



# Residential Postal Tracker – Annual Report

Produced by: Jigsaw Research

Fieldwork: July 2023 – June 2024

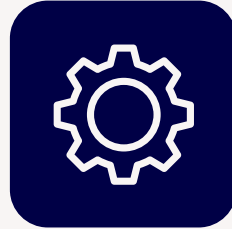


# Introduction



## Objective

The overall aim of the Residential Postal Tracker research is to accurately measure and assess usage and attitudes towards postal services among UK adults (aged 16+) and to understand their postal needs, access to services and reactions to potential changes in the postal services.



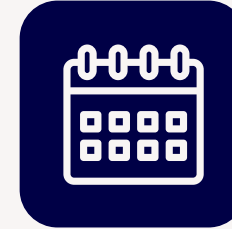
## Methodology

The Residential Postal Tracker is a continuous interviewing mixed-method (online and face-to-face) survey of postal users.

A strict quota sampling approach is taken to ensure representativity across nations, rurality, ages, gender and social grade.

Data is then weighted back to be nationally representative.

Due to the Covid-19 pandemic, face to face interviewing was paused from March 2020 until December 2022. From January 2023 face-to-face was included and is reported on. Differences due to methodology have been flagged.



## Fieldwork and reporting period

This document reports on yearly trends for data captured between July and June.

Specifically the report calls out significant changes between the year “July 2023 – June 2024” and the previous reporting period “July 2022 – June 2023”.

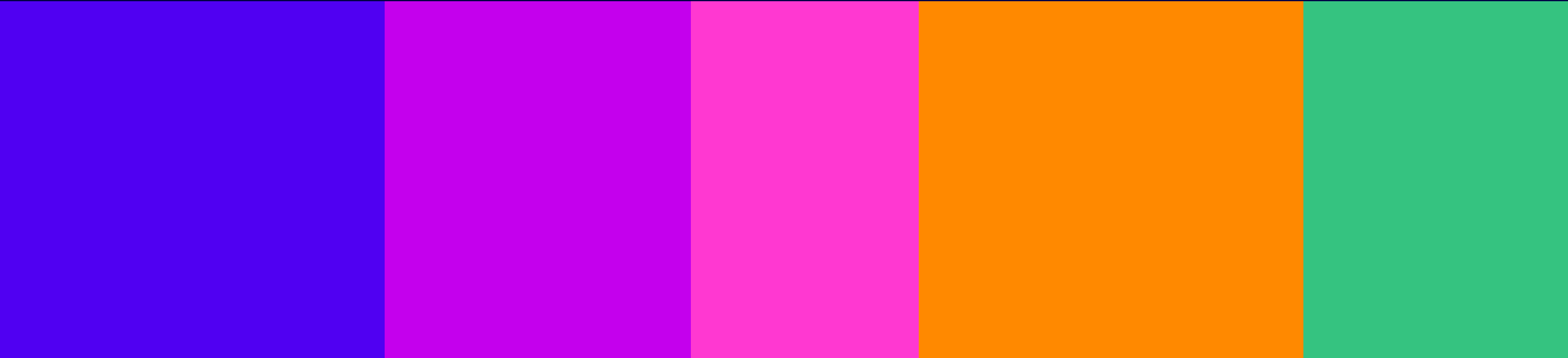
When data is split by quarters, these relate to calendar year (Q1: Jan-Mar, Q2: Apr-Jun, Q3: Jul-Sep, Q4: Oct-Dec).

# Contents

## Section

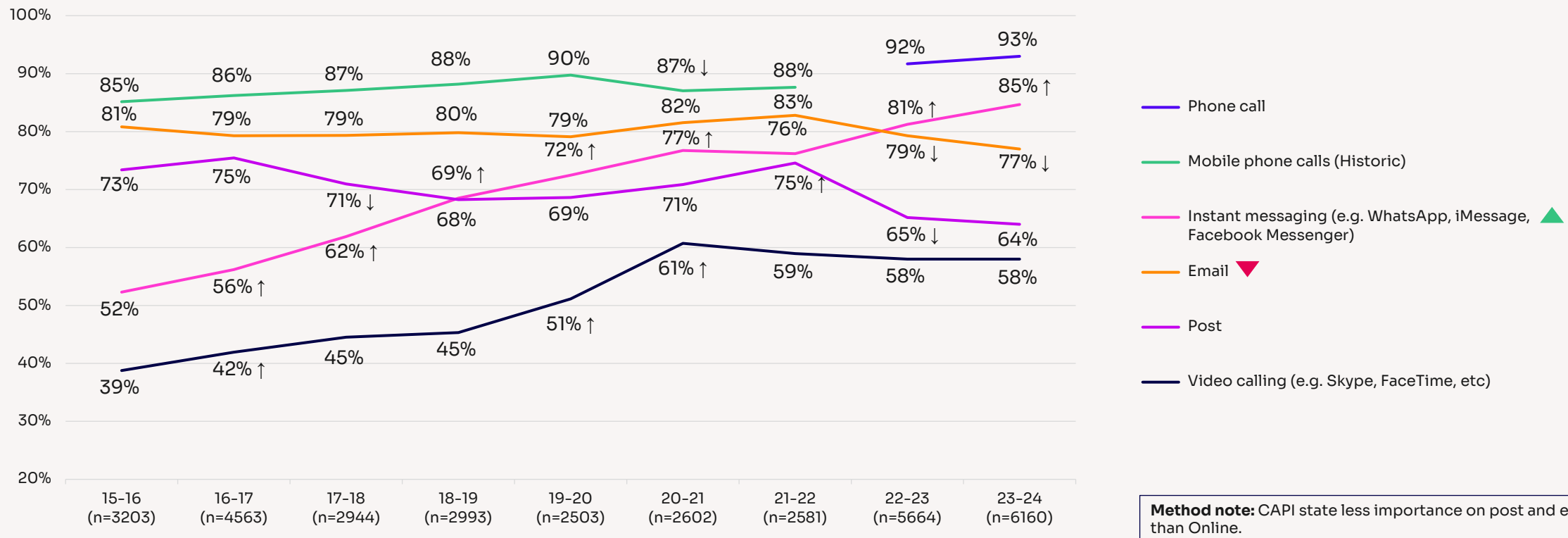
- 1 Importance and usage of postal services
- 2 Letter affordability
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# Importance and usage of postal services



# Instant messaging continues to become a more important means of communicating with friends and family while e-mail declines. Post is stable year on year

Importance of channels to communicate with friends and family (NET essential/fairly important)

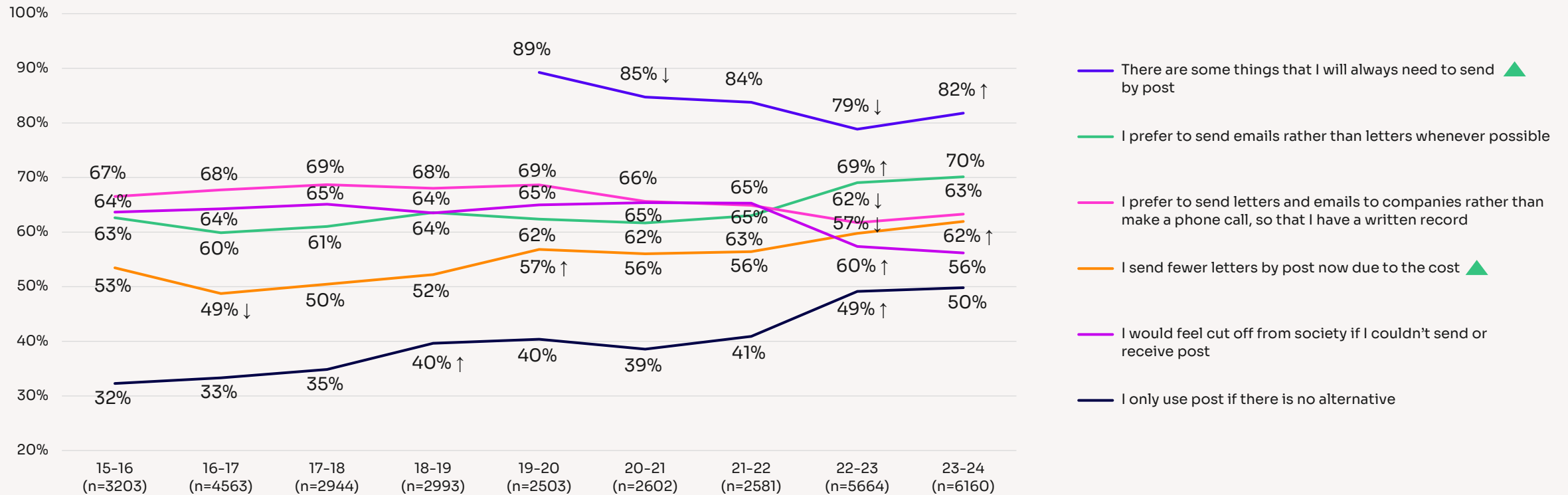


Source: Residential Postal Tracker.  
 C4. Thinking about how you communicate with friends and family, how important to you are each of these channels of communication?  
 Base: All participants (on even months) – Sample size shown on chart.

↑ ↓ ▲ ▼ Arrows denote significant positive or negative change vs previous time period.  
 Significance testing to 95%.

# 8 in 10 say that there are some things they'll always need to send by post, while half say they only use post if there is no alternative.

Attitudes to sending and receiving post (NET strongly/slightly agree)



Source: Residential Postal Tracker.

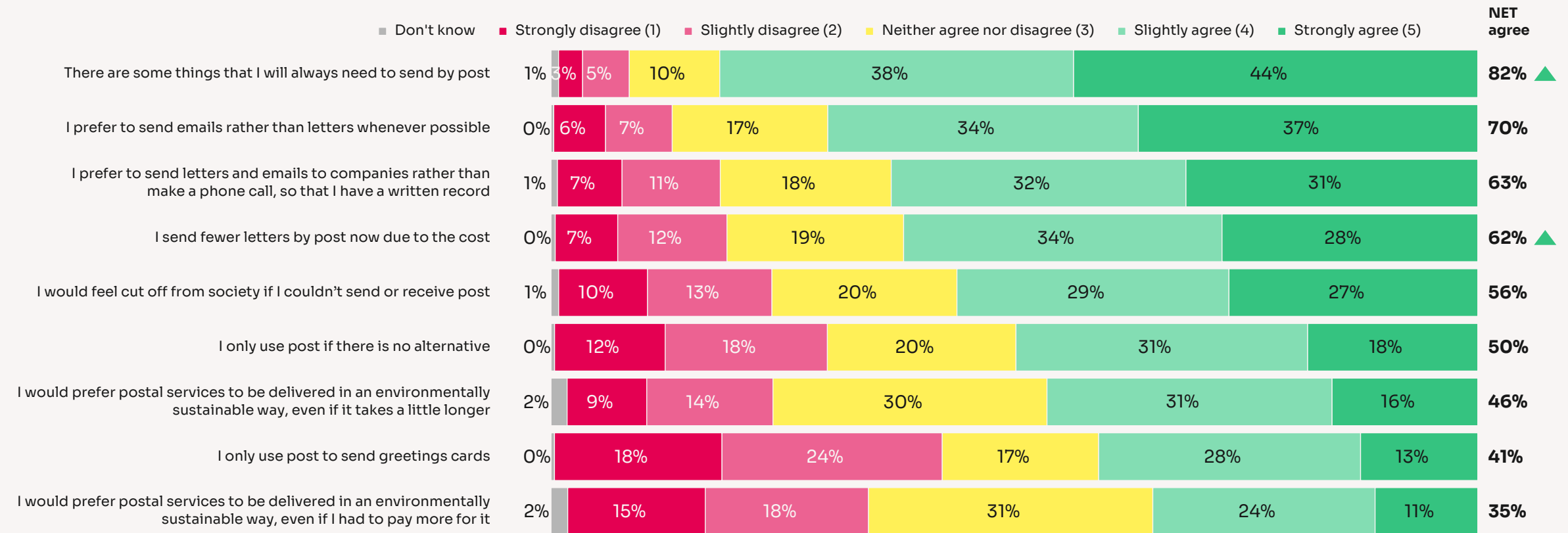
C3. Here are some statements that other people have made about sending and receiving post. To what extent do you agree or disagree with each one? – NET Agree.

Base: All participants (on even months) – Sample size shown on chart.

↑ ↓ ▲ ▼ Arrows denote significant positive or negative change vs previous time period. Significance testing to 95%.

# There remains a widespread recognition that some things will always need to be sent by post, though e-mail is preferred whenever possible for 7 out of 10

## Attitudes to sending and receiving post



Source: Residential Postal Tracker.

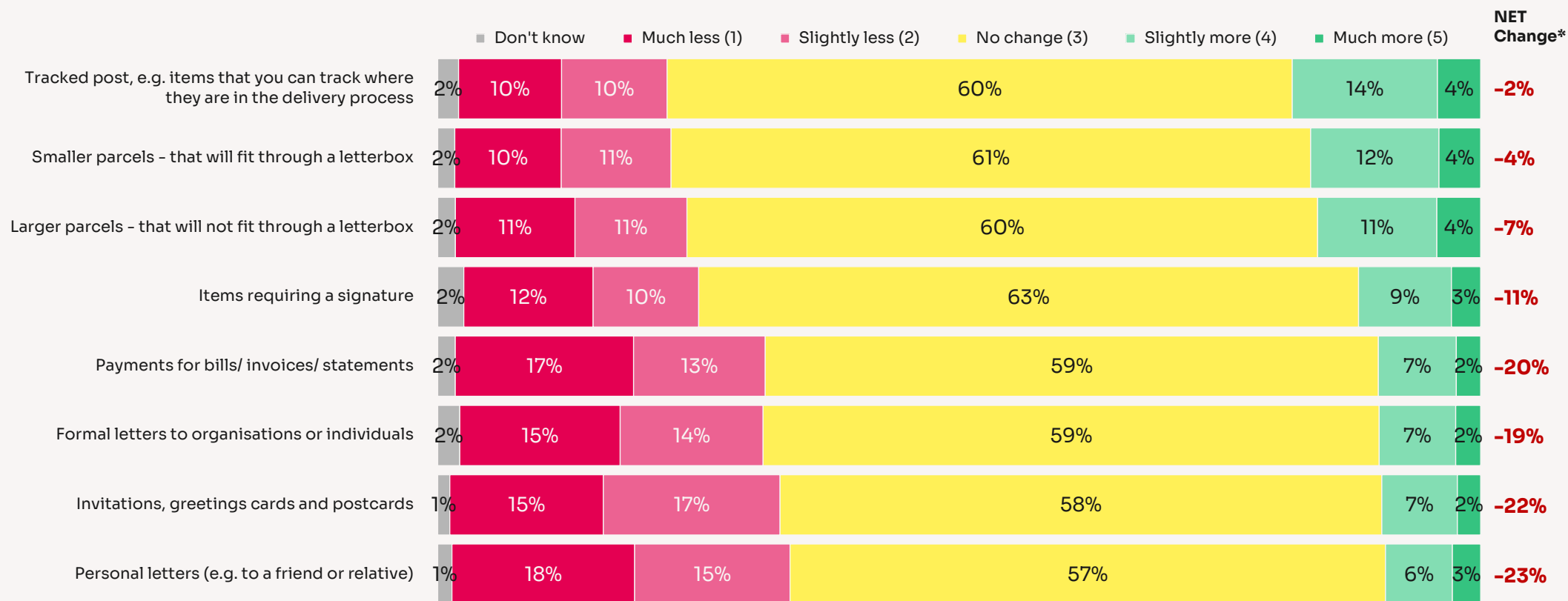
C3. Here are some statements that other people have made about sending and receiving post. To what extent do you agree or disagree with each one?

Base: All participants 2023-24 (n=6160).

▲ ▼ Arrows denote significant positive or negative change vs previous time period.  
Significance testing to 95%.

# Postal users across all postage types believe they are sending less than they did two years ago

## Postage sending behaviour vs 2 years ago



\*NET change = (Much more + Slightly more) – (Much less + Slightly less).

Source: Residential Postal Tracker.

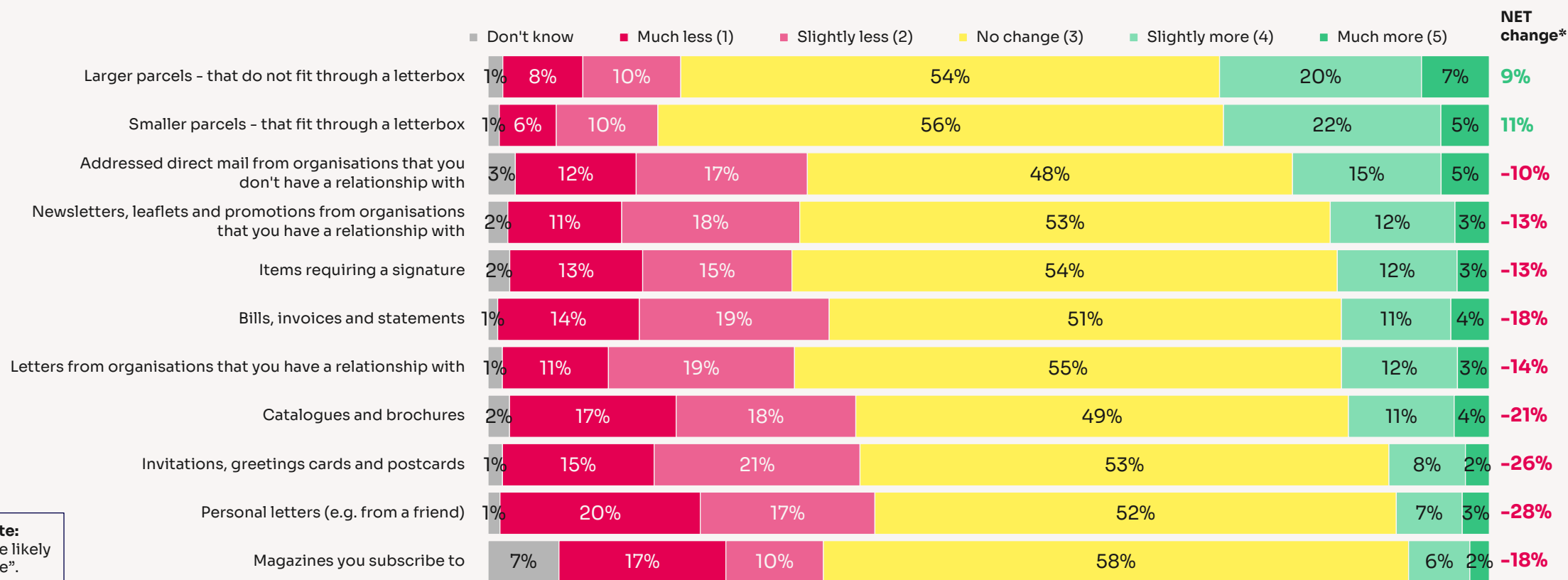
G3 (old QD12). Thinking about these different types of mail, would you say that you now send them more or less often than two years ago? Or has there been no change? – NET MORE.

Base: All participants 2023–24 (n=6160).



# Postal users have experienced a net decline in all letter post received, especially for personal mail like greeting cards and personal letters

## Postage receiving behaviour vs 2 years ago



**Method note:**  
Online more likely to say "More".

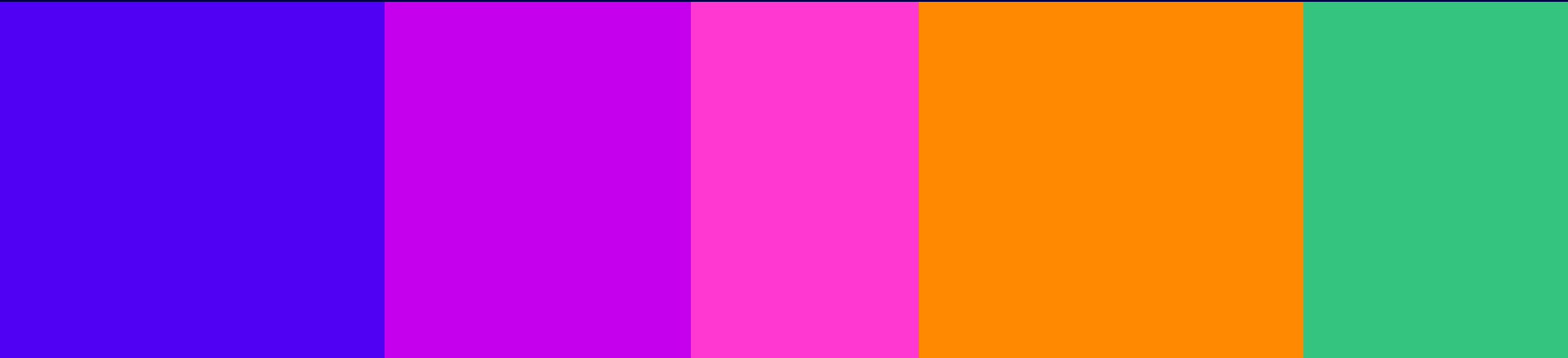
\*NET change = (Much more + Slightly more) - (Much less + Slightly less).

Source: Residential Postal Tracker.

E2. Thinking about these different types of mail, would you say that you now receive them more or less often than two years ago? Or has there been no change?

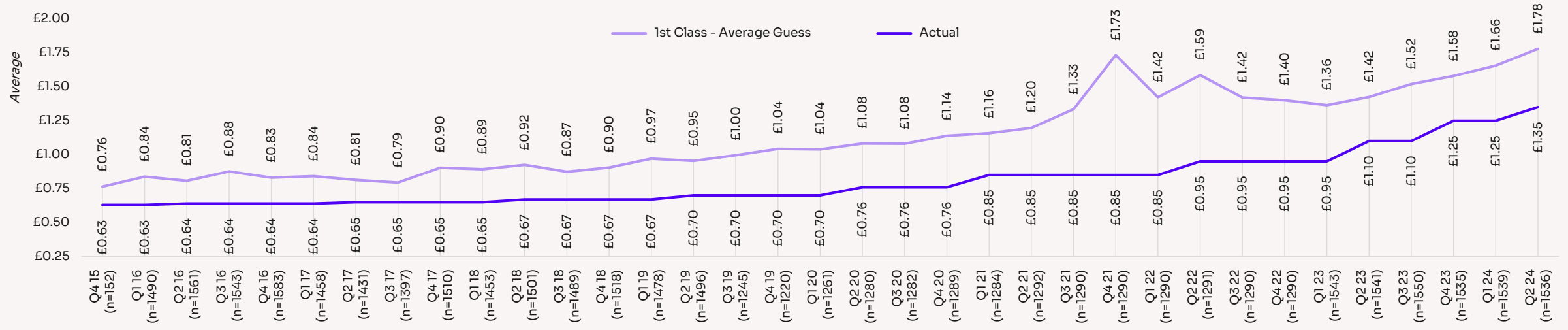
Base: All participants 2023-24 (n=6160).

# Letter affordability

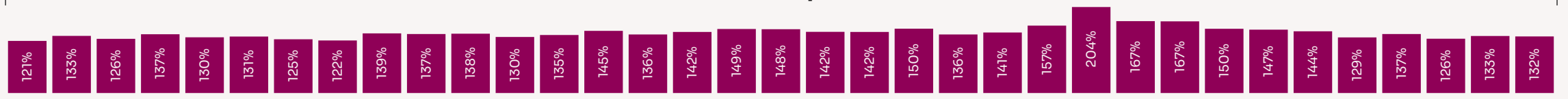


# The average estimated cost of a 1st Class stamp has risen to £1.78 in the most recent quarter

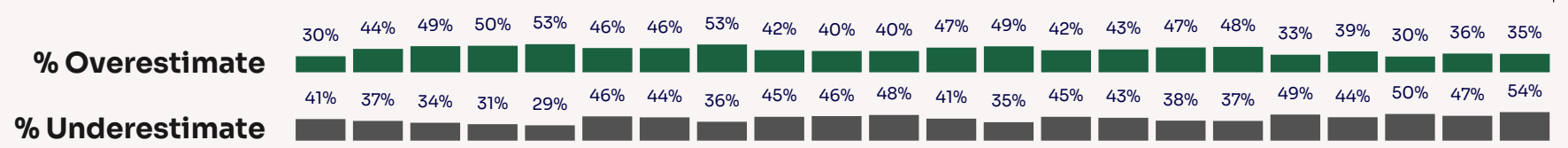
## Estimated cost of a 1st class stamp



## % difference in 1st class perceived vs actual



## % over vs underestimate



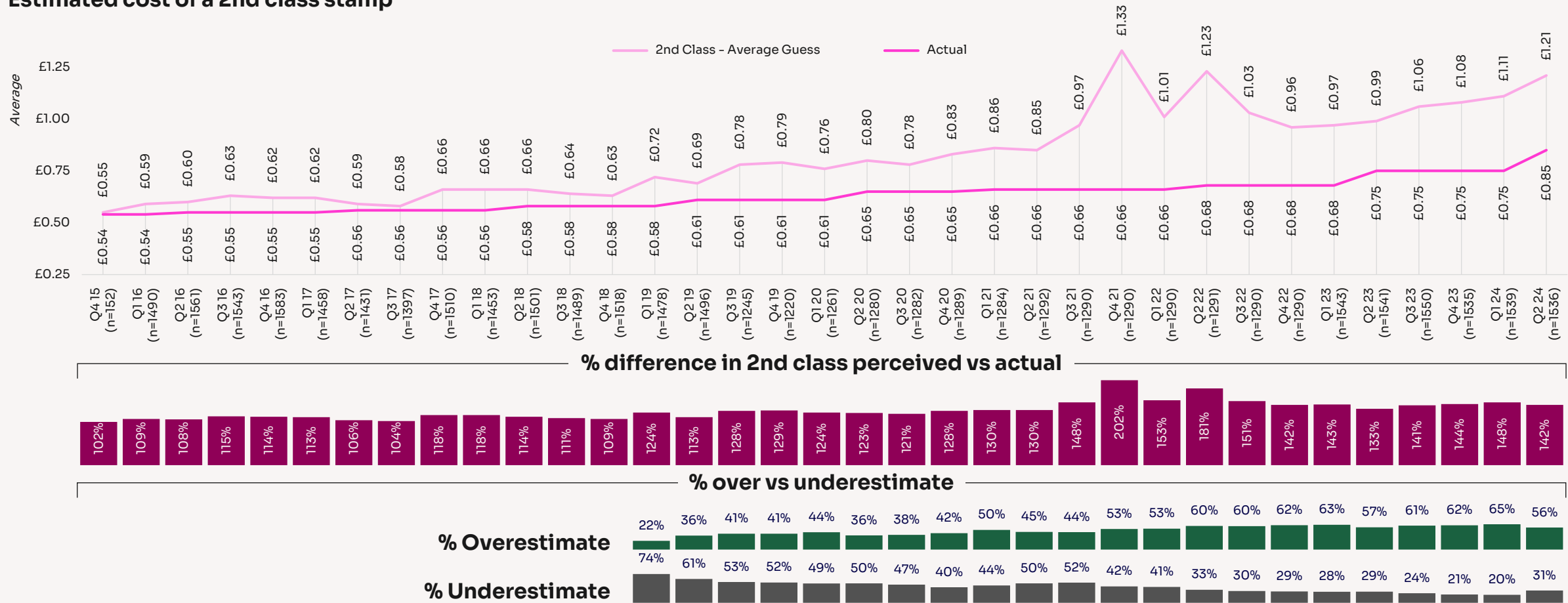
Source: Residential Postal Tracker.

H3. (Old QF2) Giving your best guess, how much do you think a first class stamp for a standard letter costs today?

Base: All participants – Sample size shown on chart.

# Meanwhile, the average estimated cost of a 2nd Class stamp is now £1.21

## Estimated cost of a 2nd class stamp



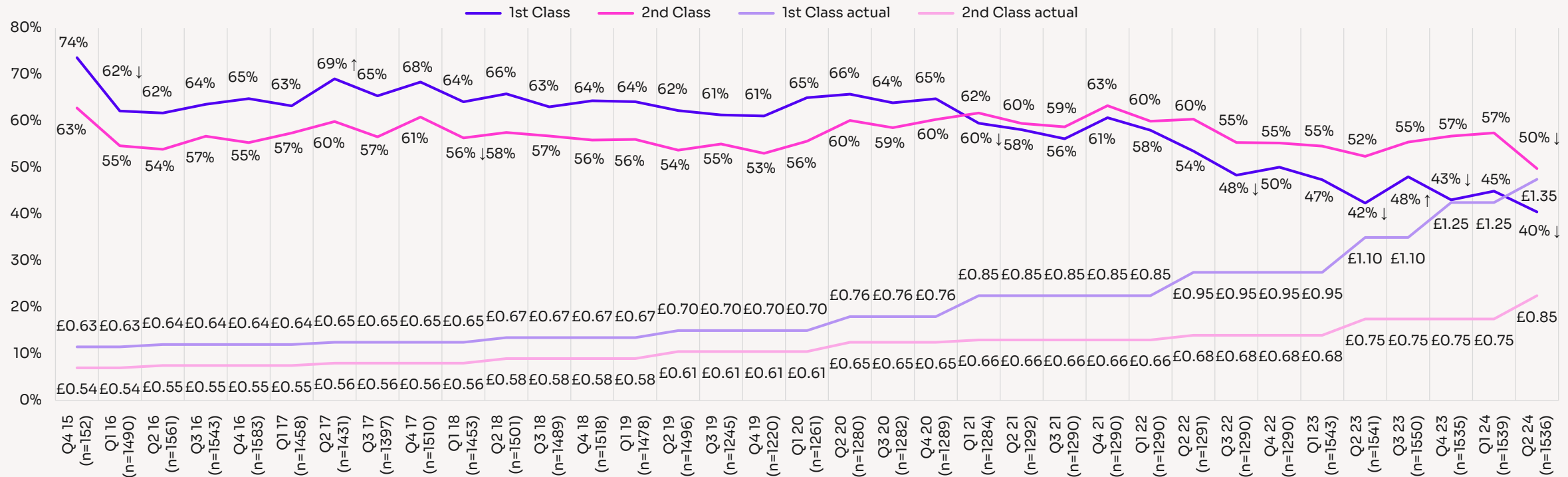
Source: Residential Postal Tracker.

H4. (Old QF3) Giving your best guess, how much do you think a second class stamp for a standard letter costs today?

Base: All participants – Sample size shown on chart.

# The perceived value for money of both 1st and 2nd class stamps has declined significantly in Quarter 2 2024

## Value for Money (NET Good Value for Money)



**Method note:** Online more likely to say good VFM.

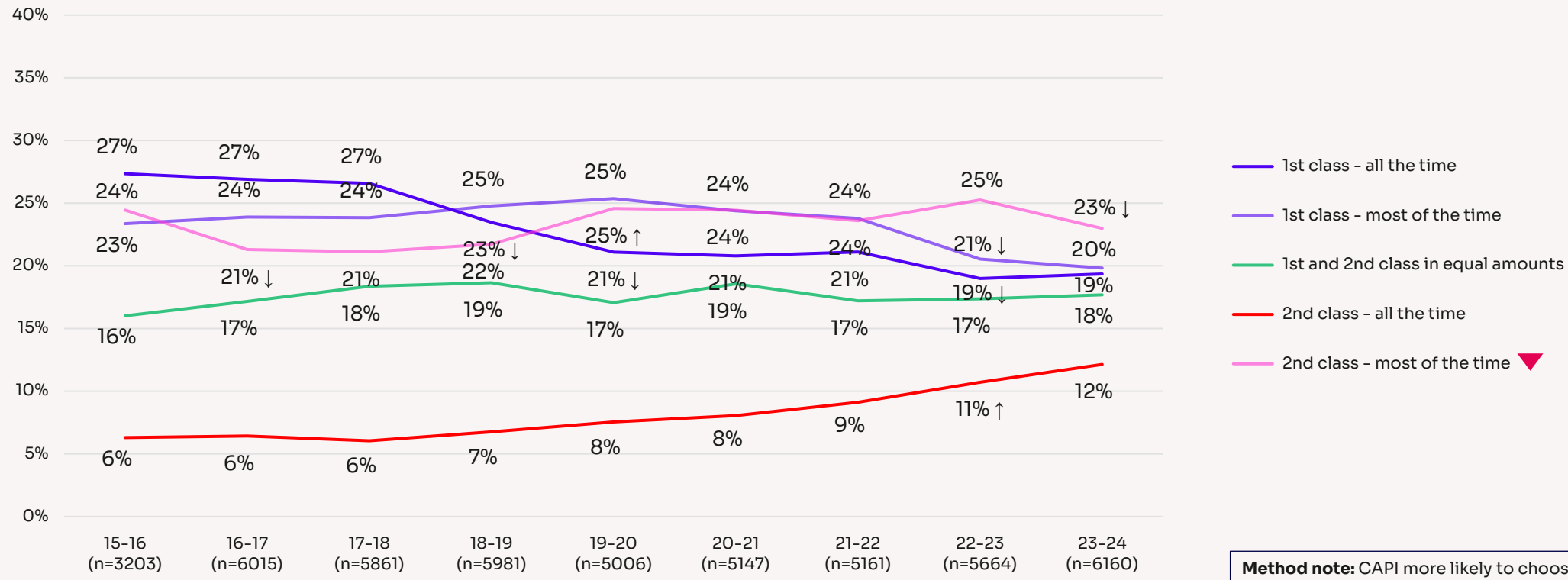
Source: Residential Postal Tracker. H5. (old QF4) We can tell you that a first class stamp for a standard letter currently costs [price]. How would you rate Royal Mail's first class service in terms of value for money? H6.(old QF5) We can tell you that a second class stamp for a standard letter currently costs [price]. How would you rate Royal Mail's second class service in terms of value for money?

Base: All participants – Sample size shown on chart.

↑ ↓ Arrows denote significant positive or negative change vs previous time period.  
Significance testing to 95%.

# The proportion that say they use Second Class all of the time has been increasing as claimed use of First Class has declined

## Services used when sending letters or cards



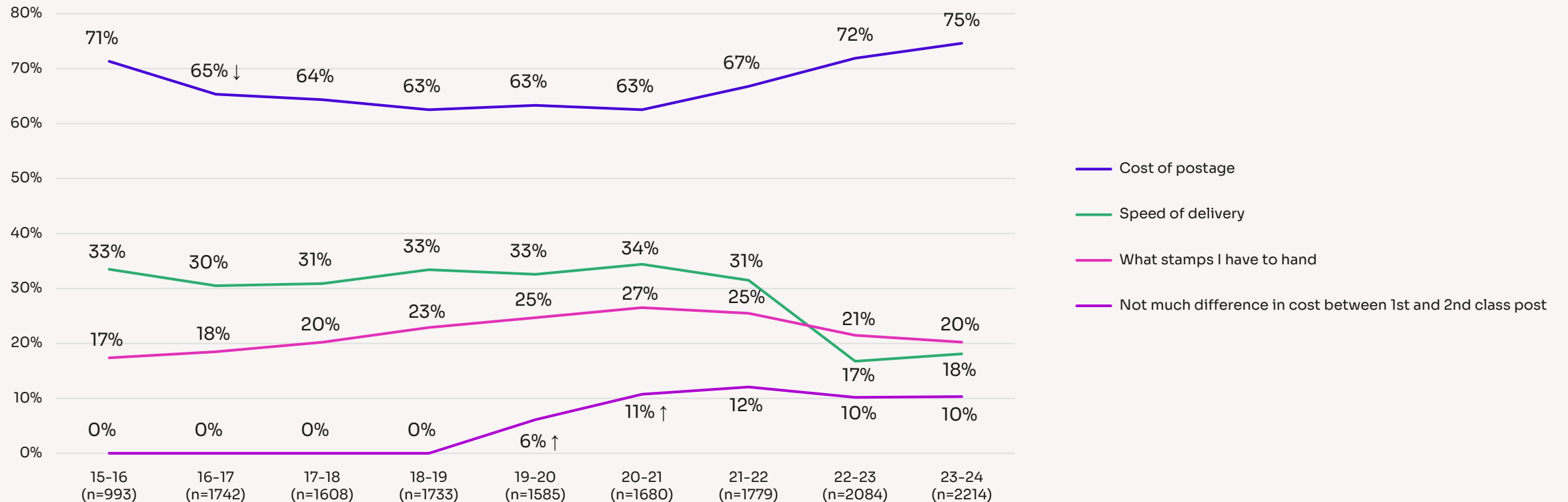
**Method note:** CAPI more likely to choose 1st Class.

Source: Residential Postal Tracker.  
 H8. (Old QF7) When sending letters or cards, which service do you tend to use?  
 Base: All participants – Sample size shown on chart.

↑ ↓ ▲ ▼ Arrows denote significant positive or negative change vs previous time period.  
 Significance testing to 95%.

# Cost continues to trend upwards as the main reason for choosing to use 2nd class stamps all/most of the time

## Influences for using 2nd class stamps all/most of the time (selected reasons)



Source: Residential Postal Tracker.

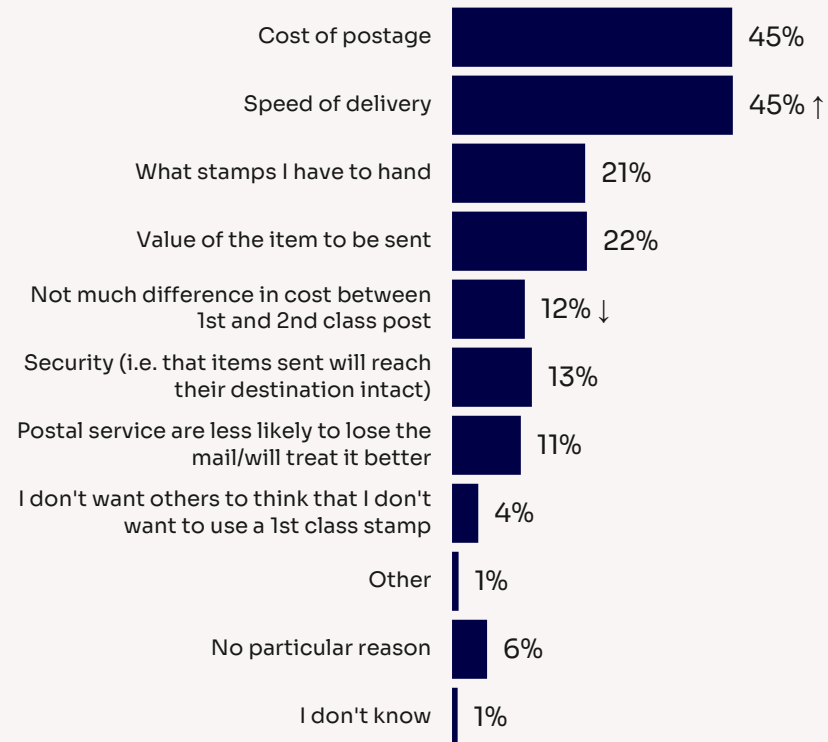
H9. (old QF9) Which, if any, of these describe your reasons for your choice of postage stamps when using them

Base: Those using 2nd class all/most of the time – Sample sizes shown on chart.

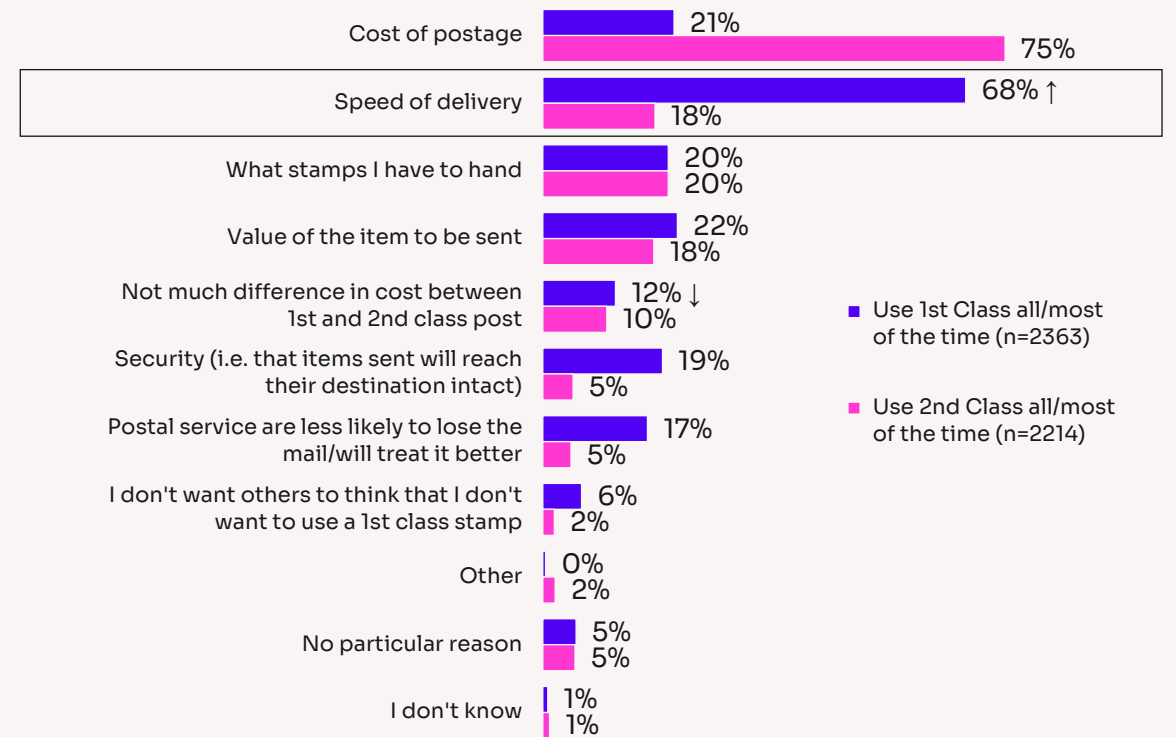
# Those who choose to send via 1st class most or all of the time do so primarily for the speed of delivery

## Influences for using either 1st or 2nd class stamps

### Total reasons for choice of stamps 23-24



### Spend on letters in the last months (letter and cards 23-24)



Source: Residential Postal Tracker.

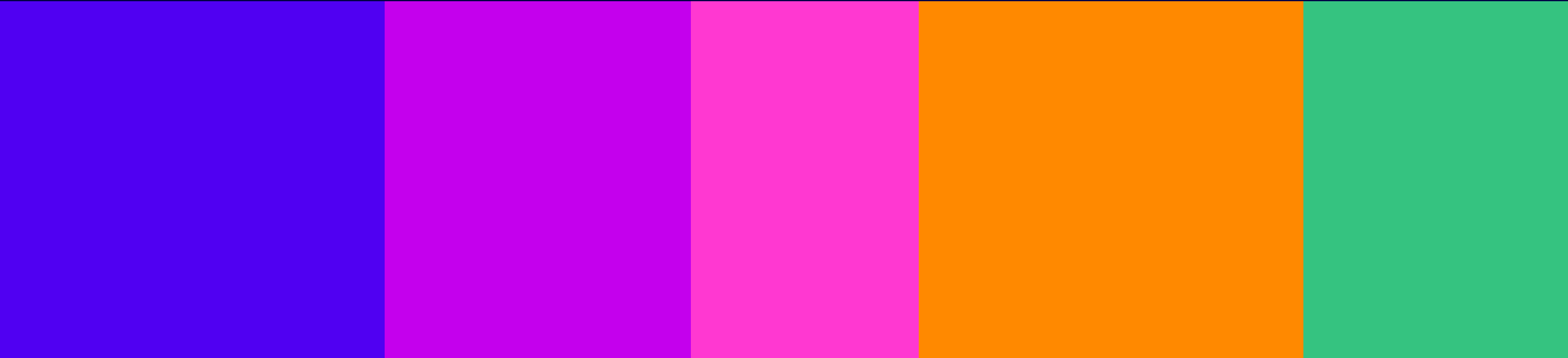
H9. (Old QF9) Which, if any, of these describe your reasons for your choice of postage stamps when using them?

Base: Those who purchased stamps.

↑ ↓ Arrows denote significant positive or negative change vs previous time period.  
Significance testing to 95%.

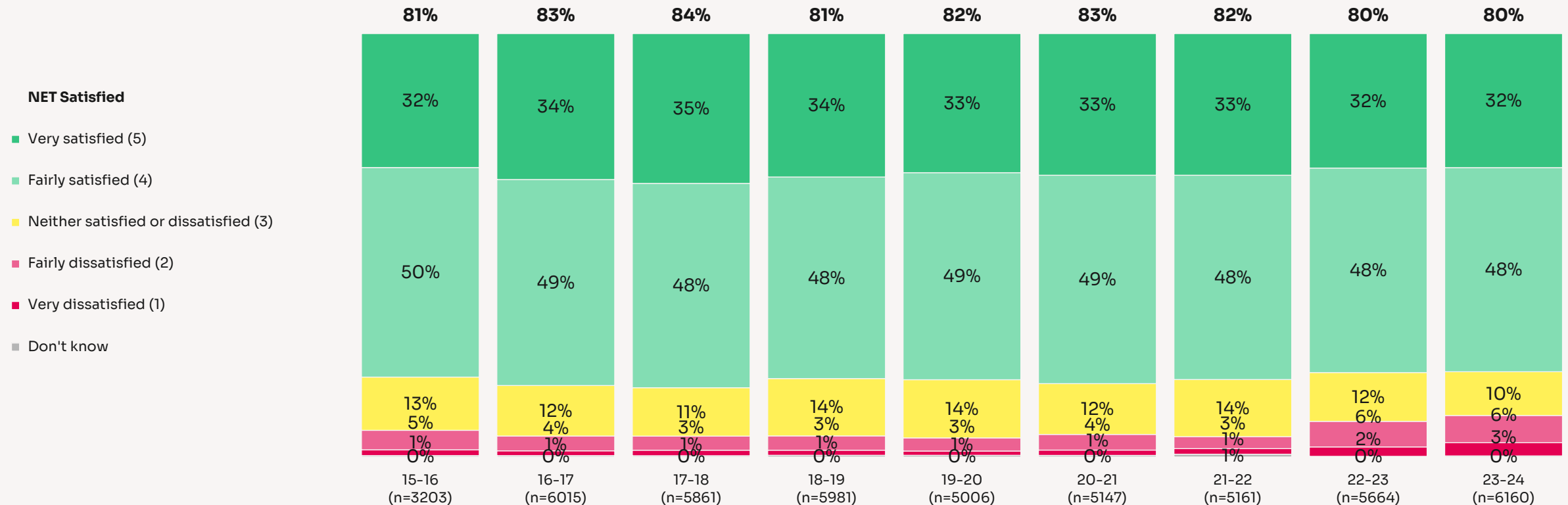


# Royal Mail satisfaction and letter complaints



# Overall satisfaction with Royal Mail has continued to remain high over time, but dissatisfaction has begun to increase over the past 2 years

## Overall satisfaction with Royal Mail



Source: Residential Postal Tracker.

D2. (Old QG5) How would you rate your overall satisfaction with Royal Mail?

Base: All participants – Sample size shown on chart.

# Despite high overall satisfaction with the Royal Mail, last year's significant drop in satisfaction with the cost of postage is maintained into 23-24

## Satisfaction with Royal Mail's service elements

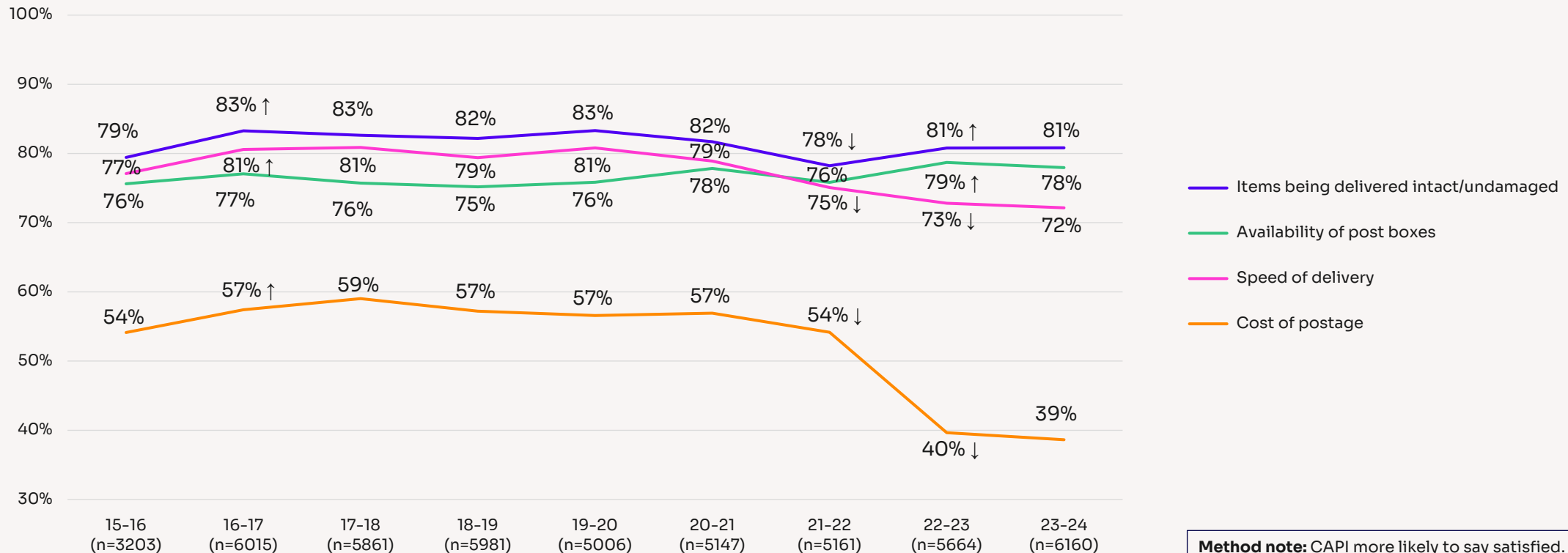


Chart only showing significant differences

Source: Residential Postal Tracker.

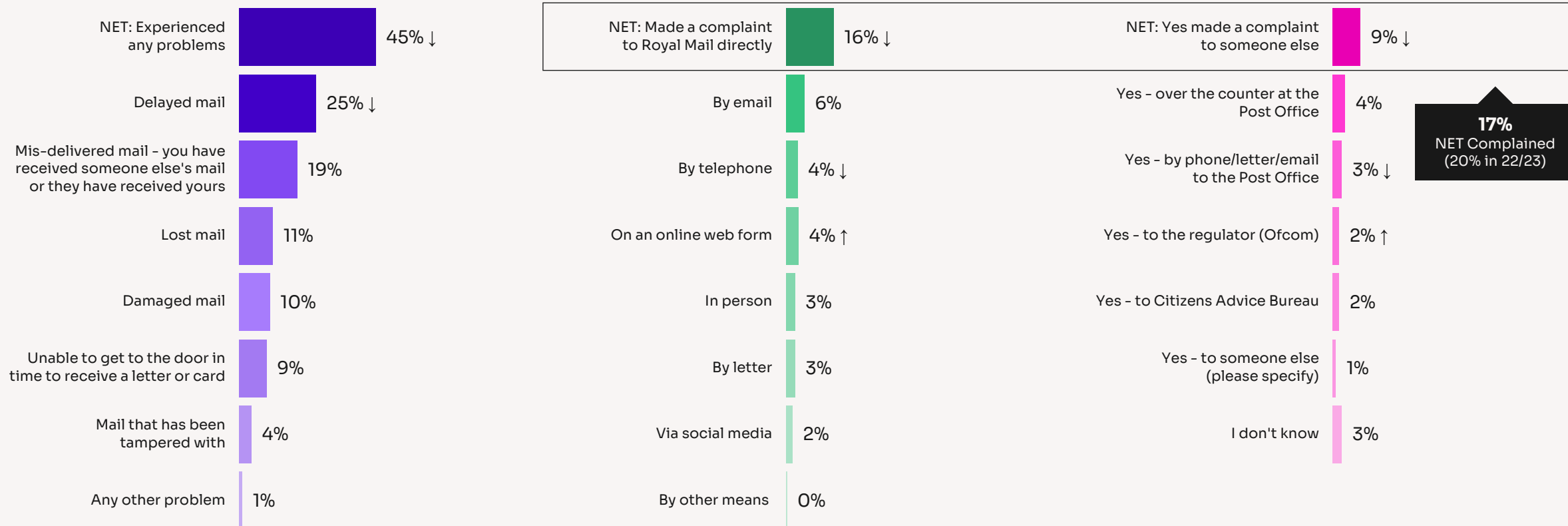
D3. (Old QG3) How satisfied are you with the following aspects of Royal Mail's service?

Base: All participants – Sample size shown on chart.

↑ ↓ Arrows denote significant positive or negative change vs previous time period.  
Significance testing to 95%.

# 45% of postal users said that they have experienced some form of problem in the last 12 months

## Incidence of problems and complaints with the Royal Mail – among all postal users



**Method note:** Online more likely to experience issues.

Source: Residential Postal Tracker.

F1. In the last 12 months, have you experienced any of the following problems when sending or receiving letters or cards from the Royal Mail? F2. And in the last 12 months, have you made a complaint directly to Royal Mail about any letters or cards you've sent or received? F8. In the last 12 months, have you made a complaint to anyone else about any letters or cards you've sent or received from the Royal Mail?

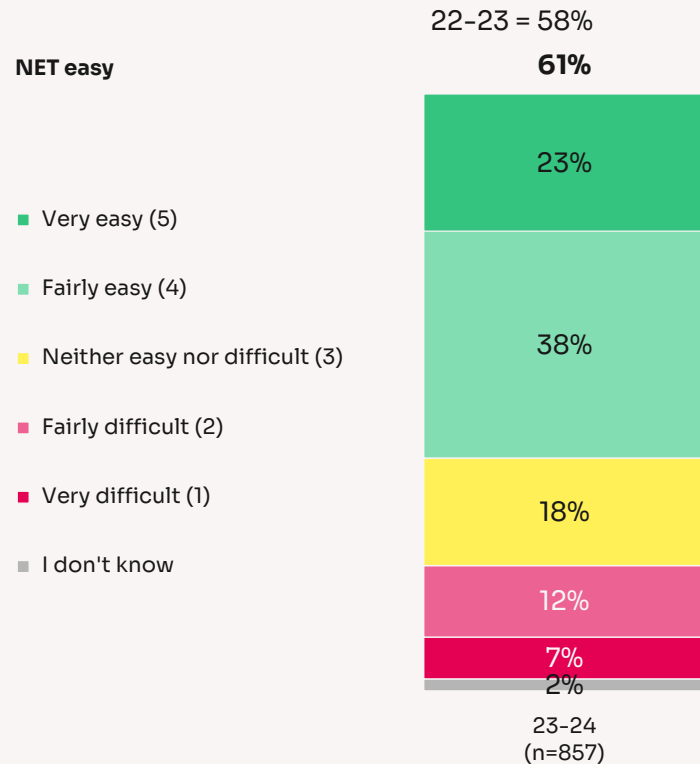
Base: All participants 2023-24 (n=6160).

↑ ↓ Arrows denote significant positive or negative change vs previous time period.  
Significance testing to 95%.

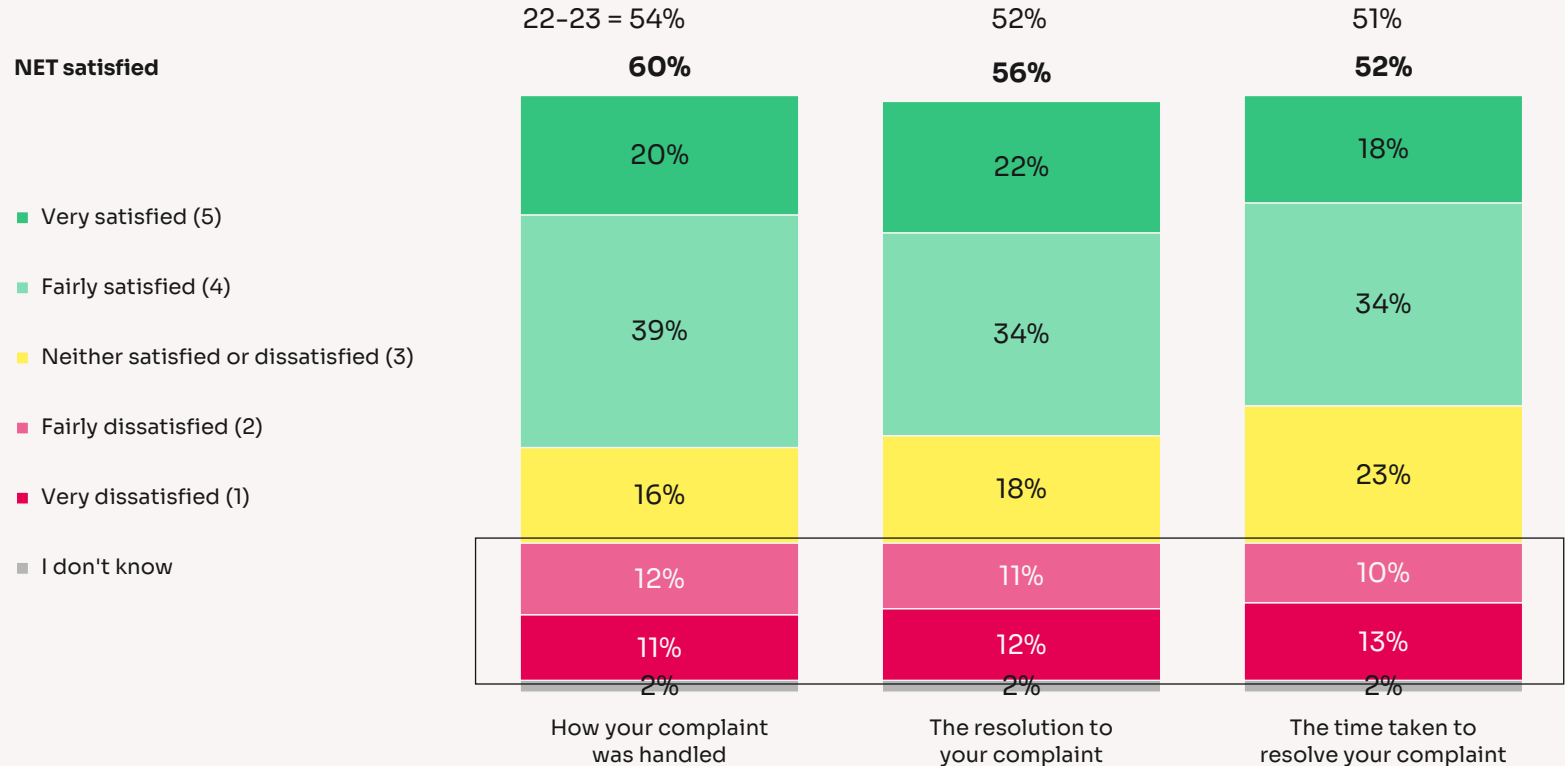
# 6 in 10 found the complaints process easy. Satisfaction with complaint handling has improved slightly, however almost a quarter remain dissatisfied

## Ease of complaining and satisfaction

### Ease of complaining to the Royal Mail



### Satisfaction with...



Source: Residential Postal Tracker.

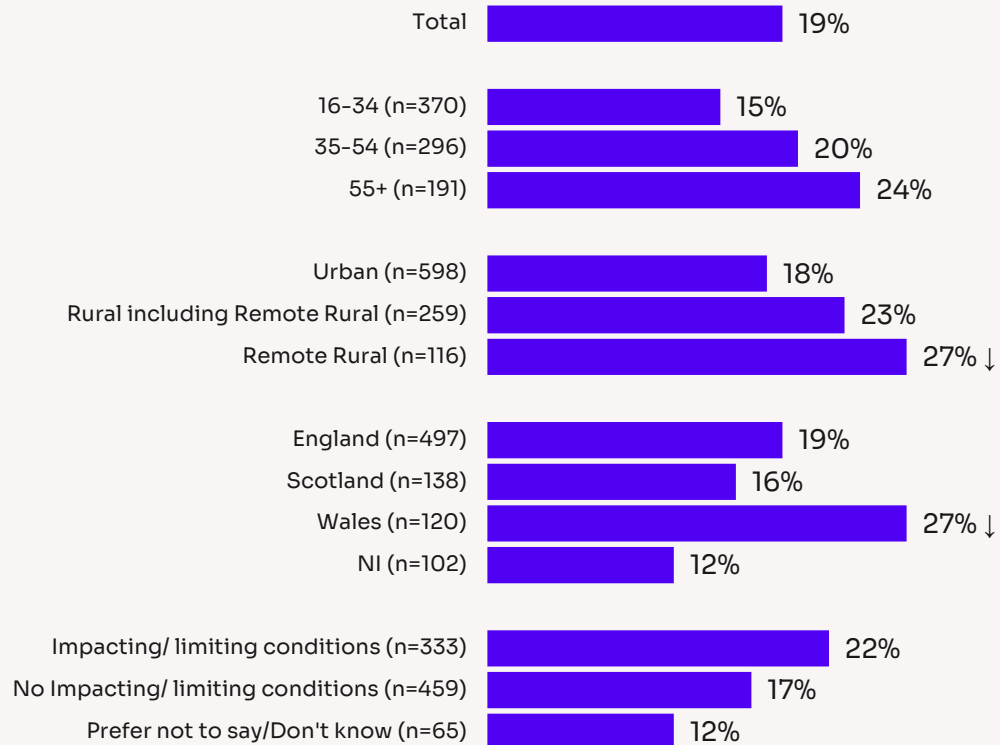
F4. (Old QH5) How easy or difficult did you find it to make a complaint about Royal Mail? F6. (Old QH7) Thinking of Royal Mail's response to your complaint, how satisfied were you with...

Base: Those who complained to Royal Mail (n=857).

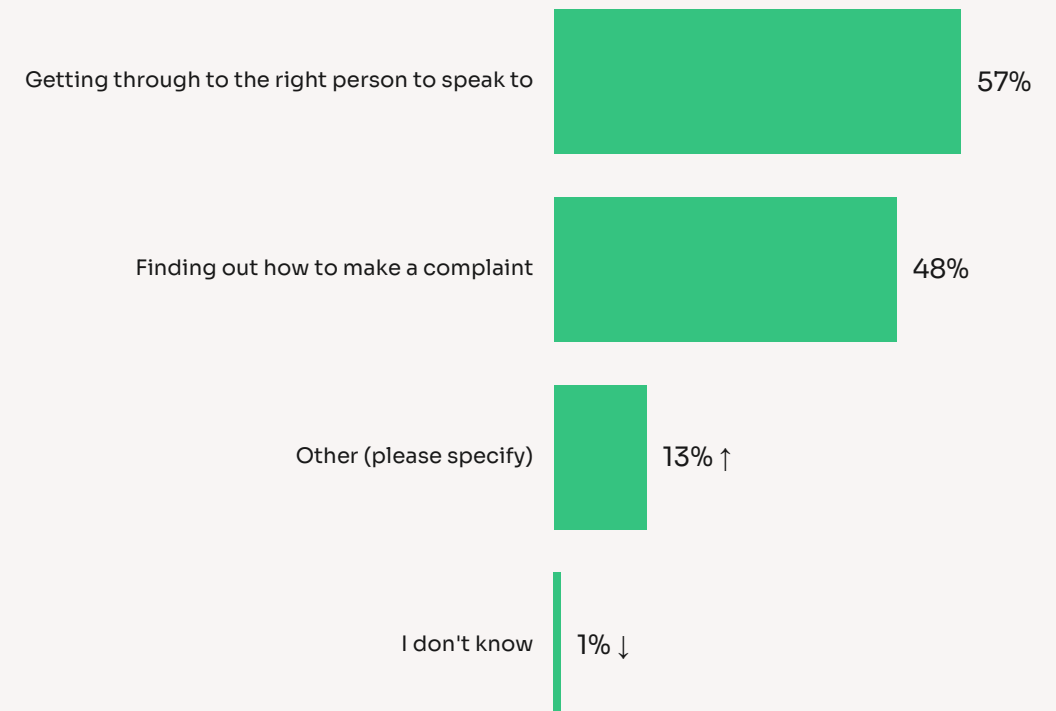
# Older individuals and those in rural areas are generally more likely to find it difficult to complain

## Difficulties making complaints to the Royal Mail

% NET Difficult to complain



What was difficult?



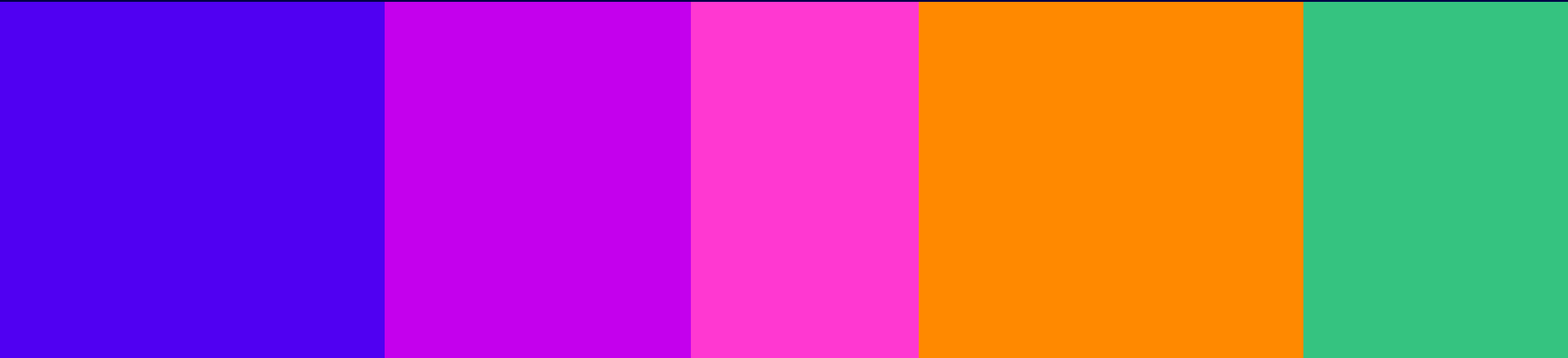
Source: Residential Postal Tracker.

F4. (Old Qh5) How easy or difficult did you find it to make a complaint about Royal Mail? F5. (Old QH6) What was difficult about making the complaint to Royal Mail?

Base: Those who complained to Royal Mail (n=857) Those who found it difficult to complain (n=170).

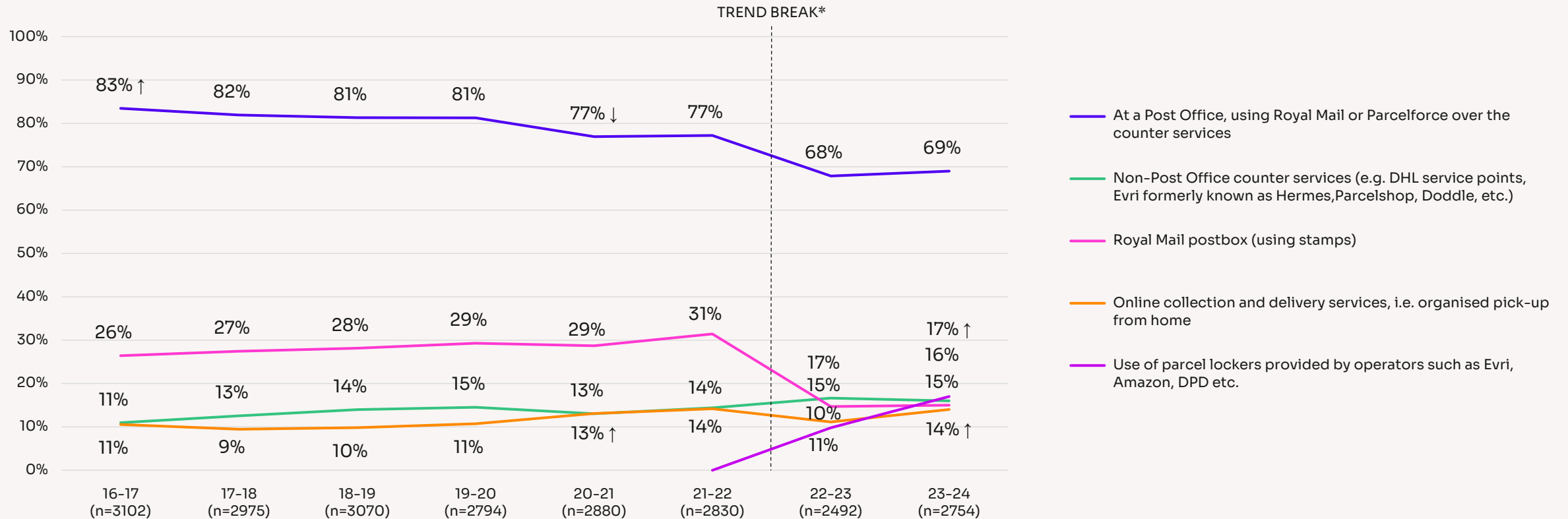
↑ ↓ Arrows denote significant positive or negative change vs previous time period.  
Significance testing to 95%.

# Parcel sending



# Whilst the Post Office remains the most common way to send parcels, use of parcel lockers and online collection and delivery services has significantly increased

## How parcels were sent



\*Note that in 2022-23 we included those sending items which need a signature/other important items.

Source: Residential Postal Tracker.

13. (Old QD6) How did you send the parcels you've sent in the last month?

Base: Those sending parcel post in the last month – Sample sizes shown on chart.

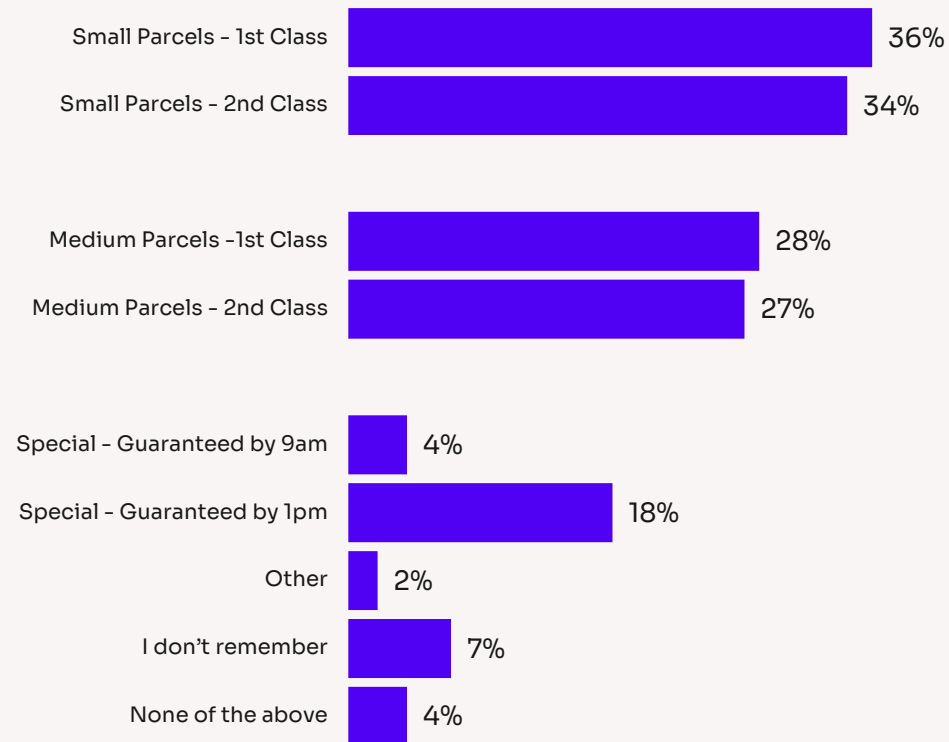
↑ ↓ Arrows denote significant positive or negative change vs previous time period.  
Significance testing to 95%.



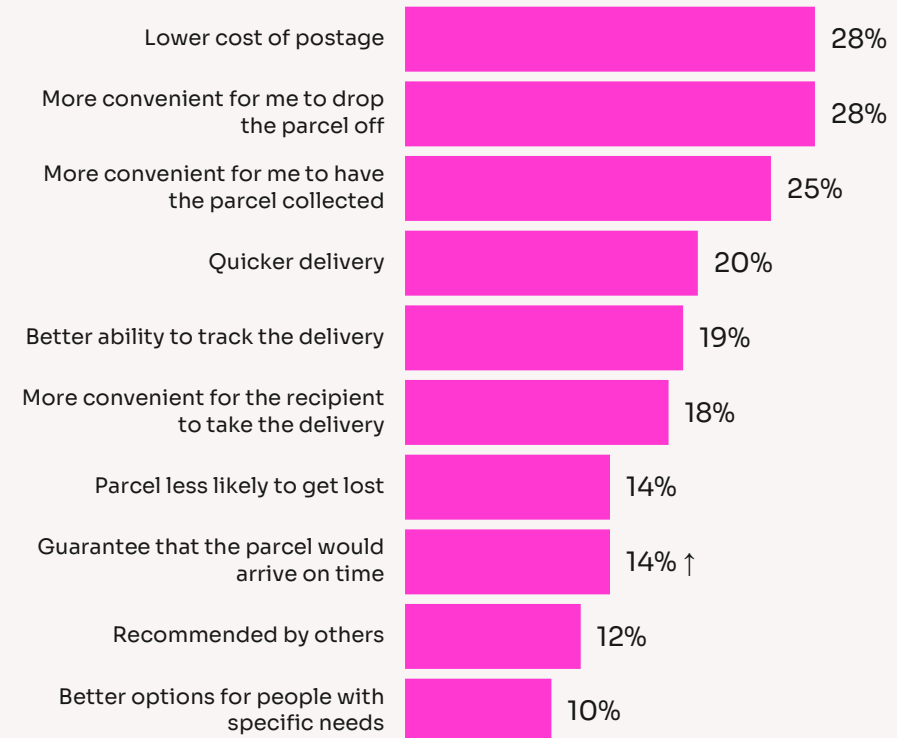
# Royal Mail users are similarly likely to have used 1st and 2nd Class options for sending parcels, while cost and convenience are the key drivers to alternatives

## Parcel sending options

### Royal Mail service used



### Why chose a non-Royal Mail Provider (Showing Top 10 reasons)



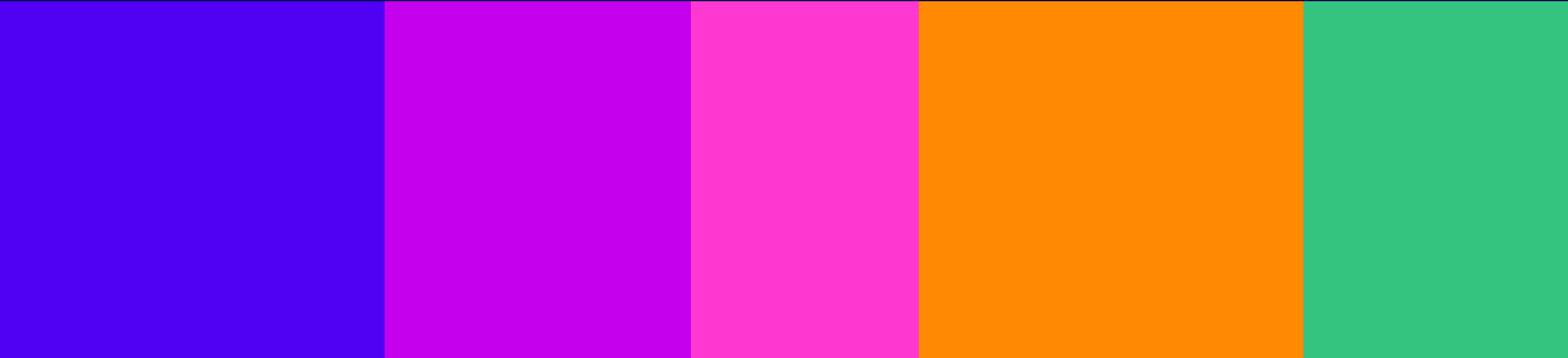
Source: Residential Postal Tracker.

I4. (Old QD9) Which, if any of these Royal Mail products have you used to send parcels in the last month? I5. (Old QD7) And why did you [SHOW ONLY IF CODES 1 OR 2 SELECTED AT I3 – sometimes] choose not to use a postbox or Royal Mail/Parcelforce over the counter services at a Post Office to send your parcel/s?

Base: Those sending parcel post by Royal Mail (n=2117) Those sending via other means (n=1016).

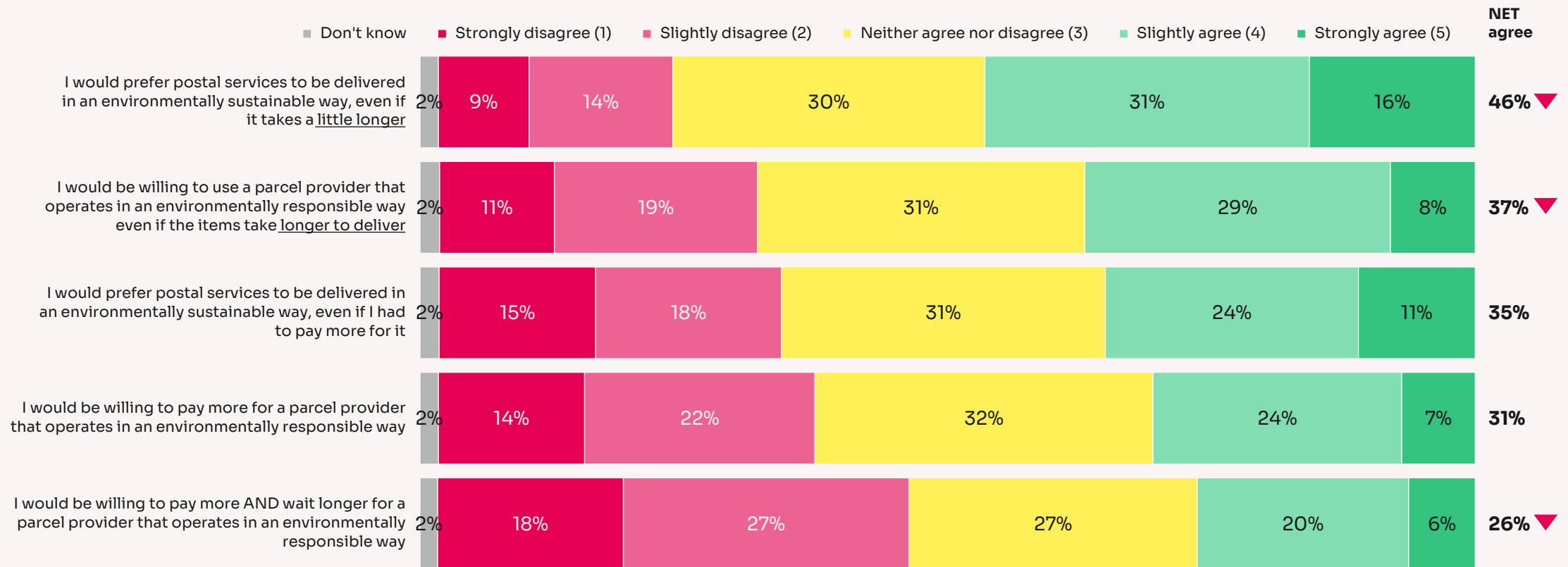
↑ ↓ Arrows denote significant positive or negative change vs previous time period.  
Significance testing to 95%.

# Sustainability



# Postal users are more willing to compromise on service speed than on cost for more sustainable delivery, though this has declined year on year

## Attitudes towards environmental sustainability



**Method note:** Online more likely to say they are willing to pay.

Source: Residential Postal Tracker.

C3. Here are some statements that other people have made about sending and receiving post. To what extent do you agree or disagree with each one? I7. How much do you agree or disagree with the following statements...

Base: All participants 2023-24 (n=6160).

▲ ▼ Arrows denote significant positive or negative change vs previous time period.  
Significance testing to 95%.