

REAL ESTATE
EAST

AUGUST
2 0 2 2

MICHELE *S* NEDA
SCHULER PERRINA



WELCOME TO

August



Michele

MICHELE SCHULER

**GLOBAL REAL ESTATE BROKER
FOUNDING MEMBER BELLEVUE**

michele@theschulerteam.com | 206.992.2013



Neda

NEDA PERRINA

**GLOBAL REAL ESTATE BROKER
FOUNDING MEMBER BELLEVUE**

neda.perrina@rsir.com | 206.218.8589

How would we describe our current real estate market? Well, the words “nuanced” or “fickle” come to mind.

Despite the news concerning housing downturn predictions, the Eastside, Mercer Island and Bainbridge Island markets continue to see strong activity, albeit a slowing from the frenetic pace of Q1 and the first half of Q2.

To use a car analogy, we have been traveling in the Covid economic stimulus era at 120 MPH and we have had to pump the brakes rather abruptly and have slowed to 60-80 miles per hour: Still fast, but at a remarkably slower pace than the last two years.

Why? Several factors:

1. The Covid economic stimulus era is over.
2. The stock market has eroded in value significantly this year (Nasdaq lost 30% in the first half).
3. Inflation / Fed monetary policy: Interest rates have gone up, this year from about 3% to almost 5-6% (depending on product).
4. Seasonality—the summer/early fall is when we generally have the highest inventory levels.

Unfortunately, we saw all those forces collide, at once, slowing the pace of the market much more dramatically than we have in prior years.

So, what does that look like for you?

As a Seller, “premium” pricing is no longer in the cards. Pricing is critical and homes must be market-priced to attract the greatest number of Buyers. Sellers must get back to

focusing on the five “P’s”: Product, Price, Promotion, Place, and People. Gone are the days of just putting a sign in the yard and expecting multiple offers, so it is imperative that you have strong advocates working on your side to ensure you have the best positioning! Demand continues, for view homes, waterfront homes, or very well priced, positioned and promoted homes.

As a Buyer, think “opportunity.” This is your opportunity to finally purchase a home at market price vs. premium pricing! You now have choices, more time to do proper due diligence on the home you intend to purchase, and you still will benefit from historically low interest rates. Gone are the days of queuing up to tour homes, spending just 15 minutes racing through a house, drafting offers with zero contingencies, only to lose. But remember, this remains a Seller’s market, so the expectation that you are going to extract a killer deal or huge discount is probably not in the cards.

What do we think is going to happen for the balance of 2022 and forward looking?

The greater Seattle area is still incredibly popular, with tremendous job growth. This, coupled with a continued housing shortage with no end in sight means (in economic terms), we will see price appreciation in the long-term. In the short-term, we expect more moderate price appreciation, but still respectable as compared to other investment vehicles.

The lifestyle offerings, quality of life, and cost of living remain attractive to buyers, and we expect a continued net in-migration into the

state (in particular, our friends from California). As we all know, conditions are changing in the form of rising inflation and higher mortgage rates. These factors will impact some Buyers’ purchasing abilities, and cash Buyers will have the advantage.

Both Sellers and Buyers should get into the habit of consulting their real estate professional on a weekly or monthly basis to stay alert and identify opportunities as the overall market shifts.

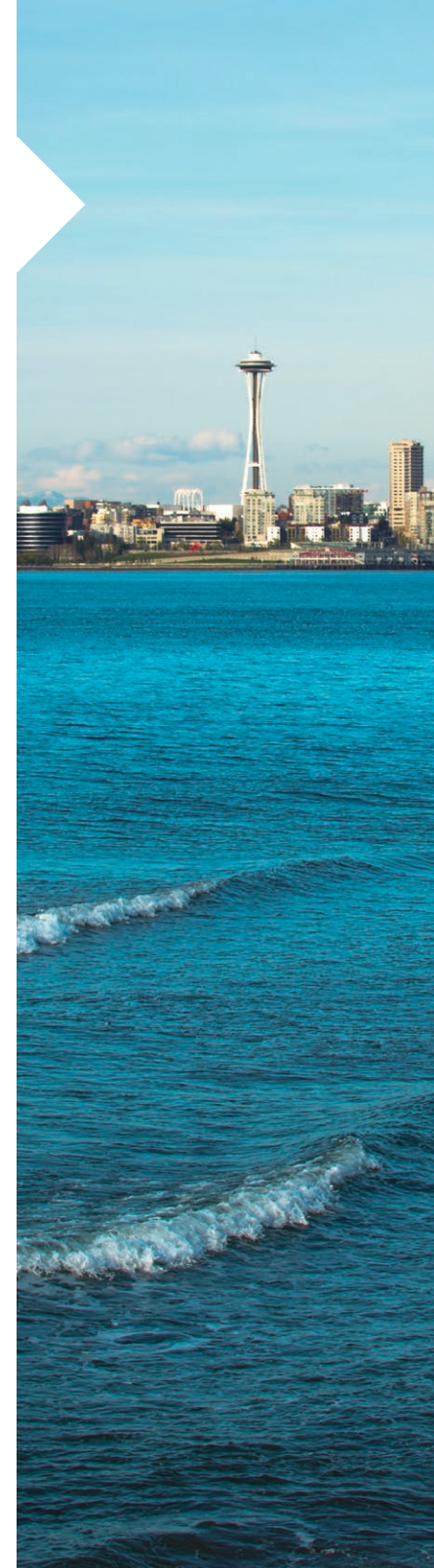
Despite the market trends, our company continues to transact and produce results that surpass the market averages. We win bidding wars, we get record prices for our sellers, and we find ourselves incredibly blessed with our position as market leaders as we move into the second half of 2022. With the right team, the right market knowledge, and the right strategy, anything is possible. We look forward to being in your corner for the rest of 2022 as our goal is to educate and protect our clients from making critical mistakes in the ever-changing housing market.

As always, we would love to catch up over coffee or a glass of vino!

TABLE OF CONTENTS

- 4 - 5 It Takes a Team
- 6 - 11 Neighborhood Spotlight: Waterfront Living
- 12 - 17 Representation by True Experts
- 18 - 21 Lender Spotlight: Khue Dang
- 22 - 23 Where’s My Home? Buyer Needs
- 24 - 25 Local Business Spotlight: Charcuterina
- 26 - 27 What to Do This Summer & Fall
- 28 - 29 IT Market Spotlight: Florida
- 30 - 31 Food for Thought

MICHELE SCHULER & NEDA PERRINA



IT TAKES A TEAM

The team shares their ideal living situations in this “vacation edition” all about destinations.



Michele

What are the favorite international and national destinations you've been to so far?

Costa Rica, internationally. Domestically, I love Carmel.

What did you like most about them?

In Costa Rica it's Pura Vida—I loved how kind, happy and helpful everyone was, how incredibly lush and scenic the vegetation was, the beaches (almost 100% of the coastal areas are protected), and of course, the wildlife!

What are your next national and international go-to places?

Domestically, I would love to check out Nashville and the music scene there. Internationally, I'd like to go to Italy—specifically the Amalfi Coast, Vesuvius, Pompeii, Sorrento, and Capri.

Do you seek adventure or relaxation during vacation?

Ideally, I would love a combination of adventure, sightseeing, and relaxation—I love to get off the beaten path.

Do you like to have an itinerary planned or are you an improviser?

I like to have a rough itinerary but lean on the locals to improvise and I certainly don't want a heavily scheduled vacation (that sounds like work!).

What is the one thing you always travel with?

My phone...and my computer.

What's the first thing you do when you get home from a long trip?

My kids would tell you I'm a little OCD. I clean my house before I leave so I come home to a perfect place. I generally have groceries scheduled to arrive that day as well, so I start unpacking, doing laundry, and get settled back in quickly. Then I hurry to pick up my pup, Frankie.



Neda

What are the favorite international and national destinations you've been to so far?

The Amalfi Coast is stunning. We typically start in Ravello and make our way down the coastline until we hit Positano, which is my favorite.

What did you like most about them?

What's not to love? The food, culture, style, and weather are pure perfection.

What are your next national and international go-to places?

Next stop in the USA is the Ferrari Challenge Race in September at the Sonoma Raceway. Internationally, we will head to Imola, Italy (just outside of Florence) in October for the Final Mondiali Race.

Do you seek adventure or relaxation during vacation?

Relaxation is always the intent, unless our vacation is at the racetrack.

Do you like to have an itinerary planned or are you an improviser?

Personally, outside of the flights and hotel accommodations, now that our children are seven and eight, we can be more flexible and like to just see where the day takes us.

What is the one thing you always travel with?

A handheld clothing steamer.

What's the first thing you do when you get home from a long trip?

Unpack and start laundry! I will always unpack our bags right away, even if we get home at midnight.



Marta

What are the favorite international and national destinations you've been to so far?

India and Hilo in Hawaii.

What did you like most about them?

In India, I was lucky enough to travel with locals, so we were out of all the tourist places and got to enjoy a real experience (Indian wedding included!). In Hilo, I fell in love with the abrupt nature and landscape contrast. I happened to be there right after the 2018 volcanic eruption so I could see all the green in contrast with the lava erosion.

What are your next national and international go-to places?

Thailand and New Orleans!

Do you seek adventure or relaxation during vacation?

Adventure, 100-percent. I know...it can be tough going on vacation with me as I don't do well just relaxing.

Do you like to have an itinerary planned or are you an improviser?

I love to have an itinerary and I really enjoy the planning—that's when my vacation starts! I don't like the typical tourist activities, so I need to do research in advance. Resting is never an option.

What is the one thing you always travel with?

An itinerary...I feel ashamed now!

What's the first thing you do when you get home from a long trip?

Unpack, do laundry, and upload all the photos to the cloud. I promise I'm a fun person.



Spencer

What are the favorite international and national destinations you've been to so far?

International, Zihuatanejo and national, Whitefish, Montana.

What did you like most about them?

Zihuatanejo is a smaller town just outside the typical tourist traps surrounding Ixtapa. The beaches are quiet. It's the perfect place to relax! Whitefish is the best balance of things to do and nothing to do. Fantastic restaurants, adventures, and distance from the hustle and bustle make this area a great place to unplug without being stranded in the middle of nowhere.

What are your next national and international go-to places?

Would love to take a road trip through the original 13 colonies of the United States and then hop on a plane to Switzerland to take the Glacier Express to Zermatt for Christmas.

Do you seek adventure or relaxation during vacation?

I prefer a mix of both. Full cultural immersion is how I like to travel.

Do you like to have an itinerary planned or are you an improviser?

There's typically several things on the itinerary, with lots of room on the calendar for impromptu experiences as they come up.

What is the one thing you always travel with?

A toothbrush.

What's the first thing you do when you get home from a long trip?

Pour a stiff drink before diving back into emails and the calendar.

NEIGHBORHOOD SPOTLIGHT THE WATERFRONT

THE MOST COVETED PROPERTY LIFESTYLE

The beautiful landscapes of the Pacific Northwest aren't complete without our water views. From in-city waterfronts along our lakes and the majesty of the Puget Sound to island living and vistas along Washington's scenic port towns, there's nothing like finding a piece of shoreline to call your own. In the latest waterfront report, Realogics Sotheby's International Realty observes two years of trends in Western Washington's most sought-after destinations.

All reports presented are based on data supplied by the Northwest MLS. Neither the Associations nor their MLSs guarantee or are in any way responsible for its accuracy. Data maintained by the Associations or their MLSs may not reflect all real estate activities in the market. Information deemed reliable but not guaranteed.

Want more about the Waterfront market? Want to talk about trends in your neighborhood? Give us a ring—we're always happy to dive into data.

WHAT'S HAPPENING IN KING COUNTY

Avg. Price Per Sq. Ft.

All Price Ranges



\$748

JUNE 2022

+13% from June 2021

Avg. Sales Price

All Price Ranges



\$2.2M

JUNE 2022

+8% from June 2021

Avg. Days on Market

All Price Ranges



19

JUNE 2022

-42% from June 2021

of Homes Sold

All Price Ranges



728

JUNE 2022

-5% from June 2021

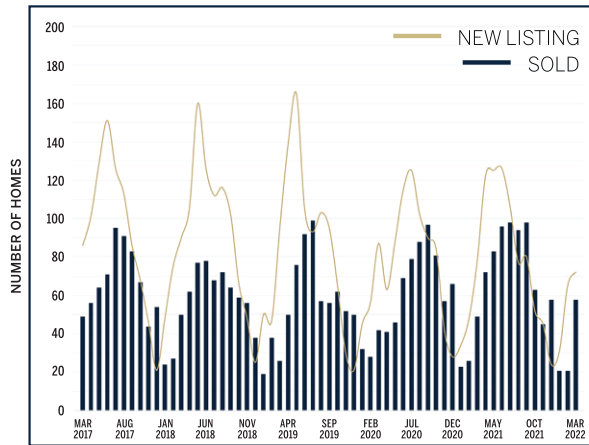
HEED THE CALL OF THE WATER TODAY.

In the 2022 waterfront report, Realogics Sotheby's International Realty explores what the market has looked like over the past two years and observes seasonal trends from the last five. Here we dip our toes into some median sale price fundamentals by county.

Contact us today for a complimentary print or digital copy of the report and explore whether the market is destined for fair winds or a squall.

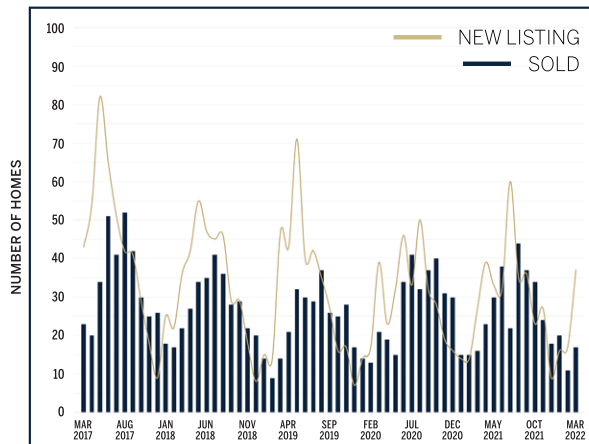
KING COUNTY

In 2021, the number of closed waterfront home sales peaked in June, with July a close second. That's when the median sold price peaked as well. It was in the seven figures in May, June, August, and September.



KITSAP COUNTY

Bainbridge Island drives the highest waterfront prices in Kitsap County, but coveted residential shorelines are found all over the region. The median sold price peaked in July, but August saw the highest number of sales closings.



609 Evergreen Point Road, Medina
Offered at \$21,500,000

waterfrontmedina.com



The real estate market is making waves. What's ahead for the waterfront home market? Connect with Michele and Neda to get a copy of the 2022 Waterfront Report and talk about where this market has been and what's on the horizon.



WHAT WE'RE EATING & DOING

Maggie Bluff's



Michele

What to Order:
I always get Maggie's Classic Burger with a Beyond Burger patty.

Situated near Elliott Bay Marina, Maggie Bluff's offers American comfort food set against the backdrop of ocean views. Menu highlights include sandwiches, burgers, and house made soups, and other favorites that are as delectable to enjoy as the outstanding Seattle views. They do also allow well-behaved dogs to join diners on the patio.

maggiebluffs.com

Westward



Samantha

What to Order:
I love the Oysters and the Polenta Fritters.

Perched on the north shore of Lake Union, Westward provides Mediterranean-style cuisine that focuses on local seafood within a nautical-themed restaurant with patio views. They offer an evolving menu focusing on fresh ingredients that change with the seasons, plus their outdoor area includes a large deck, firepit and beach area—the perfect waterfront dining experience!

westwardseattle.com

Como



Neda

What to Order:
Start with Fried Artichoke Hearts, then Rigatoni, and finish with a Mista Salad.

Dedicated to cuisine rooted in the Lombardia region of Italy near Lake Como, this establishment at Carillon Point provides food that is as excellent as the views. They have a fantastic dinner menu for a romantic evening and are also open for lunch on Saturdays from 11:30am until 2:30pm. A must-try!

comousa.com



Spencer

What to Order:
Their Goat Cheese Agnolotti Pasta and Peruvian Steak Bites are to die for.

Nestled close to Pike Place Market, Aerlume Seattle honors the freshest ingredients of the season and draws inspiration from the light and airy interior of the restaurant space. They have some of the most gorgeous views in the city including an indoor fire table which makes gatherings that much cozier.

aerlumeseattle.com

Idylwood Park



Marta

What to Do:
I love picnics there! It's also a great place to paddleboard.

Located on Lake Sammamish in Redmond, Idylwood Park is a 17-acre park complete with a swimming beach, canoe rentals, boat ramp, playground, and bathhouse. Some visitors like to fish from the beach or pier, have a picnic under the shelter, or head out for an aquatic activity by paddleboard, kayak or beyond.

redmond.gov

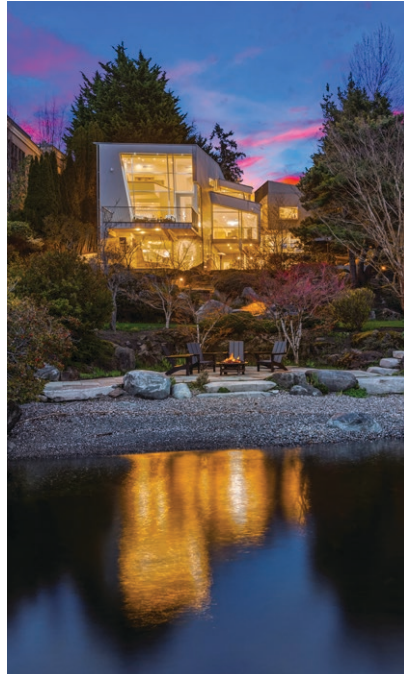
AERLUME



REPRESENTATION BY TRUE EXPERTS

Whether you are in the market to buy or sell, with your sights set around the corner or around the world, we're here to help.

ON THE MARKET



609 Evergreen Point Road, Medina

The epitome of modernism takes center stage in this Wendell Lovett designed residence nestled on the Medina's famed "gold coast." Extraordinary architecture in its purest form. No expense spared and composed to accentuate the site with actions of water, wind and sun accounted for. Light-filled main plus guest wing balances private and shared space. Covered BBQ area, gorgeous plantings and an incomparable 125' of low-bank waterfront on the most coveted shoreline in the PNW. The perfect palette for the future steward, whether it's moving in today, remodeling it for the future, or building an entirely new dream residence on this irreplaceable property.

4 Bedrooms | 6.5 Baths | 6,920 Square Feet

Offered at \$21,500,000

waterfrontmedina.com



49 Cascade Key, Bellevue

Incredible Lake Washington waterfront home nestled upon 90 feet of coveted canal front with boat moorage in Newport Shores! Prominently sited at the base of Cascade Key, this magnificent residence embodies the beloved prairie style of architecture with an emphasis on nature, craftsmanship, and simplicity.

4 Bedrooms | 3 Baths | 3,830 Square Feet

Offered at \$5,598,000

newportshoreswaterfront.com



99 Union Street #1102, Seattle

Elevate your in-city lifestyle at the Four Seasons Private Residences—perched at the water's edge near the Great Wheel, waterfront, Seattle Art Museum, Benaroya Hall and dining. Entry foyer and corridor with gallery walls sets the stage for fabulous living and views of the Puget Sound, Olympic Mountains, and Mt. Rainier.

2 Bedrooms | 2.25 Baths | 3,135 Square Feet

Offered at \$9,700,000

downtownseattleluxury.com



9343 NE Yama Ridge Lane, Bainbridge Island

A once-in-a-lifetime opportunity on Bainbridge Island in this Napa Farmhouse-inspired estate with a distinctively Pacific Northwest palette. Privately sited on 5.33 acres between Fort Ward and Blakely Harbor, and built with the utmost attention to detail. If a picture is worth a thousand words, a visit will leave you breathless.

5 Bedrooms | 6.5 Baths | 8,241 Square Feet

Offered at \$5,498,000

bainbridgeestate.com



1831 177th Avenue NE, Bellevue

A fantastic find right in Microsoft's backyard! Lovingly remodeled from top to bottom, classic architectural lines serve as the palette for modern fixtures and thoughtful appointments. Entertainer's dream with cedar porch, balcony, an oversized deck for BBQs, and a fully fenced backyard backing to an open space.

5 Bedrooms | 3.75 Baths | 2,680 Square Feet

Offered at \$1,750,000

1940875.rsir.homes



6522 34th Avenue NE Unit A, Seattle

Built as a standalone residence in 2018, this four-bedroom home offers modern architecture and a fresh perspective with design features that cater to your needs. An open floor plan on the main affords great flow for daily life and hosting with a kitchen island as the center point for conversations. No HOA or rental cap, easy access to PCC, U-Village and light rail.

4 Bedrooms | 2.5 Baths | 1,826 Square Feet

Offered at \$1,186,550

1957457.rsir.homes



4 West Lee Street, Seattle

Elevated living nestled atop Queen Anne primed for seamless daily living and entertaining: soaring 10-foot ceilings and maple hardwoods meet thoughtful appointments across five levels of living space. The crowning jewel is a top floor with wet bar and rooftop deck to enjoy views of the Puget Sound and Olympics.

3 Bedrooms | 2.5 Baths | 2,131 Square Feet

Offered at \$1,708,000

1963066.rsir.homes

SOLD PROPERTIES

When choosing a real estate team, you'll have experience, reliability, individual strengths, and a combined knowledge of the real estate market working collectively to help you meet your real estate goals. Our driving ambition is to go the extra mile for you. As a team, we strive to consistently deliver accountable results for our clients with total integrity and transparency.



Bainbridge Island | Sold \$1,500,000
Seller Represented



Seattle | Sold \$1,950,000
Seller Represented



Mercer Island | Sold \$3,398,000
Seller Represented



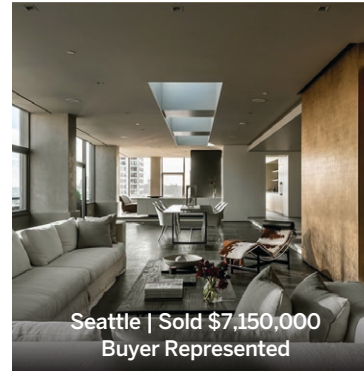
Seattle | Sold \$1,250,000
Seller Represented



Mercer Island | Sold \$4,000,000
Seller Represented



Bainbridge Island | Sold \$2,575,000
Seller Represented



Seattle | Sold \$7,150,000
Buyer Represented



Clyde Hill | Sold \$3,325,000
Buyer Represented



Bainbridge Island | Sold \$1,500,000
Seller Represented



Kirkland | Sold \$1,025,000
Buyer Represented

MORTGAGE UPDATES

- Khue Dang, Mortgage Loan Officer, NMLS# 244232, PNC Bank

Considering the true cost of waiting to purchase in today's mortgage climate.

A look at your future on a 7-year ARM.

As I reported back in June, many buyers have been opting for adjustable rate mortgages (ARM) to combat rising interest rates. These can be a great option to finance a home purchase at a lower interest rate while offering stability in a rate and monthly payment. This month, we look at the cost of waiting to purchase in relation to the 7 Year ARM.

Our ARM loans are fully fixed and guaranteed for the first 7 or 10 years of the loan. Many people tend to refinance or sell and move every 5 to 7 years on average. By this logic, for many people, an ARM loan is a perfect fit!



If you consider this type of loan, I will fully explain the pros and cons of it to you—it's a great option that should not be overlooked right now!

Khue Dang
Mortgage Loan Officer

NMLS ID: 24432
PNC Mortgage Greater Seattle
206.854.5115
khue.dang@pnc.com

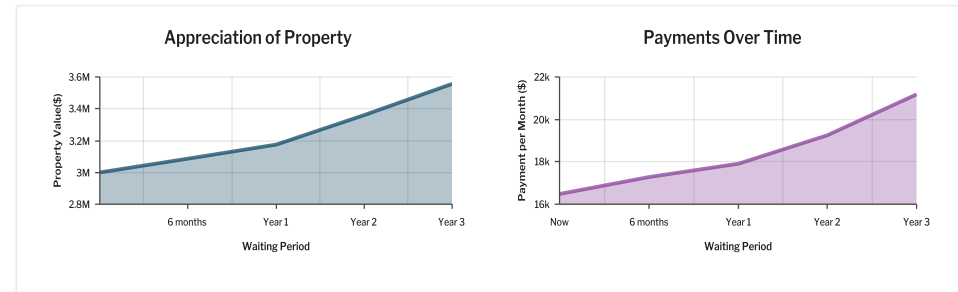


Cost of Waiting (\$3,000,000)

King County, WA

	Loan Today (7 year ARM)	Waiting 6 months	Waiting 1 year	Waiting 2 years	Waiting 3 years
Property Name	Mercer Island	Mercer Island	Mercer Island	Mercer Island	Mercer Island
Property Value	\$3,000,000	\$3,086,319 2.88%	\$3,175,122 5.84%	\$3,360,468 12.02%	\$3,556,632 18.55%
Loan Amount	\$2,650,000	\$2,726,248	\$2,804,691	\$2,968,413	\$3,141,692
Term	30 years	30 years	30 years	30 years	30 years
Down Payment	\$350,000	\$360,071	\$370,431	\$392,055	\$414,940
Rate	4.125%	4.375%	4.5%	4.75%	5.25%
APR %	4.374%	4.697%	4.909%	5.303%	5.942%
Fixed/ARM	Conv. ARM 7/1	Conv. ARM 7/1	Conv. ARM 7/1	Conv. ARM 7/1	Conv. ARM 7/1
Mortgage Insurance	\$1,016	\$1,045	\$1,075	\$1,138	\$1,205

(Forecast based on MBA Mortgage Rate & MBS Highway Home Value Projections)



Cost of Waiting Analysis				
Compared to 7 year ARM Today	Waiting 6 months	Waiting 1 year	Waiting 2 years	Waiting 3 years
Payment Difference	\$798	\$1,427	\$2,763	\$4,694
Annual loss in cash flow	\$9,570	\$17,121	\$33,161	\$56,332
Loss in Property Appreciation	\$86,319	\$175,122	\$360,468	\$556,632
Amortization Lost	\$22,596	\$45,663	\$93,246	\$142,829
Total Cost of Waiting	\$108,915	\$220,785	\$453,714	\$699,461

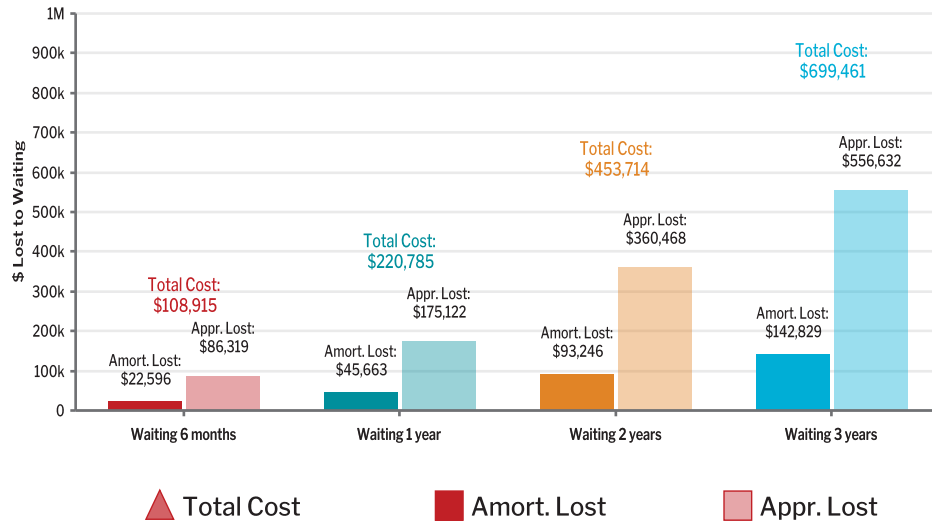
How much will it cost you to wait 1, 2 or 3 years? These charts compare all of the costs and payments if you were to take out your loan today, versus 1, 2 and 3 years. The Property value changes are based on the MBS Highway forecasts for each county, but can be adjusted. The Interest Rate changes are based on the MBA forecasts, but can also be changed. The down payment amount assumes that you will want to keep the same LTV, so if the home price increases in the future, the down payment will increase accordingly.



Powered By MBS Highway

Loan and monthly payment buying scenarios used for informational purposes only and may not be specific to your situation. Rates expressed may not be available at this time. This document should not be construed as investment or mortgage advice or a commitment to lend. Your results may vary. There are no guarantees, promises, representations and/or assurances concerning the level of accuracy you may experience. For actual and current terms and rate information, please contact your lender directly. APR of 4.374% assumes a 4.325% simple fixed interest rate assuming \$2,000 in fees included in APR. Monthly principal and interest payment based on a fully amortizing fixed interest loan of \$2,650,000 with 360 monthly payments at the assumed simple interest rate (Current as of 7/8/2022). *Lender is not a tax consultation firm. Please seek advice from a tax professional. MLS Data provided by Listing Broker. Monthly expenses may or may not include condominium or HOA fees, if applicable, your payment may be greater.

Cost of Waiting: 7 year ARM Losses from Appreciation and Amortization



Khue Dang
 Mortgage Loan Officer
 NMLS ID: 24432
 PNC Mortgage Greater Seattle
 206.854.5115
 khue.dang@pnc.com



Powered By MBS Highway



Loan and monthly payment buying scenarios used for informational purposes only and may not be specific to your situation. Rates expressed may not be available at this time. This document should not be construed as an investment or mortgage advice or a commitment to lend. Your results may vary. There are no guarantees, promises, representations and/or assurances concerning the level of accuracy you may experience. For actual and current terms and rate information, please contact your lender directly. APR of 4.374% assumes a 4.525% simple fixed interest rate assuming \$2,000 in fees included in APR. Monthly principal and interest payment based on a fully amortizing fixed interest loan of \$2,850,000 with 360 monthly payments at the assumed simple interest rate (Current as of 7/8/2022). *Lender is not a tax consultation firm. Please seek advice from a tax professional. MLS Data provided by Listing Booster. Monthly expenses may or may not include condominium or HOA fees. If applicable, your payment may be greater.

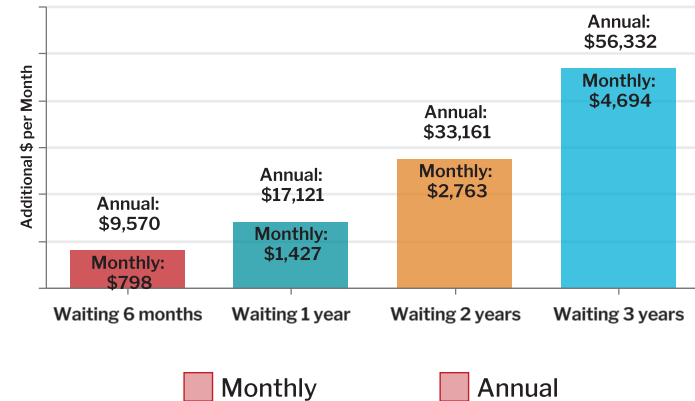
Additional Cash Required



Waiting 3 years	\$64,940 more required
Waiting 2 years	\$42,055 more required
Waiting 1 year	\$20,431 more required
Waiting 6 months	\$10,071 more required

See how much more cash you will need to bring to the closing table in order to close 1, 2 and 3 years later. The cost increase assumes that you will want to keep the same LTV, so if the home price increases in the future, the down payment will increase accordingly.

Cost of Waiting: 7 year ARM Loss in Cashflow



If the home you are looking to purchase appreciates and rates increase, you could be paying much more if you wait 1, 2 or 3 years. The chart above shows how much more, on a monthly and annual basis, you will have to pay.



This is an advertisement. PNC Bank and Realogics Sotheby's International Realty are not affiliated. PNC Bank, Bellevue, WA; NMLS ID# 244232 (pnc.com). 206-854-5115. Copyright© 2022. All Rights Reserved. This is not an offer to enter into an agreement. Not all customers will qualify. Information, rates, and programs are subject to change without prior notice. All products are subject to credit and property approval. Not all products are available in all states for all dollar amounts. Other restrictions and limitations apply. 🏠



WHERE'S MY HOME?

We have buyers ready to write an offer in the following areas. Reach out if you know of someone looking to sell!



EASTLAKE (AND SURROUNDINGS)

Condo
2 Bedrooms
2 Bathrooms
Deck and Storage are a Must
Up to \$650K



NEWCASTLE/ LAKEMONT/ NEWPORT SHORES

Newer Construction
5 Bedrooms
Large Private Yard
Up to \$3.5M



LAKE WASHINGTON – NORTHWESTERN EDGE

Views of the Lake and Cascades
3 Bedrooms
Primary Bedroom Suite on Main Entry Floor



NORTH SEATTLE

One Level Home
4 Bedrooms
2+ Bathrooms
Up to \$1.4M



CAMANO ISLAND

2,500+ SF Home
Up to \$1.5M



NORTH MERCER ISLAND OR WEST BELLEVUE

Up to \$6M



NORTH MERCER ISLAND

Rambler or Townhome
Up to \$1.5M



WEST BELLEVUE

Big Views
Up to \$5M

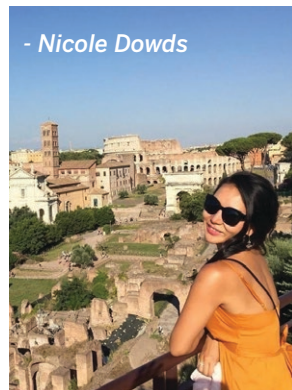


BAINBRIDGE ISLAND

0.5+ Acre(s)
Private
3,000+ SF Home
Up to \$1.7M

BUSINESS SPOTLIGHT

An Interview with Nicole Dowds, Owner of



- Nicole Dowds



This month we are spotlighting Nicole Dowds, a food stylist who creates gorgeous charcuterie products that draw upon her passion for art, culture, nature, people, and good food.

How would you describe Charcuterina?

We're specialized in Charcuterie board and grazing tables that were inspired by the rich Italian food culture when I studied in Italy. We focus on artistic presentation and high quality. Our goal is to provide an elevated experience for our client's occasion.

How long have you been in the business?

Charcuterina LLC was founded in August 2021 on Mercer Island.

Did you always know this is what you wanted to do?

Honestly, I never thought about doing this as my work since it's been my big hobby (smile). I used to cook and host dinner parties as I love sharing good food and seeing their smiles. I am very passionate about food, art, and elegant table setting.

My dear friends told me "Nicole, you were born to do this!!" And, I had to agree.

What was your mission at the beginning?

Our mission statement is "Food builds community, connection, and shared experience."

I am an avid world traveler and I travel the world for good food, art, and culture. I wanted to bring both beautiful and healthy food (we use organic and non-GMO products) and provide elevated experiences for our clients.

What are your biggest challenges?

There are so many charcuterie businesses (catering services) in the Seattle area. Competition is good to have, but my focus is on product quality rather than advertising.



The biggest challenge is being recognized in the market since we're still new to the business.

What are your plans for the future?

I plan to have several locations as our company is slowly growing. Also, I am extending my business to Italy—I visit Italy two to three times a year for the project. Traveling has been a big part of my life and I understand what most people want when they travel. I am still brainstorming. If I give you a hint, it will be a combination of food, art, and cultural experience targeting world travelers.

What is your favorite part of the work?

I love being creative and seeing clients' beautiful smiles when I bring our products. It's artwork for me. I really enjoy all processes: communicating with clients and learning about their occasion as I design each product differently depending on their theme. Also, I lead charcuterie styling workshops for corporate events (for team building and marketing) and private parties. I walk through step by step how to style their own charcuterie board. It's absolutely my favorite to create a beautiful board and share fun moments with lovely people.

Who should hire Charcuterina?

Anyone who loves and appreciates good eats and art! I have helped with events for family gatherings, birthdays, happy hours, weddings, showers, public art shows, wineries, and corporate events (250+). I also offer event planning that would bring you an elevated experience.

What makes you different from the rest?

I see there are more talented people than me and there are still so many things to learn. What makes me different from others would be my world traveling and educational experiences. I have learned a lot from different people, cultures, history, and food everywhere. So, I have a better understanding of each culture's unique diet and ingredients. My educational background has helped me in efficient business operation, marketing, and communications. I have spent so much time at university, but every experience is priceless.



Learn more at charcuterina.com

Do you own or know of a fantastic local business to feature? Reach out—we'd love to spotlight it!

Charcuterina.com | [Lovecharcuterina](https://www.instagram.com/lovecharcuterina)

WHAT'S HAPPENING THIS SUMMER & FALL

EVENTS WE'RE LOOKING FORWARD TO

CHOMP!

When: August 20
Where: Marymoor Park
Learn More: chomplocal.org



Party on the Plateau

When: August 20
Where: Sammamish Commons Plaza
Learn More: bit.ly/3O6VDzk



Seattle Design Festival

When: August 20-26
Where: Various Locations
Learn More: seadesignfest.org



Evergreen State Fair

When: August 25-30 & September 1-5
Where: Monroe Fairgrounds
Learn More: evergreenfair.org



Arts in The Garden

When: August 26-28
Where: Bellevue Botanical Garden
Learn More: bellevuebotanical.org



Artisan Cheesemakers Festival

When: September 17
Where: Seattle Design Center
Learn More: washingtonartisancheese.com



The Wine Festival

When: September 22
Where: Tam O'Shanter
Learn More: bit.ly/3PpmBDd



Kirkland Oktoberfest

When: September 23-25
Where: Downtown Kirkland
Learn More: oktoberfestkirkland.com



IT MARKET: FLORIDA

When looking at the fastest-growing cities around the country, Florida is a hot area, with seven of the ten top cities. We have partners around the globe, so if you are looking to relocate or buy a second home, reach out to us for a list of recommendations!

In the meantime, here is a sneak peek of the real estate market in four of Florida's fastest-growing cities.



LAKELAND, FL

Median Sold Price: \$277,516

Median Price per Sq. Ft.: \$172

+21.7% Price Increase
(June 2021 to June 2022)

SARASOTA, FL



Median Sold Price: \$495,713

Median Price per Sq. Ft.: \$397

+0.7% Price Increase
(June 2021 to June 2022)

MARKET TRENDS



FORT MYERS, FL

Median Sold Price: \$315,242

Median Price per Sq. Ft.: \$205

+25.8% Price Increase
(June 2021 to June 2022)



OCALA, FL

Median Sold Price: \$244,884

Median Price per Sq. Ft.: \$144

+22.1% Price Increase
(June 2021 to June 2022)

Want to know more about what's happening in the Florida real estate market? Contact Michele and Neda today!

Data from sources deemed reliable but not guaranteed.



beat the heat
popsicles

JELL-O PUDDING POPS

INGREDIENTS

- 1 pkg. (3.9 oz.) JELL-O Chocolate or Fudge Flavor Instant Pudding
- 2 cups cold milk
- Freezer-weight resealable plastic bag
- Ice pop molds

DIRECTIONS

1. Beat ingredients with a whisk for 2 minutes.
2. Spoon into freezer-weight resealable plastic bag; seal bag. Snip off one corner from the bottom of the bag. Use to fill 6 frozen pop molds.
3. Insert pop stick into each mold. Freeze 5 hours or until firm.

FRUIT JUICE ICE POPS

INGREDIENTS

- 1/3 cup sugar
- 2 cups fruit juice, nectar, or puree, such as watermelon, grapefruit, or pineapple
- 1/3 cup of water
- Ice pop molds

DIRECTIONS

1. In a small saucepan, bring sugar and 1/3 cup water to a boil over high, stirring until sugar dissolves.
2. Transfer to a 4-cup liquid measuring cup or medium bowl and refrigerate until cool, 30 minutes.
3. Stir in juice. Pour mixture into eight 3-ounce ice-pop molds.
4. Insert ice-pop sticks and freeze until solid, 6 hours.



THE NEIGHBORHOOD
CONNECTION

Michele Schuler & Neda Perrina
The Neighborhood Connection
PO Box 28115
San Diego, CA 92198

PRSR-STD
US Postage
PAID
TNC

Realogics

Sotheby's
INTERNATIONAL REALTY

Realogics Sotheby's International Realty
10237 Main Street, Bellevue, WA 98121
rsir.com

MICHELE SCHULER  NEDA PERRINA

MICHELE
SCHULER

BROKER, PRINCIPAL
FOUNDING MEMBER BELLEVUE

michele@theschulerteam.com
206.992.2013

micheleschuler.com

NEDA
PERRINA

BROKER, PRINCIPAL
FOUNDING MEMBER BELLEVUE

neda.perrina@rsir.com
206.218.8589

perrinarealty.com

© 2022 Realogics Brokerage, LLC. All rights reserved. Sotheby's International Realty® and the Sotheby's International Realty Logo are service marks licensed to Sotheby's International Realty Affiliates LLC and used with permission. Realogics Brokerage, LLC fully supports the principles of the Fair Housing Act and the Equal Opportunity Act. Each franchise is independently owned and operated. Any services or products provided by independently owned and operated franchisees are not provided by, affiliated with or related to Sotheby's International Realty Affiliates LLC nor any of its affiliated companies. *Seller reserves the right to change product offering without notice. 🏠