

CLOTHING AND CLOTHING ACCESSORIES STORES: Downtown Federal Way

INTRODUCTION

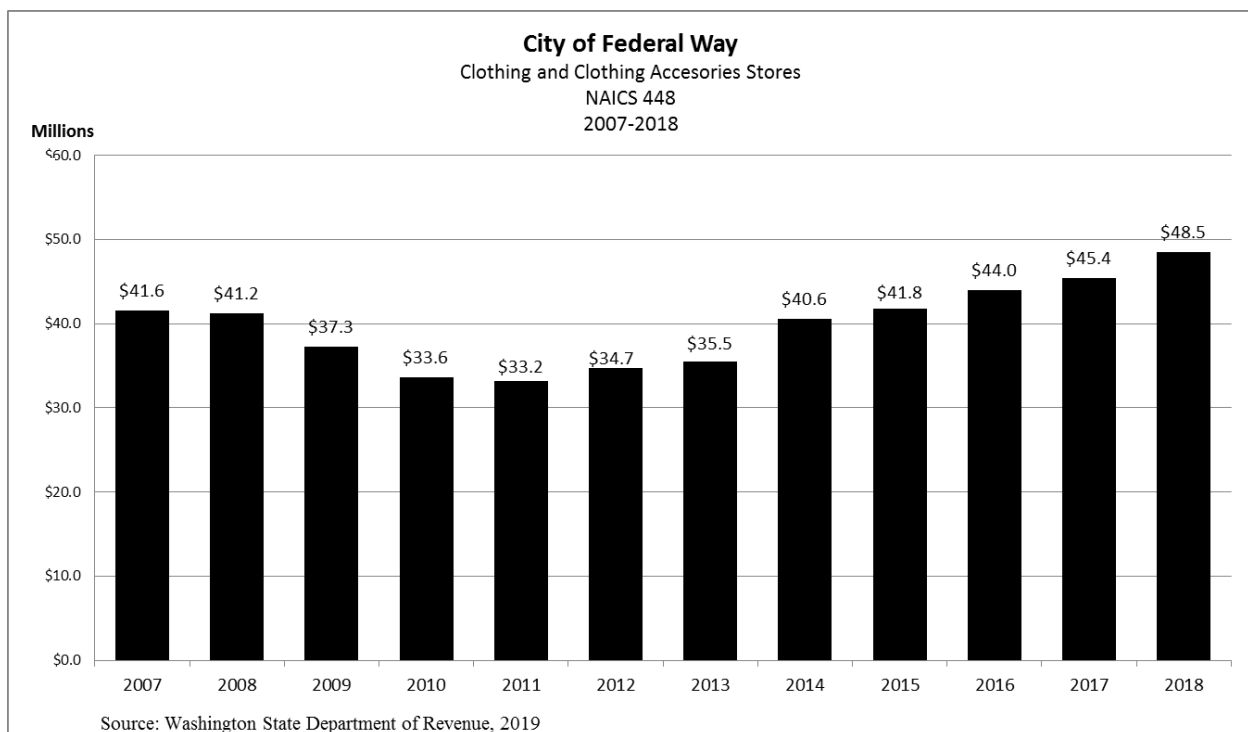
The North American Industry Classification System (NAICS) identifies establishments engaged in retailing of new clothing and clothing accessories which include clothing, shoe, jewelry, luggage, and leather goods stores.

For the purpose of this report, the three digit NAICS Code 448 was used for this review.

BACKGROUND

According to the Federal Reserve Bank of St. Louis and the Census Bureau's, Annual Retail Trade Survey and Sales report, Clothing and Clothing Accessories Store sales amounted to \$258 billion in 2017 and saw continued growth with \$274 billion in 2018. Current employment statistics from the Bureau of Labor Statistics illustrate that over 1.3 million people are employed in the subsector.

Research on taxable retail sales from 2007 to 2018 in Federal Way, specifically before and through the recovery from the "Great Recession," experienced a decline corresponding to the timeline of the recession, with a low point of \$33 million in 2011. However, it has since returned to pre-recession levels in 2015 and continued to increase through 2018.



MARKET

Downtown is served by 15 exclusive clothing and clothing accessories stores and eight department stores with select clothing and clothing accessories merchandise. The 22 businesses that offer clothing and clothing accessories are represented by big retail chains such as Macy's, Kohl's, Ross, Maurice's, DSW and Famous Footwear. There are smaller local retailers such as Federal Way Custom Jewelers, Wild

Willy's Workwear and Sole Perfection. Sixty-five percent of the clothing retailers located in Federal Way are in downtown, specifically found in SeaTac Village and the Commons Mall.

Of the 23 businesses in downtown that sell clothing and clothing accessories, four are listed on the National Retail Federation's list of Hot Retailers for 2018. These include, Ross, Dick's Sporting Goods, Zumiez and TJ Maxx. They are identified as part of the nation's fastest growing retail companies by year-over-year domestic sales growth.

TRENDS

According to the industry research company IBIS World, the industry has experienced moderate growth in revenue over the past five years. Despite faring well in some years, its growth has been volatile at times.

The overall fashion industry is projected to grow just over four percent in 2019. The best growth by segment will be seen in the value and discount along with the luxury apparel segments. Meanwhile, the midmarket segment is predicted for the slowest growth.

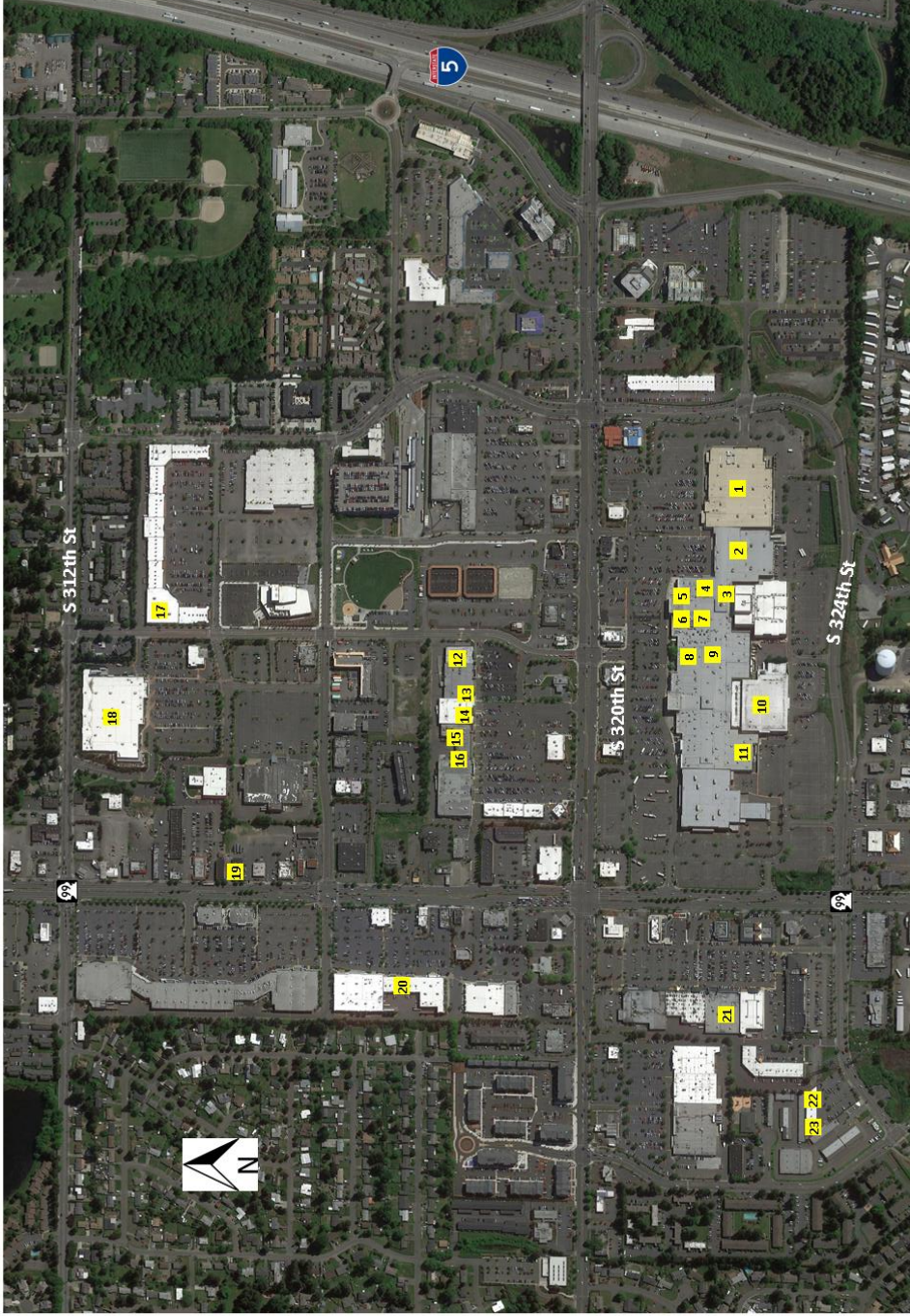
The McKinsey Global Fashion Index identifies that the hottest category in retail apparel for 2019 is projected to be sportswear. Sportswear has been a fashion staple for several years with no signs of slowing down. Workout gear and slim-style sweatpants/joggers are all the rage and have been considered fashionable inside and outside the gym.

Demand for clothing is largely related to fluctuations in household disposable income. When per capita disposable income increases, consumers are more likely to increase their discretionary spending, including spending on high-end clothing. Conversely, when household disposable income falls, consumers scale back their clothing purchases to reflect their budgetary constraints.

SOURCES

- US Dept of Labor, Bureau of Labor Statistics
- US Dept. of Commerce, Census Bureau, Annual Retail Trade Survey
- Federal Reserve Economic Data, Federal Reserve Bank, St. Louis
- City of Federal Way
- ESRI
- McKinsey Global Fashion Index
- National Retail Federation
- North American Industry Classification System
- Washington State Department of Revenue

Location of Clothing and Clothing Accessories Stores



This map is intended for use as a graphical representation. The City of Federal Way makes no warranty as to its accuracy.
Aerial Photo: May 2018
Date Published: June 2019

Clothing and Clothing Accessories Stores

Businesses in this category are primarily engaged in retail apparel such as clothes, shoes, jewelry, luggage and leather goods. Downtown Federal Way currently has 15 exclusive clothing and clothing accessories stores. Also included in this list are establishments that offer clothing and accessories but not exclusively such as Walmart, Target, Kohl's, and Dick's Sporting Goods.

Year Built is the calendar year in which at least 50 percent of the original construction was complete. Effective Year Built is the adjusted year built taking into account any subsequent new construction or major rehabilitation.

1. Target

2201 S Commons
Located: The Commons Mall
Retail chain offering home goods, clothing, electronics & more, plus exclusive designer collections. Some grocery products available as well.
Square Footage: 123,735
Year Built: 2004

2. Kohl's

2101 S Commons
Located: The Commons Mall
Chain department store offering a wide selection of brand-name clothing, accessories & homewares.
Square Footage: 59,791
Year Built: 1975

3. Claire's

2011 S Commons
Located: The Commons Mall
Chain retailer offering an array of youth-oriented jewelry & hair accessories, plus ear piercing.
Square Footage: 1,410
Year Built: 1975

4. Famous Footwear

2018 S Commons
Located: The Commons Mall
Chain store offering a wide variety of brand-name shoes at discounted prices.
Square Footage: 7,142
Year Built: 1975

5. Catherines

2114 S Commons
Located: The Commons Mall
Retail chain offering apparel & lingerie for plus-size women as well as accessories & shoes.
Square Footage: 3,860
Year Built: 1975

6. Lane Bryant

2116 S Commons
Located: The Commons Mall
Women's clothing chain with fashionable plus-size clothing, lingerie, shoes & accessories.
Square Footage: 4,632
Year Built: 1975

7. Foot Locker

1927 S Commons Ste E,
Located: The Commons Mall
Retail chain with brand-name athletic shoes, clothing & related accessories for men, women & kids.
Square Footage: 2,400
Year Built: 1975

8. Champs Sports

1920 S Commons
Located: The Commons Mall
Chain featuring a wide range of brand-name athletic footwear, clothing, hats & more.
Square Footage: 4,623
Year Built: 1975

9. Zumiez

1940 S Commons
Located: The Commons Mall
Chain retailer offering trendy, brand-name clothing & shoes, plus gear for skate- & snowboarders.
Square Footage: 2,400
Year Built: 1975

10. Macy's

1901 S Commons

Located: The Commons Mall
Department store chain providing brand-name clothing, accessories, home furnishings & housewares.
Square Footage: 141,259
Year Built: 1977

11. DICK'S Sporting Goods

1819 S Commons

Located: The Commons Mall
Sporting goods chain with equipment, apparel & footwear for athletics, outdoor recreation & fitness.
Square Footage: 45,000
Year Built: 1975

12. Big 5 Sporting Goods

1916 S 320th St

Located: SeaTac Village
Chain retailer providing a full range of sporting & outdoor equipment, shoes & apparel.
Square Footage: 12,473
Year Built: 1976

13. T.J. Maxx

1910 S 320th St

Located: SeaTac Village
Retail chain featuring stylish brand-name apparel, shoes & accessories, plus housewares.
Square Footage: 25,705
Year Built: 1976

14. Maurices

1824 S 320th St

Located: SeaTac Village
Women's clothing chain for current fashions in a range of sizes, plus footwear & accessories.
Square Footage: 6,000 (est.)
Year Built: 1976

15. DSW Shoes

1824 S 320th St

Located: SeaTac Village
Retail chain known for its sizable selection of discounted brand-name & designer shoes & handbags.
Square Footage: 15,471
Year Built: 1976

16. Federal Way Custom Jewelers

1810 S 320th St Suite B,
Federal Way, WA 98003

Located: SeaTac Village Shopping Center
Jewelry shop with a wedding ring specialty offering original & custom designs plus repairs.

Square Footage: ~2,000

Facility Built: 1976

17. Red Wing Shoes

2016 S 314th St, Federal
Way, WA 98003

Located: Hillside Plaza Shopping Center
Chain retailer offering a traditional collection of handcrafted leather boots for work & recreation.
Square Footage: ~2,750
Year Built: 1988

18. Walmart

1900 S 314th St

Located on the intersection of PVR Way and 314th. This is the smaller of the two Walmarts in Federal Way.
Square Footage: 122,549
Year Built: 1999

19. Wild Willy's Workwear

31430 Pacific Hwy S, Federal
Way, WA 98003

Discount retailer offering a wide range of workwear apparel.

Square Footage: 5,722

Year Built: 1973

20. Sole Perfection

31653 Pacific Hwy S #E,
Federal Way, WA 98003

Located in Pavilions Centre II
Member of a local chain of family-owned retail shops for brand-name, comfort footwear.

Square Footage: ~2,750

Facility Built: 2003

21. Ross Dress for Less

32075 Pacific Hwy S

Located: Celebration Center
Retail chain selling brand-name clothing, shoes, accessories & housewares at discount prices.

Square Footage: 30,170

Year Built: 1963

22. Heaven Sent

1200 S 324th St # 5, Federal
Way, WA 98003

Established secondhand shop buying & selling kids' clothing & toys plus baby & nursery accessories.

Square Footage: ~3,000

Year Built: 1989

23. Jeffrey's Jewelers

1200 S 324th St, Federal
Way, WA 98003

Store and design studio designing and repairing various types of jewelry