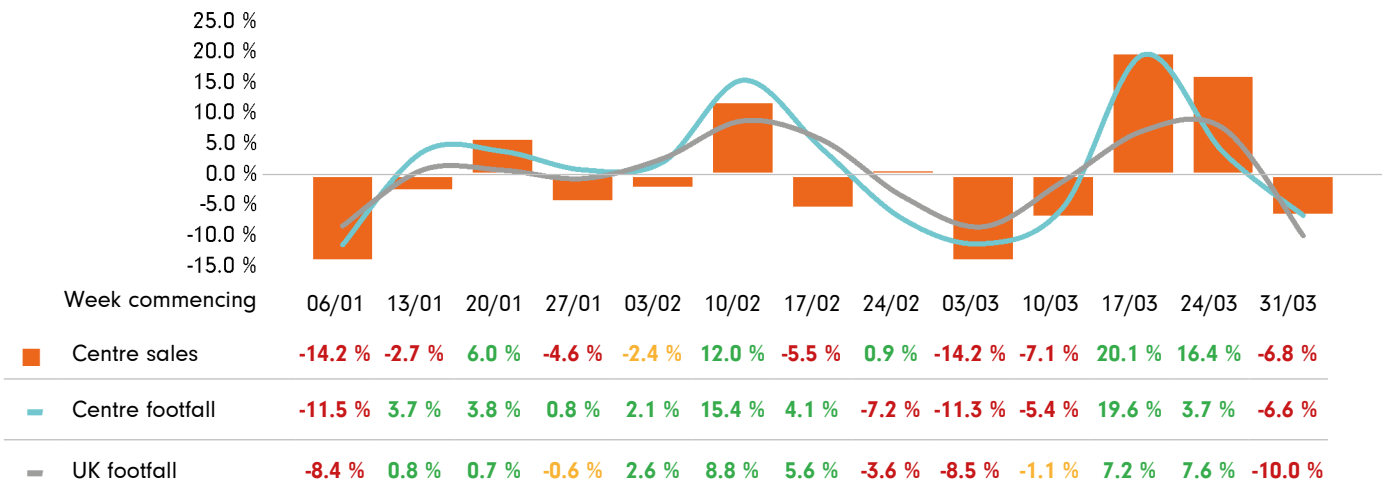
# SPRINGBOARD.

## Sales and Footfall data

Year on year % (rolling 13 weeks)

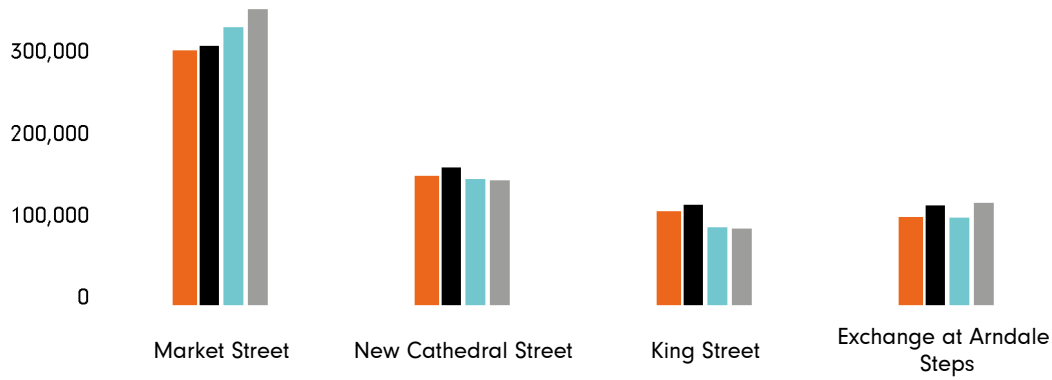


## Weekly percentage changes (rolling 13 weeks)



## Footfall by location

■ This week 
 ■ Previous week 
 ■ Previous year 
 ■ 2 Years ago



This week	<b>296,365</b>	<b>151,999</b>	<b>111,322</b>	<b>105,146</b>
Previous week	<b>304,473</b>	<b>164,817</b>	<b>121,644</b>	<b>121,204</b>
Previous year	<b>325,593</b>	<b>151,623</b>	<b>96,070</b>	<b>107,301</b>
2 Years ago	<b>346,068</b>	<b>149,611</b>	<b>94,261</b>	<b>124,164</b>
Week on week %	<b>-2.7 %</b>	<b>-7.8 %</b>	<b>-8.5 %</b>	<b>-13.2 %</b>
Year on year %	<b>-9.0 %</b>	<b>0.2 %</b>	<b>15.9 %</b>	<b>-2.0 %</b>

## Footfall by location

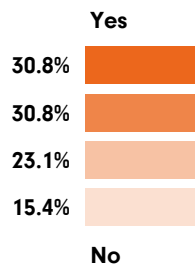


- Market Street, 44.6 %
- New Cathedral Street, 22.9 %
- King Street, 16.7 %
- Exchange at Arndale Steps, 15.8 %

## Happiness index

We asked you to rate this statement

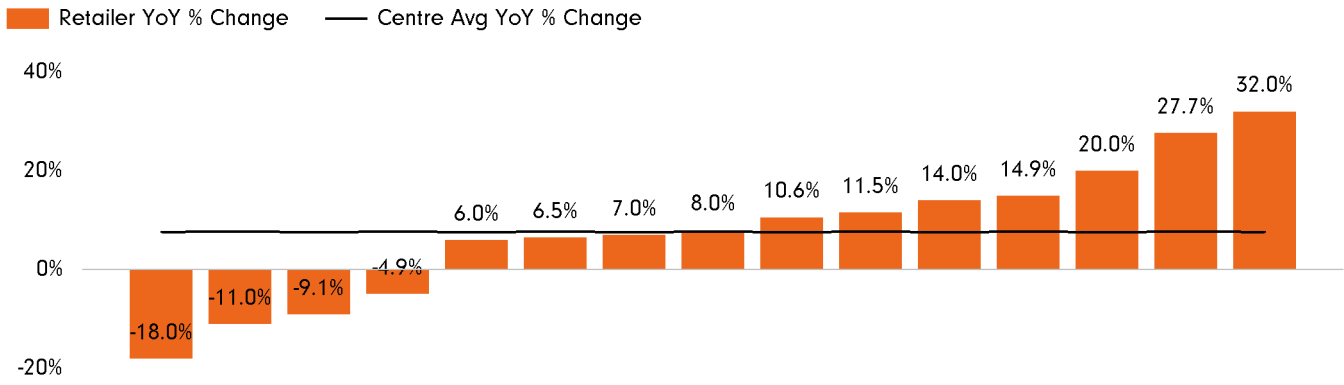
**Sales in April will be up on last year**



Next weeks statement is:

**People are spending more using debit cards than credit cards**

## Sales spread



### Notes:

\*The Regional Benchmark comprises of High Street locations within the BRC defined region of North & Yorkshire. National Benchmarks comprise of High Street locations within the entire UK.

BRC Calendar: The BRC calendar ensures that each month consists of full weeks, to enable data comparison

Gross Sales: We collect Gross Sales for the tracker (these include VAT)

Weekly Sales / Footfall: -

% change YTD - the % change in footfall / sales for the year so far, compared to the same period last year

Annual % change - The % change in footfall / sales from the same week the previous year

Weekly % change - The % change in footfall / sales from the previous week