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"The way consumers shop for fashion is changing and their expectations are continuing to rise. In a tougher clothing market, it has become even more important for retailers to focus on standing out from the competition through a combination of better product, frequently changing collections, interesting stores, a seamless online experience and excellent customer service."

- Tamara Sender Ceron, Senior Fashion Analyst

## This report looks at the following areas:

- How has the clothing sector performed in 2017 and who is driving sales?
- Who are the winners and losers in clothing?
- What are the opportunities for driving sales?

Non-specialist clothing retailers have succeeded in grabbing share from specialists as they have responded more effectively to changing consumer shopping habits, with pureplays and supermarket chains seeing the strongest growth.

The way consumers shop for fashion is changing, with young women demanding newness as 71% of young females aged 16-24 prefer to shop at retailers that sell frequently updated ranges.

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This report is part of a series of reports, produced to provide you with a more holistic view of this market



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Sales per store, sales per sq  ${\rm m}$ 

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