

**Seattle Stopover: President Xi Jinping's first trip to the United States as the president of the People's Republic of China began with a stop in Seattle.**



习近平当选中华人民共和国国家主席后首次访美之行，首站访问西雅图。

# 访问西雅图

中华人民共和国国家主席习近平于2015年9月在西雅图停留两天，习主席与其他同行的中国政府官员共会见华盛顿州官员，其中包括市长 Joy Inslee 和州议员 Marie Cantwell 与 Patty Murray，以及商界各领袖，如微软 CEO Satya Nadella，亚马逊 CEO Jeff Bezos 以及星巴克 CEO Howard Schultz。习近平说：“我对华盛顿州和西雅图并不陌生。人们常说，华盛顿州是常春之地，西雅图是翡翠之城。这有得天独厚的自然资源，也有得天独厚的区位优势。此外，华盛顿州还是美国重要的国家门户，具有极大吸引力。另外，华盛顿州还是美国重要之州，中国也成为西雅图最大贸易伙伴。华盛顿州和西雅图成为中美人民友谊、中澳友好合作的一个重要象征。”

美国华盛顿州西雅图市威斯汀大饭店  
2015年9月13日

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During President Xi Jinping's two-day stay in the Emerald City in September 2015, he and other Chinese government officials met with Washington state leaders, including Governor Jay Inslee and senators Marie Cantwell and Patty Murray, as well as business leaders, like Microsoft CEO Satya Nadella, Amazon CEO Jeff Bezos and Starbucks CEO Howard Schultz.

“I am no stranger to the state of Washington and the city of Seattle. Known as the Evergreen State, and the Emerald City, here you have got the majestic Mount Rainier and the charming Lake Washington. The film *Sleepless in Seattle* has made the city almost a household name in China. Besides, Washington is the leading state in U.S. exports to China and China is the No. 1 trading partner of the Port of Seattle. Washington and Seattle have become an important symbol of the friendship between Chinese and American people and the win-win cooperation between the two countries.”

*President Xi Jinping, People's Republic of China  
September 21, 2015  
Welcome Banquet  
The Westin Seattle  
Seattle, Washington*

**The Year of the Millennial: For young professionals, the Seattle area is the place to be.**



By Nelson Yong

The Seattle area is a fantastic place for millennial professionals to live, work and play. In my experience having lived in West Los Angeles, Orange County and Hong Kong, the city offers a unique blend of a burgeoning metropolis with new construction seemingly on every corner, a slower-paced town with boutique shops and early curfews, and a diverse set of enclaves that bring with them an equally diverse mix of cuisines and cultures. Seattle is on the tip of everyone's tongue especially in the Chinese community. In the past few years, I've seen people in their teens, 20s and 30s moving to Seattle in droves and the reasons they give for moving here vary as much as the weather.

For those who enjoy the hustle and bustle of city life, downtown Seattle and downtown Bellevue offer a faster pace of life with a great mix of job opportunities, restaurants, entertainment, museums, shopping and more. Whether it's a trip to Pike Place Market for fresh flowers and a selfie in front of the world's first Starbucks, a walk through the Seattle Art Museum's Olympic Sculpture Park, or a stroll through the newly revitalized Pioneer Square, you're bound to find something you enjoy doing in Seattle. And on the Bellevue side, there's a lot more than just The Bravern and The Bellevue Collection to visit and shop—there's Old Main Street, with eateries like 99 Park Restaurant, Bis on Main, Ginza, Local Burger and the hotly anticipated Carmine, opening in 2016.

And while both cities may seem very metropolitan when compared to surrounding

suburban communities, they are still welcoming and easily accessible. In fact, street parking is free after certain hours and many shopping centers offer validated and discounted parking. For the local Chinese millennial, this means getting around is not only easier but cheaper. And that's why so many millennials love to hang out at boba tea shops like Oasis Tea Zone or Gossip Espresso & Tea in Seattle's Chinatown-International District, as well as the neighborhood's eateries that are open until the late hours, such as Hong Kong Bistro or 663 Bistro.

University Village, an open-air shopping center near the University of Washington, is also a favorite spot for young Asians, who can shop at H&M, get their latest gadgets at the Apple or Microsoft store, and do their homework at the centrally located Starbucks or while they wait for their number to be called at the ever-so-popular Din Tai Fung dumpling restaurant.

Although boba tea shops have been popular with Chinese millennials for more than a decade, many are also discovering American dessert shops like Bluebird Microcreamery & Brewery, Molly Moon's Homemade Ice Cream Shop or Fainting Goat Gelato. In addition, they are expanding their dining palates to include eateries on Capitol Hill, Pioneer Square, Lake Union and Ballard, where Seattle locals dine nightly at hot spots like Intermezzo Carmine and The Walrus and The Carpenter. Seattle is all about being adventurous and its foodie culture proves to be very contagious. (Your stomach can thank me later.)

The Seattle shopping landscape hasn't always been able to compete with the likes of Los Angeles and Vancouver B.C., but it's certainly getting there. With large build-outs for ZARA, Uniqlo and Forever 21 throughout the city, the thirst of fast fashion is definitely becoming quenched—and just in time. With many more Chinese tourists and young professionals coming this way in the next couple of years, Seattle can't help but become more and more stylish.

Sneakerheads will love stores like The Sneakery in Phinney Ridge, Totokaelo on Capitol Hill or Sneaker City in downtown. Young professional men will flock to super hot Amsterdam-based Suitsupply in Seattle, which combines amazing fashionable suits and men's professional clothing with an affordable price point. And women can find everything they need at spots like Sway & Cake for their latest celebrity-inspired fashion. Whatever your fashion tastes, you can get your retail therapy done here.

Though incomparable to Beijing or Shanghai, Seattle and Bellevue's skylines are literally littered with construction cranes—more than just symbolizing the explosive growth our city is facing, but also demonstrating how millennials are really to be at the ground floor of this amazing city. And with that, there's incredible energy not only around Seattle tech companies like Amazon and Microsoft, but also firms you may have never heard of, like Tableau Software and Zillow.

Simply put: Whether you're in school, just getting your first job or already a seasoned professional, there is no better time to be in Seattle than right now.

### About the Author

*Nelson Yong is a first generation Chinese-American. He leads business development and marketing for SILK, a digital marketing agency with a focus on bridging the U.S. and Chinese markets. He often travels between China, Hong Kong and the U.S., while remaining heavily involved in the Seattle technology, investment and real estate communities.*

### **Chī Hǎo: NELSON YONG offers his suggestions for authentic Chinese cuisine in the Emerald City.**



Seattle is a sophisticated city that is home to food lovers who yearn to discover authentic Chinese dishes. Until recently, the majority of the city’s Chinese restaurants served dishes skewed towards several regional cuisines of China with variations of Cantonese dishes tempered by American tastes, incorporating mainstream ingredients like pork, chicken and beef and only mild spiciness. However, with more mainland Chinese residents coming to live in the greater Seattle area, the landscape of Chinese food has changed. It has gotten spicier, tastier and more diverse.

There isn’t one central neighborhood or district in the Seattle area that specializes in Chinese foods; you may need to travel in several different directions to sample the area’s choices. Here are some of my favorites for you to try:

## **For Overall Experience**

### **Din Tai Fung**

*Seattle, 2621 NE 46th St.; 206.525.0958; [dintaifungusa.com](http://dintaifungusa.com)*

*Bellevue, 700 Bellevue Way NE, #280; 425.698.1095; [dintaifungusa.com](http://dintaifungusa.com)*

Din Tai Fung is an incredibly popular restaurant chain, with two locations conveniently located in Seattle and Bellevue. The downtown Bellevue location never ceases to amaze me—I've regularly experienced wait times that exceed 30–45 minutes. You'll easily see the most ethnically diverse customer base in their restaurants as well, a testament to their brand power, attention to detail and level of customer service. And of course their food is amazing; their juicy pork dumpling dish is a must, as well as their pork chop fried rice.

## **For Spicy Dishes**

### **Spiced**

*Bellevue, 1299 156<sup>th</sup> Ave. NE; 425.644.8888*

Spicy is the name of the game at Spiced in Bellevue, where you'll find half of the menu is full of with little red pepper icons as warning signs. My mouth is still numb from the last time I ate there.

## **For Dim Sum in Seattle**

### **Jade Garden**

*Seattle, 424 7th Ave. S; 206.622.8181*

A massive line collects every weekend morning at Jade Garden, being one of the few restaurants in Seattle that serves consistently excellent dim sum cuisine. Come early; come often.

## **For Dim Sum in Bellevue**

### **Top Gun Seafood Restaurant**

*Bellevue, 12450 SE 38th St.; 425.641.3386; [topgunrestaurants.com](http://topgunrestaurants.com)*

Tucked away in a corner of a Bellevue strip mall, Top Gun is well known to be one of the best dim sum restaurants in the entire region. In fact, it is so popular that parking is incredibly hard to find on weekend mornings.

## **For Hot Pots**

### **Little Sheep Mongolian Hot Pot**

*Bellevue, 1411 156<sup>th</sup> Ave. NE; 425.653.1625; [littlesheephotpot.com](http://littlesheephotpot.com)*

*Seattle, 609 S. Weller St.; 206.623.6700; [littlesheephotpot.com](http://littlesheephotpot.com)*

During Seattle's colder months, nothing can beat sharing a comforting meal with family and friends. And what better way to do that than with a steaming, all-you-can-eat hot pot filled with various meats, vegetables, seafood and noodles? Offering affordable, consistent and very filling fare, Little Sheep has two locations in both Seattle's Chinatown/International District and Bellevue's Crossroads neighborhood.

## **For Taiwanese Cuisine**

### **Facing East Taiwanese Restaurant**

*Bellevue, 1075 Bellevue Way NE; 425.688.2986*

Facing East combines an excellent customer service experience with an authentic selection of Taiwanese dishes. Conveniently located in a strip mall in downtown Bellevue, this mainstay has must-try dishes including spiced pork over rice, crispy fried chicken and shaved ice desserts.

## **For Cantonese Cuisine in Seattle**

### **Hong Kong Bistro**

*Seattle, 507 Maynard Ave. S; 206.682.1922*

Open until 3:30 a.m. on weekends, Hong Kong Bistro is convenient and cheap, as well as consistent in delivering top-quality taste and service. They serve everything from dim sum to hot pot to authentic Hong Kong-style dishes you can only get from a “cha chaang teng” serving Chinese-Western food (better known as 豉油西餐). If you prefer Hong Kong cuisine, make sure you order their XO fried rice with pork belly and Chinese sausage, with a cup of their 茶走, or Hong Kong-style milk tea.

## **For Cantonese Cuisine on the Eastside**

### **Eastern Pearl Hakka Chinese Cuisine**

*Redmond, 7844 Leary Way NE; 425.882.2228; easternpearlredmond.com*

Eastern Pearl in Redmond, Washington—located approximately 16 miles east of downtown Seattle—has an amazing selection of authentic dishes representing numerous regions of China. But what they really specialize in is Hakka cuisine. Hakka are the “guest people” of China and are somewhat regarded as nomads. Because of their nomadic nature, their cuisine isn’t tied to a specific group or geographical location. Hakka specialties, such as their crispy braised pig knuckles, are delicious.

In addition to these suggestions, I recommend you try other notable restaurants, including Mike’s Noodle House (*Seattle, 418 Maynard Ave. S; 206.389.7099*), Dalian House Chinese Cuisine (*Bellevue, 3303 156<sup>th</sup> Ave. S; 425.747.9888; dalianhouse.net*), XO Restaurant (*Bellevue, 530 112<sup>th</sup> Ave. NE; 425.453.8899*), and Szechuan Chef (*Bellevue, 15015 Main St.; 425.746.9008; szechuanchef.us*).

I also highly encourage visitors and residents to explore Seattle’s Chinatown/International District and seek out the advice of locals, asking them where they go to enjoy authentic cuisine. In the process of exploring what the area has to offer, you’ll no doubt discover Seattle’s diversity and hopefully the comfort of home that you may have left behind in China.

## **About the Author**

*Nelson Yong is a Seattle-based marketing and branding thought leader. He leads business development and marketing for SILK, a digital marketing agency with a focus on bridging the U.S. and Chinese markets. He often travels between China, Hong Kong and the U.S., while remaining heavily involved in the Seattle technology, investment and real estate communities.*

**Doing Business: Washington and China continue to build strong business relations.**



### **Marc Berger**

When the Chinese cargo vessel *Liulinhai* docked at the Port of Seattle in 1979, the course was set for a robust and comprehensive relationship between Washington state and China. This was the first time a Chinese ship had called upon an American port since the founding of the People’s Republic 30 years earlier. Today that connection accounts for more than \$30 billion in annual bilateral trade according to the U.S. Commerce Department, and is a major pillar in the economic, academic and cultural ties between the two countries. During his September 2015 visit to Seattle, Chinese President Xi Jinping remarked that, “Washington and Seattle have become an important symbol of the friendship between the Chinese and American people and the win-win cooperation between the two countries. As the Chinese saying goes, the fire burns high when everyone brings wood to it.”

The strength of the Washington state-China relationship is a function of broad engagement from leaders in a variety of sectors. Its future success will rely on continued efforts to deepen cooperation at all levels of the relationship—from the governor’s office to China’s provincial ministers, corporate leaders to legal consultants and economic development professionals. Those actively engaged in the relationship must prioritize building mutual trust and fostering strategic partnerships on both sides of the Pacific. These will be critical components to ensure that Washington state remains at the forefront of a prosperous U.S.-China relationship.

## **FOUNDATIONS OF A STRONG RELATIONSHIP**

The ties that link Washington state and China cover a diverse range of industries and sectors. The trade relationship provides an important foundation for broader engagement. Washington state exports to China have surged in the past decade, increasing 365 percent from 2005 to 2014 according to the U.S.-China Business Council, a remarkable pace even when Washington exports to the rest of the world increased 148 percent. With more than \$21 billion in exports to China in 2014, China is Washington's largest export destination.

China is a high-priority market for many Washington state companies and producers. China's burgeoning middle class has emerged as a major consumer of Washington-grown cherries and other agricultural products. China is Boeing's largest market outside of the United States. Boeing expects to sell 20 percent of its airplanes to Chinese airlines over the next 20 years, according to a company spokesperson. There are more Starbucks in China than any other foreign market and companies like Microsoft, Tableau and Costco all have robust operations in China.

This trend will accelerate. As China continues to transition from an economy driven by domestic investment to one fueled by consumption, Chinese consumers will have an even stronger appetite for goods and services from the Evergreen State. President Xi addressed this transition in his Seattle remarks, saying, "I will lay greater emphasis on innovation and consumption-driven growth—in this way, we will solve the problem of unbalanced, uncoordinated and unsustainable development, and enable the Chinese economy to successfully transform itself."

Academic ties between Washington state and China also have a long legacy. The University of Washington (UW), the state's flagship institution of higher education, established one of the nation's first China studies programs over a century ago. According to UW's office of global affairs, today there are more international students from China at the UW than from any other country. UW is also partnering with Tsinghua University and Microsoft to open a new graduate technology institution in Washington called the Global Innovation Exchange. This program will be the first time a Chinese university has established a campus in the United States. Students and faculty from both countries will work to find innovative solutions to many of the world's most complex challenges, including climate change and energy security.

These academic ties complement strong cultural connections. Chinese immigrants began to settle in Seattle in the mid-19th century. By the 1870s, one in six Seattle residents was Chinese, according to the Washington State China Relations Council. The Chinese and Chinese-American communities in Washington are vibrant and active, with several cultural organizations, Chinese media outlets and business-focused community associations throughout the state. Seattle is the only U.S. city besides Washington, D.C., to have hosted every Chinese leader since Deng Xiaoping.



## **BUILDING A STRONGER FUTURE**

China's growing economy and its ascension as a global economic power have triggered a new set of priorities for the Xi administration. In late 2014, China's official Xinhua News Agency reported that economic planners began to encourage Chinese corporations to increase investments and operations abroad. This policy made official a phenomenon that several China watchers have observed in recent years: the meteoric rise of Chinese outbound investment and the desire of several major Chinese companies to build global brands. This flood of outbound investment represents a significant opportunity for Washington state. This region is an advantageous entry point for Chinese companies that want to establish or grow their presence in the U.S.

Chinese investment in Washington state is significant. According to the Rhodium Group, there have been at least 35 deals struck by Chinese investors in Washington since 2000 totaling more than \$240 million of investment. With global leadership in several key industries like aerospace, cloud computing, life sciences and clean technology, paired with a vibrant Chinese community, good schools, a beautiful environment and housing that is more affordable than competitor markets, Washington state will emerge as an even more prominent destination for Chinese inbound investment in the coming years.

Several leading Chinese companies have already committed to Washington. Alibaba, ICBC, ZTE and Huawei have all located offices in the Greater Seattle region. Hainan Airlines selected Seattle for its U.S. headquarters in 2008, launching its North American service between Seattle and Beijing. Today, Hainan and Delta both operate daily nonstop flights between Seattle and Beijing, and both airlines fly nonstop between Seattle and Shanghai.

Washington state is an accommodating gateway into the U.S. market for Chinese companies. The region's educated workforce, culture of innovation and deep talent pool in critical industries ensure that companies locating here have access to top-quality employees. And perhaps most importantly, Washington has a strong network of strategic advisors and partners who understand the challenges Chinese companies face when entering this market and can devise strategies that ensure a company's success in this region.

Working closely with a trusted advisor is among the most important components of a successful investment strategy for a Chinese company. Doing business in China and doing business in the United States are drastically different endeavors, complete with unique challenges and opportunities. Partnering with legal advisors, tax professionals, accountants and experts in the communications and marketing fields are all crucial prerequisites to successfully conducting business in the United States. Washington state has a multitude of resources available to Chinese investors to connect them with savvy and experienced service providers.

In September 2014, the Bo'ao Forum for Asia held its first North American satellite conference in Seattle. With conference themes focused on energy and sustainable

development, the Bo'ao organizers picked Seattle due to the city's leadership in these critical fields and the region's concentration of innovative companies and organizations tackling these issues.

President Xi saw something similar when he chose to visit Seattle—a city with strong ties to China, a history of successful partnerships across the Pacific and a track record of developing cutting-edge solutions to vexing challenges. Washington's network of consultants and service providers are poised to support Chinese companies and investors to solve the challenges they will face in this market. These trusted partnerships will be the foundation of the next phase of the deepening relationship between our two countries.

#### About the Author

*Marc Berger leads the China Practice and is director of Executive Communications at Nyhus Communications, a strategic communications firm based in Seattle. Berger has more than a decade of experience in U.S.-China relations, including a previous position at the National Committee on U.S.-China Relations.*

**Professional Advice: When immigrating to, or doing business in, the United States, there are a number of professional service consultants you should consider hiring.**



We asked some of our area's leading experts in their respective fields for advice on choosing a lawyer, real estate agent, broker, wealth manager and accountant. They shared with us their tips for hiring the right professional for the job.

## **Hiring a Lawyer**

By Keith Baldwin and Warren Koons

Davis Wright Tremaine LLP

206.622.3150 | dwt.com

If a Chinese investor plans to do business or buy a business or real estate in the United States, the investor's credibility and success of the U.S. investment may depend on selecting and working closely with a high-quality U.S. law firm known for its ability, integrity and service. In selecting a U.S. law firm, the investor will want to consider its reputation and the expertise, quality, cultural diversity and business connections of its lawyers. The investor would be wise to choose a full-service U.S. law firm that offers the prospect of a broad range of contacts, lawyers trained at top US law schools—including some with Chinese language and cultural knowledge—and, ideally, a China office. Working with such a firm can provide a smooth transition between doing business in China and the U.S. and can also help protect the investor from costly mistakes.

A full-service law firm would provide, at a minimum, immigration, EB-5, mergers and acquisitions, business, real estate, tax, employment law and estate planning services. If possible, the investor will want to interview one or more lawyers from the firm to try to determine if the firm will be responsive to his or her goals, timetables and legal concerns, and can understand the unique aspects of doing business in the U.S. for the first time. The best U.S. lawyers serve as trusted advisors in all areas of a client's business and help to educate the Chinese investor about how business is done in the U.S. In addition, they provide cost-effective legal expertise and a network of connections to other advisors, including real estate, wealth management and accounting professionals.

## **Hiring a Real Estate Agent**

By Michael Ford

Realogics Sotheby's International Realty

206.448.5752 | rsir.com

With the advent of the Internet, the field of real estate buying and selling has experienced an acute paradigm shift. While in the past the consumer looked to real estate brokers for information regarding market activity, financing and property availability, they now approach the broker with at least the basic understanding of how the process works and an idea of what the inventory may be in their preferred geographic preference.

Today's brokers must expect the consumer to ask educated questions and they must be able to articulate the answers. The consumer instinctively prefers to work with a broker who listens to their wants and needs and is able to deliver the results in an atmosphere of competence and trust. If the consumer is an international investor, the assumption would be that the broker have a certain degree of familiarity with the culture of origin and perhaps a basic understanding of the language, or access to one who can interpret the communication effectively. As always, today's consumer expects their broker to be committed to excellence and to adhere to the highest standards of ethics in their practice with integrity above reproach.

## **Hiring an Insurance Agent**

By Harry Hu

NW Financial & Insurance Services

206.651.4887 | Nwfis.com

Insurance in the United States is a highly regulated industry that requires specialized knowledge. When moving to the U.S., insurance products you should consider obtaining are:

**Auto and Home Insurance:** Auto insurance is a mandatory insurance. Before you can buy a car and drive away from a car dealer, you must have insurance in hand.

When you buy a real estate, if it's financed, insurance is also mandatory. If you pay cash, it's not required. However, it's good practice to have it, considering the risk versus the premium. The savings you will receive by not having home insurance are not worth it.

**Health Insurance:** Health insurance is also mandatory insurance. Annual enrollment is November 1 through January 31. Beginning in 2016, if you do not have health insurance, you will be fined up to 3 percent of your annual income.

**Life Insurance:** Life insurance is not mandatory, but the U.S. has the most competitive marketplace for this product. It can provide the protection you need for less than 20–30 percent of the cost in China.

It is best to shop for insurance through a broker who can represent numerous companies, while providing professional advice at no additional cost to you. Shopping on the Internet is not recommended unless you have a good working knowledge of the various types of insurance programs. Whether you purchase insurance online or through an insurance agent or broker, the cost is the same.

## **Hiring a Wealth Manager**

By Olive Goh

Citi Private Bank

206.830.5988 | citiprivatebank.com

Foreign high-net-worth individuals and families planning to move to the U.S. need to consider a variety of pre-immigration estate planning and wealth-structuring opportunities.

It is important to consult with advisors who are well versed in U.S. cross-border tax and estate planning strategies, and to do so with sufficient time to determine and discuss one's priorities and goals.

Once they've arrived, many international clients prefer being hands-on in their investing, especially in residential and commercial real estate. It is important to get advice on a sound real estate investment strategy—from building out a portfolio of real estate

properties and financing options, to protecting against interest rate risks.

Individuals coming from Asia have a strong preference for tactical trading ideas that take advantage of current market opportunities. Foreign exchange plays a significant role in their investment portfolios, through hedging currency risk or seeking exposure to a diversified basket of currencies.

High-net-worth individuals moving to the US should seek global wealth management advisors with the ability to integrate wealth planning, investments, financing and banking across multiple jurisdictions. Working with a global firm that has on-the-ground presence around the world helps clients meet cross-border needs, and provides them access to investment opportunities in the U.S. and beyond.

**Taking In The Sights: Be sure to add these attractions to your itinerary.**



**By Kate Calamusa**

From its unique perch on the majestic Puget Sound, Seattle offers the best of both town and country; its high-tech city center surrounded by water and the towering Olympic Mountains to the west and the wooded Cascade foothills to the east. Boasting lush parks, waterfront attractions and iconic landmarks like the Space Needle, EMP Museum and the Seattle Great Wheel, the city offers much for visitors and residents alike to explore.

### ***Downtown & Waterfront***

Originally constructed for the Seattle World's Fair in 1962, the towering **Space Needle** (400 Broad St.; 206.905.2100; [spaceneedle.com](http://spaceneedle.com)) located in the heart of Seattle Center offers stunning 360-degree views from its revolving observatory deck of downtown Seattle, Queen Anne Hill, South Lake Union and Puget Sound. At its base is the **EMP (Experience Music Project) Museum** (325 5th Ave. N; 206.770.2700; [empmuseum.org](http://empmuseum.org)), which features a distinctive architectural design, representing a smashed electric guitar. The museum is devoted to all things science fiction, pop culture and rock 'n' roll. The Seattle Center is also home to the **Seattle Children's Museum** (305 Harrison St.; 206.441.1768; [thechildrensmuseum.org](http://thechildrensmuseum.org)), the newly-revamped Armory food court featuring local restaurants, and the **Pacific Science Center** (200 2nd Ave. N; 206.443.2001; [pacificsciencecenter.org](http://pacificsciencecenter.org)), an exploratory museum featuring touring exhibits, plus an IMAX theater and immersive, hands-on experiences for kids. Also worth an afternoon visit is the **Chihuly Garden & Glass** (305 Harrison St.; 206.753.4940; [chihulygardenandglass.com](http://chihulygardenandglass.com)), a prismatic, light-filled museum dedicated to the blown-glass artwork of local legend and artist Dale Chihuly.

With myriad shopping options, theaters and restaurants, Seattle's extremely walkable downtown core stretches from the glass-encased Washington State Convention Center down to the historic, 109-year-old **Pike Place Market** (1st and Pike St; 206.682.7453; [pikeplacemarket.org](http://pikeplacemarket.org)). Home to the famous 'flying fish' being chucked to and fro by the fishmongers, as well as the first Starbucks in the world, this local treasure also offers quirky shops, local produce and colorful bouquets of locally grown flowers.

Art devotees will swoon over the classic and contemporary collections at the **Seattle Art Museum** (1300 1st Ave.; 206.654.3100; [seattleartmuseum.org](http://seattleartmuseum.org)), marked by the 48-foot-tall 'Hammering Man' sculpture out front, which was designed by sculptor Jonathan Borofsky. Fittingly, the museum's sister site, the waterfront-adjacent, 9-acre **Olympic Sculpture Park** (2901 Western Ave.; [seattleartmuseum.org](http://seattleartmuseum.org)) is flush with outdoor installations that are truly larger than life like "Neukom Vivarium," a 60-foot-long nurse log in a custom-designed greenhouse, or "The Eagle," a vibrant cherry-red sculpture by renowned sculptor Alexander Calder.

Located just down the winding Hillclimb steps from Pike Place Market, the waterfront is home to kitschy shops such as Ye Olde Curiosity Shop and Pirate's Plunder and classic eateries like Seattle's own Ivar's Acres of Clams. Eat up a helping of crisp, fried halibut and chips as you watch the state ferries go by on their way to Bainbridge Island, then brave the line at the waterfront's newest attraction: **The Seattle Great Wheel** (1301 Alaskan Way; 206.623.8607; [seattlegreatwheel.com](http://seattlegreatwheel.com)). This 175-foot-tall Ferris wheel is perched on the docks at Pier 57, lending itself to spectacular city and water views, especially at sunset.

### ***International District & Sports Stadiums***

Seattle is a city of unique and diverse neighborhoods—earthy, quirky Fremont hosts an ever-popular Solstice parade every summer, while artsy Capitol Hill is burgeoning with trendy bars, music venues and art galleries. One of the city's most eclectic neighborhoods

is the International District, located just south of downtown. Vibrant with authentic Asian eateries, gift shops like the quirky Kobo at Higo and charming Momo, plus the historic Panama Hotel, the International District is also home to one of the largest Asian grocery retailers in the Pacific Northwest: **Uwajimaya** (600 5th Ave. S; 206.624.6248; [uwajimaya.com](http://uwajimaya.com)). Sample your way through its extensive food court, then meander a few blocks over to the **Wing Luke Museum** (719 S King St.; 206.623.5124; [wingluke.org](http://wingluke.org)). Highlighting the works of Asian-Pacific-American artists, the museum is currently in the midst of a three-year showcase dedicated to martial arts and film icon Bruce Lee, who attended the University of Washington and opened his first martial arts studio in Seattle.

Fans converge on the International District and nearby Pioneer Square on game days as the two neighboring stadiums, **Safeco Field** (1250 1st Ave. S; [seattle.mariners.mlb.com/sea/ballpark](http://seattle.mariners.mlb.com/sea/ballpark)) and **CenturyLink Field** (800 Occidental Ave. S; 206.381.7555; [centurylinkfield.com](http://centurylinkfield.com)), play host to the city's professional sports teams. Safeco Field—or the 'Safe' as it is called—is home to Major League Baseball's Seattle Mariners, and offers classic ballpark fare as well as more gourmet options for foodies, and an expansive beer garden and terrace area in the outfield. Next door, CenturyLink—nicknamed the 'Clink'—houses the Seattle Sounders soccer team as well as the Seattle Seahawks NFL franchise. Taking in a football game is an intense and fun experience: Seattle fans—which are known as the '12th Man'—have broken world records for their loud cheering.

### ***Neighborhood Parks***

Highlighting its natural beauty and water views, Seattle's parks are lush with the majestic trees, sweeping grasses and rocky beaches characteristic of the Pacific Northwest. Located along the water in the neighborhood of Magnolia, the wooded 534-acre **Discovery Park** (3801 Discovery Park Blvd.; 206.386.4236; [seattle.gov/parks](http://seattle.gov/parks)) boasts all three attributes, with easy-access walking trails, picnic areas and a swath of beach fronting Puget Sound. At the south end of the city, the 300-acre **Seward Park** (5900 Lake Washington Blvd. S; 206.684.4396; [seattle.gov/parks](http://seattle.gov/parks)) offers similar topography, plus a rare bald eagle's nest or two.

Further north in Ballard, lies a modern marvel: the **Hiram M. Chittenden Locks** (3015 NW 54th St.; 206.783.7059; [nws.usace.army.mil](http://nws.usace.army.mil)). This engineered set of locks helps to manage boat traffic traveling between Puget Sound and Lake Washington and Lake Union, maintaining the level of the lakes and preventing the mixing of seawater and fresh water. Watch in wonder as vessels are locked into the giant tanks, with water then pumped in or out to level the difference and allow for boats to exit to the other side. Also on-site is a fish ladder used by Pacific Ocean salmon as they return to mountain rivers to spawn mid-June through October, plus the Carl S. English Jr. Botanical Gardens, a beautiful garden of more than 570 species and 1,500 varieties of plants from around the world. Beach lovers will also want to drive just 3 minutes farther to **Golden Gardens** (8498 Seaview Pl. NW; 206.684.4075; [seattle.gov/parks](http://seattle.gov/parks)), a sandy spit on Puget Sound replete with a brick boathouse, campfire pits and plenty of sailboat sightings.

Seattle's other favorite beach lies across Puget Sound from downtown in West Seattle. **Alki Beach** (*1702 Alki Ave. SW; 206.684.4075; seattle.gov/parks*) is reminiscent of classic Nantucket, with white sandy stretches, fish-fry stands and even the occasional seal or sea turtle sighting. Take in the famous brunch on the deck at the iconic Salty's restaurant, drinking in views of the paddle boarders and kayakers, plus the downtown skyline and Space Needle. And, if you can't get enough of the Space Needle, be sure to also check out the view at pocket-sized **Kerry Park** (*211 W Highland Dr.; 206.684.4075; seattle.gov/parks*) on Queen Anne Hill. Surrounded by upscale homes, this park makes for a stunning photo-op to show your friends back at home.

### **Mountains Majesty**

When you want to get out of town for a little more back-to-nature fun, head to Steven's Pass (*Skykomish, Summit Stevens Pass, US Hwy. 2; 206.812.4510; stevenspass.com*), an hour and half away from Seattle. There, skiers, bikers and adrenaline junkies get their fix at this full-scale ski and mountain adventure resort, which averages 460-feet of snowy powder each year. Located within the lush, wooded confines of the Okanagan-Wenatchee National Forest, Steven's Pass offers mountain biking trails, a disc golf course and scenic chairlift rides during warmer months, and 37 major ski and snowboarding runs ranging in skill from beginner to advanced during the winter.

### **Sing It!**

Unleash your inner rock star at Seattle's Rock Box (*1603 Nagle Place; 206.302.7625; rockboxseattle.com*), a karaoke club in the city's Capitol Hill neighborhood. The club offers a small plate menu and a full bar, and you can reserve a private room for up to 15 people. Rock Box also has one larger room that can accommodate up to 35 guests. Open seven days a week, reservations are recommended. The club offers songs in numerous languages, including Chinese and English.

Luxury Guide to Seattle: Whether your day calls for filling your shopping bags with some luxury items, enjoying a little pampering at an area spa or sipping your way through Washington's wine country, be sure to bring along our handy guide to high-style living in Seattle.



# 西雅图奢侈品指南

无论您是倾心购物血拼、放松休闲，还是品尝美酒，都请带上这本西雅图高格调生活指南。



Photo courtesy of Olson Kundig | Kevin Scott



2016 SEATTLE LUXURY LIVING 45

## SHOPPING

By Kate Calamusa

### Talking Shop

With both homegrown retailers and internationally known luxury shops including Barneys New York, Tiffany & Co. and Neiman Marcus, the Seattle area is a prime destination for serious shoppers. Downtown Seattle bustles around the flagship Nordstrom and high-end Pacific Place shopping center, the city's South Lake Union neighborhood continues its expansive growth around the headquarters of REI, and just across Lake Washington, burgeoning Bellevue delivers luxury with the posh Shops at the Bravern. Whether you are looking for home and hearth, fashion apparel and accessories, or finds truly unique to the U.S., these shops have the goods:

### *Downtown & Nearby Favorites*

Since its founding in 1901, the name **Nordstrom** (500 Pine St.; 206.628.2111; [nordstrom.com](http://nordstrom.com)) has become synonymous with upscale luxury, especially for its wide and expansive shoe selection. The downtown flagship has been undergoing a major remodel that will be unveiled in Spring 2016, and will include new terrazzo, concrete and wood flooring, bright, natural light, and additional space for its retail selection, which includes designer apparel, accessories, beauty products and fashion-forward trend clothing.

Located just across the street and connected by a sky bridge, the six-story **Pacific Place** (600 Pine St.; 206.405.2655; [pacificplacesattle.com](http://pacificplacesattle.com)) is home to brands like **Kate Spade**

**New York** (206.223.5539; [katespade.com](http://katespade.com)), **COACH** (206.264.0372; [coach.com](http://coach.com)) **Michael Kors** (206.682.4300; [michaelkors.com](http://michaelkors.com)) and **Lululemon Athletica** (206.682.1286; [lululemon.com](http://lululemon.com)), as well as its anchor tenant, **Barneys New York** (206.622.6300; [barneys.com](http://barneys.com)). Explore the world of designer fashion in this impeccable setting, where handbags and accessories are displayed like the works of art they are, and the upstairs women's section houses pieces from favorites like Alexander Wang, Saint Laurent Paris and Helmut Lang. Also found in Pacific Place, is **Tiffany & Co.** (206.264.1400; [tiffany.com](http://tiffany.com)), which sparkles with classic jewelry and sophisticated accessories.

Other highlights located within the walkable downtown district: European powerhouse **Zara's** (*Westlake Center, 400 Pine St.*; 206.204.6440; [zara.com](http://zara.com)) new Seattle location, which offers up high-style silhouettes at easier-on-the-wallet prices; the incredibly chic, locally owned **Butch Blum** (1332 6th Ave.; 206.622.5760; [butchblum.com](http://butchblum.com)) with its well-curated collection of European designer wear; and, Seattle's own couturier **Luly Yang** (1218 4th Ave.; 206.623.8200; [lulyyang.com](http://lulyyang.com)), whose jewel-box boutique is flush with ethereal, elegant special occasion wear and hand-picked accessories. If outfitting your home is high on your priority list, head to the corner of 4<sup>th</sup> Ave. and Virginia St. to **Roche Bobois** (1922 4<sup>th</sup> Ave.; 206.332.9744; [roche-bobois.com](http://roche-bobois.com)), where you'll find high-quality, high-end, contemporary furnishings that are manufactured in Europe.

Just east of the downtown core, the South Lake Union neighborhood is the site of the city's most explosive growth, and it has the top-tier shopping to go along with it. Specializing in contemporary-meets-boho-chic home decor, **West Elm** (2201 Westlake Ave., Suite 100; 206.467.5798; [westelm.com](http://westelm.com)) entices with industrial-style lighting, plush rugs and more, while kitty-corner across the street, **Pedini** (114 Westlake Ave. N; 206.767.4625; [pediniseattle.com](http://pediniseattle.com)) offers the gold standard in modern home furnishings. Farther north on Yale Avenue sits the ultimate trading post for outdoor gear: the Seattle-grown **REI** flagship (222 Yale Ave. N; 206.223.1944; [rei.com](http://rei.com)), which carries everything an adventurer needs for hiking, biking, camping and more. (Plus, don't miss the in-store rock-climbing wall to test out your new gear.)

### **Bellevue**

Located across Lake Washington from Seattle, the once sleepy suburb of Bellevue is now a bustling metropolis, boasting a world-class art museum, gourmet restaurants and the area's premier shopping Meccas. The first of which, the expansive **Bellevue Collection** (575 Bellevue Way NE; 425.454.8096; [bellevuecollection.com](http://bellevuecollection.com)) encompasses 250 retail brands in three different locations—Bellevue Square, Lincoln Square and Bellevue Place—making it a true shopping destination. Stores include **Crate & Barrel** (425.646.8900; [crateandbarrel.com](http://crateandbarrel.com)), **Pottery Barn** (425.451.0097; [potterybarn.com](http://potterybarn.com)) and family-owned **Henredon & Schoener** (425.454.9000; [henredonschoener.com](http://henredonschoener.com)) for home, plus sweet, savvy finds from **Anthropologie** (425.453.9881; [anthropologie.com](http://anthropologie.com)), **Diane Von Furstenberg** (425.405.7960; [dvf.com](http://dvf.com)) and **Madewell** (425.454.2092; [madewell.com](http://madewell.com)) for her, and the suave stylings of **Hugo Boss** (425.453.4845; [hugoboss.com](http://hugoboss.com)), **Vince** (425.456.0304; [vince.com](http://vince.com)) and **Tommy Bahama** (425.274.0268; [tommybahama.com](http://tommybahama.com)) for him. New additions **Allen Edmonds** (425.462.4330;

*allenedmonds.com*), a men's luxury shoe and leather accessory brand, and Japanese casual apparel retailer **Uniqlo** (*uniqlo.com*) lend even more stylish appeal.

Seattle's spin on the famous Rodeo Drive, the nearby open-air **Shops at The Bravern** (*11111 NE 8th St.; 425.456.8795; thebravern.com*) is something out of a fashion lover's dream with its rich collection of luxury designer brands. Highlights include Parisian favorite **Hermès** (*425.467.0500; hermes.com*), a light and airy boutique filled with finely crafted accessories and the brand's trademark silk scarves. American designer **Tory Burch** (*425.454.2255; toryburch.com*) brings her trademark boho-chic apparel and accessories to her orange-accented space, and, true to its Italian heritage, **Salvatore Ferragamo** (*425.454.1307; ferragamo.com*) offers an impressive and impeccable selection of leather handbags, goods and shoes. It all buzzes around The Bravern's keystone tenant, the Northwest's only **Neiman Marcus** (*425.452.3300; neimanmarcus.com*) location, where shoppers fawn over designer finds from the likes of Alexander McQueen, Christian Louboutin and Manolo Blahnik, all expertly displayed in a pristine, gallery-like setting.

## **PAMPERING**

Kate Calamusa

### **Just Relax**

Between touring the sights, shopping to your heart's content and taste-testing your way through the Emerald City, a stay in this bustling metropolis also calls for a much-needed dose of rest and relaxation. Combat jet-lag and soothe your senses at one of the city's premiere spas, specializing in luxury East-meets-Northwest treatments like refreshing seaweed body wraps or invigorating reflexology. And, surrounded by epic city views, plush accommodations and on-site luxury lounges, these eight supremely sophisticated spots are sure to please:

#### ***Downtown Seattle***

Tucked just south of the famous Pike Place Market, **The Spa at Four Seasons Hotel** (*99 Union St.; 206.749.7077; fourseasons.com/seattle/spa/*) combines breathtaking views of the sparkling Elliott Bay with an incredibly posh setting. Soak up some warmth in the expansive mosaic glass-tiled steam room, then indulge in the signature Emerald Rain body treatment (80 min.; \$225). Syncing the energies throughout the body, this detoxifying treatment begins with an invigorating foot massage; next, essential oils are dropped like soft rain onto the spine and massaged into the skin using a gentle feathering technique.

Located within the ultra-modern Hyatt at Olive 8, **Elaia Spa** (*1635 8th Ave.; 206.676.4500; elaiaspa.com*) is dedicated to using eco-friendly spa products for all treatments, such as the seasonally inspired Market Fresh experiences that feature ingredients grown in the Pacific Northwest. From manicures and pedicures to brightening facials (60 min.; \$140) and full-body treatments like the personalized, holistic body scrub (60 min.; \$140), the Elaia experience is one of unmatched comfort.

**Vida Spa** (2200 Westlake Ave., Suite 220; 206.264.8432; [vidaspas.com](http://vidaspas.com)) showcases a soothing earth-tone lounge, cozy fireplace and a convenient location within the same plaza as the Pan Pacific Hotel. The spa specializes in Ayurvedic treatments, which help harmonize your body and soul according to your specific ‘Dosha’, or personality profile. Be sure to try the hallmark Swedana massage (90 min.; \$195), during which you are cocooned in a deeply aromatic, cedar steam cabinet to help cleanse and detoxify your system.

Boasting warm wood accents and organic Red Flower products, the aptly named **Spaahh at Hotel 1000** (1000 1st Ave.; 206.357.9490; [hotel1000seattle.com/spa/the-spaahh/](http://hotel1000seattle.com/spa/the-spaahh/)) is perfect for a couple’s romantic retreat or a fun afternoon of pampering with group of gal pals. It offers customizable packages—add on a hurts-so-good reflexology treatment (\$30) or blissful scalp massage (\$35) to the menu of facials, body treatments, nail services, massages and more—plus, bites and cocktails at the ready from the famed BOKA Kitchen located just downstairs.

Specializing in natural products and globally influenced treatments, **Ummelina International Day Spa** (1525 4th Ave.; 206.624.1370; [ummelina.com](http://ummelina.com)) is the ultimate haven for aromatherapy lovers. Recenter yourself with an aromatic foot bath (\$20) while lounging in the lush, Asian-inspired Temple Garden room before indulging in the herbal body treatment (90 min.; \$130) which calls to mind the sea with a mineral-rich, warm, marine algae body wrap.

### ***Eastside & Beyond***

Located in Bellevue, **Yuan Spa** (Bellevue, 1032 106th Ave. NE; 425.449.8788; [yuanspa.com](http://yuanspa.com)) beckons with an array of traditional Asian treatments, such as Chinese cupping therapy (60 min.; \$120), Reiki healing (60 min.; \$120) and Ashiatsu massage (60 min.; \$130). But the true centerpiece is the expansive hydrotherapy oasis at your disposal pre- or post treatment. It features a hot pool, cool saltwater pool, eucalyptus steam room, therapeutic sauna and a exfoliation salt bar.

Set along the picturesque shores of Lake Washington, The Woodmark Hotel has all the elements of a cosmopolitan escape, including the **Still Spa at The Woodmark** (Kirkland, 1200 Carillon Point; 425.803.9000; [woodmarkstillspa.com](http://woodmarkstillspa.com)), a soothing and serene spot specializing in quick-fix 30-minute treatments for travelers on the go, plus highly skilled massage treatments. Don’t miss the Mount Rainier Stone Revival (60 min.; \$145), a hot-stone muscle-soothing massage complemented by rosemary, ginger and cypress essential oils.

A day spent whiling away wine tasting in Woodinville’s wine country isn’t complete without a visit to the esteemed **The Spa at Willows Lodge** (Woodinville, 14580 NE 145th St.; 425.424.2900; [willowslodge.com/seattle\\_spa](http://willowslodge.com/seattle_spa)). Relax in the spa’s outdoor hot tub or indoor steam room, order lunch from the famous Barking Frog restaurant and then soothe your tired joints with a traditional Thai Herbal Ball massage (90 min.; \$175-\$190) or fitting Jet Lag massage (60 min.; \$130-\$140), which combines Swedish and lymphatic

massage strokes to help detoxify and soothe. A rosemary eye treatment to reduce puffiness and a refreshing toning gel for the legs complete this rejuvenating journey.

## **WINE TASTING**

**By Jamie Peha**

With more than 850 wineries, Washington is second to California in premium wine production in the United States. Wines produced here are known for their texture, fruit and balance.

The majority of vineyards can be found three-four hours from Seattle in Eastern Washington, where the area's dry climate boasts an average of 300 days of sunshine. But you can enjoy the wine-country experience closer to home—both in Seattle and in nearby Woodinville, Washington.

### **Close to Home**

Before you head out for a tour of in-city wineries, download a map and information from Seattle Urban Wineries ([seattleurbanwineries.com](http://seattleurbanwineries.com)). The website offers insights into more than 25 wineries located within the Seattle city limits.

One you should definitely stop by is **Charles Smith Wines Jet City** (*Seattle, 1136 S. Albro Place; 206.745.7456; [charlessmithwines.com](http://charlessmithwines.com)*), the largest independent winemaker-owned winery in Washington state. Located in Seattle's Georgetown neighborhood, this 32,000-square-foot icon is both a production and tasting facility. The facility has two tasting rooms—one on the main floor and a second upstairs. Peering out of the floor-to-ceiling wall of windows you'll see both the runways of Boeing Field and the peak of majestic Mount Rainier, while another set of windows offers a look at the winemaking process in action.

Smith's wines are made with the philosophy that wine is to be enjoyed now. Grapes from at least six of the state's 13 American viticulture areas (AVAs) are used in production, including those of Columbia Valley, Wahluke Slope, Walla Walla, Snipes Mountain, Yakima Valley and Ancient Lakes. Charles Smith Wines consistently score 90-95 points from reviewers (with 100 being the top score and a rating signifying excellence) and have received 100-point scores from some of the world's leading wine publications, including *Wine Advocate*, *Wine Spectator* and *Wine Enthusiast*.

Plan to spend a few hours as you taste these superb brands, including the namesake, Charles Smith Wines, as well as K Vintners, Sixto, Charles and Charles, Vino, Wines of Substance and Secco Italian Bubbles. The wines are available in Hong Kong on a limited basis.

### **Woodinville Wine Country**

For a day spent sampling wines, head to Woodinville, where you'll find 108 wineries and tasting rooms, several of which also offer wines available in China. A taster's paradise, Woodinville boasts wine brands from all 13 AVAs. Don't plan your daytrip without a

quick visit online to [woodinvillewinecountry.com](http://woodinvillewinecountry.com). The website offers maps, a calendar of events and seasonal itineraries.

Make your first stop in Woodinville at the state's oldest and most iconic winery **Chateau Ste. Michelle** (*Woodinville, 14111 NE 145<sup>th</sup> St.; 425.488.1133; [ste-michelle.com](http://ste-michelle.com)*). The winery's rich heritage combines Old World traditions with New World innovation to create an unforgettable wine experience. In addition to the winery's portfolio of affordable and luxury wines be sure to taste at the Col Solare Bottega, a glassed-in room located within Ste. Michelle's richly appointed winery tasting room and gift shop. There you can sample the wines made by Col Solare, a joint venture between the 600-year-old Italian wine family, Antinori, and Ste. Michelle Wine Estates. Chateau Ste. Michelle also has collaborations with the iconic producer Ernst Loosen of Germany (Eroica) and the acclaimed French Rhone winemaker Michel Gassier (Tenet Wines).

Just up the road from the Chateau, you'll find a mix of boutique wineries, including **Brian Carter Cellars** (*Woodinville, 14419 Woodinville-Redmond Rd. NE; 425.806.9463; [briancartercellars.com](http://briancartercellars.com)*). Veteran winemaker Brian Carter is a master of blending, and he sums up his philosophy in one word: balance. Producing elegant European-inspired blends ranging from a unique aromatic white blend Oriana to a super-Tuscan red blend Tutturosso, your stop here will include a sampling of some of the finest wines made in Washington state. Taste and buy to drink now or stock up for your trip home to China.

The wines of the Walla Walla region located in the southeast corner of the state are represented in Woodinville, as well. Walla Walla is home to many of the state's most well respected and highly scored wines and many of them—including **Cougar Crest** (*Woodinville, 14366 Woodinville-Redmond Rd. NE; 425.398.9999; [cougarcrestwinery.com](http://cougarcrestwinery.com)*), **Basel Cellars** (*Woodinville, 15029 Woodinville-Redmond Rd. NE, #400; 425.497.1910; [baselcellars.com](http://baselcellars.com)*), **Pepper Bridge and Amavi** (*Woodinville, 14810 NE 145<sup>th</sup> St.; 425.483.7026; [pepperbridge.com](http://pepperbridge.com) and [amavicellars.com](http://amavicellars.com)*)—have tasting rooms in Woodinville, as well as availability in China.

**The Emerald City: From its entrepreneurial spirit and exceptional educational institutions to its mild climate and recreational opportunities, the reasons for choosing to live and work in the Seattle area are as diverse as the community itself.**



**By Dean Jones**

Nestled between the Cascade and Olympic mountain ranges, along the picturesque Puget Sound, Seattle offers some of the United States most beautiful landscapes. Known as the Emerald City because of its lush greenery, the city's picturesque backdrop includes wooded urban parks, in-city lakes and, when the sky is clear, views of Mount Rainier from many of its neighborhoods. Located approximately 65 miles and one-and-a-half hours from the city, when the mountain's 1,410-foot peak is visible, residents—or Seattleites as they are known—can be heard saying, “the mountain is out.” It's this natural beauty that informs the whole of Seattle: from its future growth and current economy to its quality of life.

## **GROWTH**

Comprised of King, Snohomish and Pierce counties, the Seattle metropolitan area is already home to more than 3.6 million residents and is poised for even more meteoric growth. The Puget Sound Regional Council (PSRC) has presented *Vision 2040*, its strategy for accommodating the 5 million people expected to call the area home by 2040. And the Washington State Growth Management Act was enacted to protect natural

resource lands and critical areas, curtailing suburban sprawl and centering employment and housing growth around urban cores such as Seattle and Bellevue.

The two cities, while distinct in many ways, share one key attribute: They offer relatively small, high-density cores surrounded by waterways, parks and established neighborhoods. Still these are two major pistons in the same economic engine.

Combined, they occupy about the same geographic perimeter as Manhattan Island (13.4 miles long and 2.3 miles wide) except Lake Washington is considerably larger than Central Park. Like New York City, the best opportunity for future growth is vertical. So it's no surprise that both Seattle and Bellevue are experiencing an unprecedented amount of urban development.

More than 100 projects are currently under construction in Downtown Seattle, making it the fastest-growing big city in the U.S., according to the U.S. Census Bureau in 2015.

About 3,000 residential units are being delivered annually (mostly apartments). Average apartment rents have grown by more than 40 percent since 2010. As rents rise, so does demand for condominium alternatives, and new construction of for-sale housing is making a comeback, but it can take years to deliver new supply. Median home prices for in-city condominiums have increased by 15 percent in the past year alone.

A boom of commercial office projects are also underway, led by a growing trend for urban campuses. Amazon's headquarter expansion will eventually accommodate 72,000 employees within downtown Seattle, and Chinese online retailer Alibaba also recently expanded offices in the city. In fact, about half of the region's office space totaling 44 million square feet is located in the city's downtown core and another 15 million square feet is in development or proposed. Several of these high-profile projects are being financed by the United States Citizenship and Immigration Services (USCIS) EB-5 investment opportunity, which provides a pathway for U.S. citizenship for international investors.

Downtown Bellevue, on the other hand, is home to approximately 10,000 city dwellers, considerably less than the 65,000 residents that call downtown Seattle home. However 75 percent of Bellevue's growth is expected to occur within urban highrises, and the city's downtown population is poised to double over the next 15 years. Anticipating this demand, significant land holdings, including recent acquisitions by Chinese developers in both cities, are setting records for property values.

To be sure, downtown Bellevue is no longer considered a suburb of Seattle. Consider, for example, the \$1.2 billion, mixed-use expansion of Lincoln Square—part of the Bellevue Collection, a lifestyle mecca that is one of the highest-performing shopping destinations in the country. The expansion is adding a W Hotel, dynamic restaurants and more destination retail. Bellevue officials are also planning an up-zoning of its urban core, which in turn is expected to draw some of the largest infill developments to Bellevue in the years ahead. This fast growing and decidedly international city is defining its own skyline and no longer sits in the shadow of Seattle.

With growth, come growing pains. Major capital projects are now underway to improve regional mobility, including the \$2 billion waterfront revitalization project in downtown



Seattle which will replace the aging viaduct freeway with a deep bore tunnel while adding a world-class seaside embarcadero.

The State Route 520 bridge replacement is also underway to improve vehicular transportation between Seattle and the Eastside (a term for cities east of Lake Washington, such as Bellevue, Kirkland, Redmond and Issaquah), while the LINK Light Rail system is expanding its service, as well. New commuter routes already connect downtown Seattle to the Seattle-Tacoma International Airport with a north link to the University district set to open in 2016. The much anticipated east link extension will soon access Bellevue and Redmond across the Interstate 90 Bridge and also offer service to the north end of Mercer Island. While these significant improvements are to be completed by 2023, the LINK system's 53 miles of track still trails behind San Francisco's 140-plus miles of light rail and BART commuter lines. As a result, the region's traffic challenges, currently ranked the fifth-most congested in the U.S., will further encourage in-city living as suburban commute times grow longer.

## **RECREATION**

The climate of the Pacific Northwest is moderated by the Pacific Ocean and all four seasons are distinctly charming and allow for an active lifestyle year-round. High temperatures during the summer months top out at 76 degrees on average, while winters are typically wet but comfortable, with highs averaging in the high 40s to low 50s. Although snowfall is light in the city—averaging at most five inches in January—ski enthusiasts can head to the mountains and nearby ski resorts for plenty of fresh powder and downhill or crosscountry skiing.

Meanwhile Seattle's close proximity to Canada and convenient ports offer a plethora of travel opportunities. Many residents enjoy summertime cruises up to Alaska's Inside Passage or pleasure cruising around the San Juan Islands. Popular wintertime destinations include golf retreats to desert cities in Arizona or Southern California—both are just a two-hour flight away. Travelling abroad is also convenient as Seattle-Tacoma International Airport offers numerous, non-stop flights to Asia, Europe and the Middle East.

## **BUSINESSES**

In 2015, the magazine *Entrepreneur* ranked both Seattle and Bellevue among the top 25 cities to move to in the U.S. to launch a business. Indeed, an entrepreneurial culture has already spawned countless success stories, including numerous Fortune 500 companies, such as Amazon, Costco, Expeditors International, Microsoft, Nordstrom, Paccar, Starbucks, Weyerhaeuser and Boeing. While Boeing's official headquarters moved to Chicago, more than 80,000 jobs remain locally. The fortunes made over past decades have also created a robust industry for venture capital firms and a global incubation center for innovation. By one measure, more than 400 tech companies were incorporated last year alone.

According to the website Nerdwallet.com, the Seattle-Bellevue-Everett area is one of the top three areas in the country for tech jobs and one of the best places for science,

technology, engineering and mathematics (STEM) graduates. Many Silicon Valley-based companies now have offices in Seattle including Apple, Dropbox, Facebook, Hewlett Packard, HTC, HULU and Twitter, and Google has expanded its Eastside campus in Kirkland.

The economic thinktank Milken Institute ranked the state's Life Sciences and Global Health cluster—activities that improve health through technologies and biopharmaceuticals—as the fifth largest in the nation. Much of the cluster is found in the central Puget Sound region, which is home to institutions like the Fred Hutchinson Cancer Research Center, The Allen Institute for Brain Science, University of Washington and Institute for Systems Biology. In addition, the Bill & Melinda Gates Foundation's Global Health Division is investing in technology to save lives in developing countries. Adding to the state's business appeal is the fact that Washington does not have a state income tax. And currently, King County's unemployment rate is at just 3.3-percent—the lowest in seven years.

## **EDUCATION**

The Puget Sound region is renowned for its school system and universities, as well. In fact, Fast Company includes Seattle among the smartest cities in North America. A U.S. Census Bureau survey in 2008 revealed that Seattle had the highest percentage of college and university graduates of any major U.S. city, and its residents are consistently ranked among the most literate in the nation. According to *Newsweek*, all five of Bellevue's public high schools are ranked in the top 100 of the nation, and three are in the top 20. Both Mercer Island and Bainbridge Island schools also top the list.

Many acclaimed private schools also include programs for students with English as a second language. Most notably, Lakeside School located north of Seattle in Shoreline, was responsible for educating both Bill Gates and Paul Allen, co-founders of Microsoft and two of the wealthiest persons in the world.

The University of Washington (U.W.), also located in Seattle, is ranked 11<sup>th</sup> globally, according to *U.S. News & World Report's* Global University Rankings, and is the third-ranked public university on the list. Foreign students comprise approximately 20 percent of the freshman class at U.W. and about half of these students are from China. In 2014, *U.S. News and World Report* ranked the university's programs in medicine, education, law, business and engineering among the top 26 programs in the nation, with the U.W. School of Medicine rating No. 1 overall for primary care. In addition, its doctoral programs in biological sciences, chemistry, computer science, Earth sciences, mathematics, physics and statistics all ranked in the top 25.

## **CULTURE**

The Pacific Northwest is a rich melting pot of cultures and experiences. Its prominent perch on the Pacific Rim and a major trading port has long influenced an internationally minded resident profile. Large companies like Microsoft also have drawn talent from

around the world, and Seattle boasts one of the largest Chinatown/International Districts on the U.S. West Coast.

Seattle is also home to the greatest number of cultural and recreational attractions per capita in the nation, according to the property research website, Propertyshark.com. According to the website, the city has 1,840 cultural and recreational venues per 650,000 residents. The city also plays host to high-profile events throughout the year, including one of the country's largest contemporary festivals, Bumbershoot, as well as the Seattle International Film Festival, the longest-running film festival in the U.S.

Each summer, the city's Seafair celebration draws hundreds of thousands to Lake Washington during a weeklong party that includes hydroplane races and airshows featuring the U.S. Navy's Blue Angels. And throughout the year, the Seattle Ballet, Seattle Opera and Seattle Symphony contrast professional sports franchises that include the Seattle Mariners (baseball), Seattle Seahawks (football) and Seattle Sounders (soccer). Connoisseurs of life will also enjoy a plethora of world-class culinary experiences drawing from the region's enviable seafood, agriculture and burgeoning wine region.

## **QUALITY OF LIVING**

Success in Puget Sound can easily be spotted from the shoreline. Lake Washington stretches 22 miles north and south between Seattle and the Eastside communities and is also a front yard to many grand estates—including the homes of nine Washington billionaires. Many impressive yachts can be found to venture through the Montlake Cut, past the University of Washington into Lake Union and along the Ship Canal to descend through the Hiram M. Chittenden Locks in Ballard. As a portal to the Pacific, protected freshwater waterways and thousands of lakeside residents are easily linked to Puget Sound, to the San Juan Islands and onward.

Clearly, in the Seattle area, you really can have it all if you know where to look for it.

### **By the Numbers (thanks to the Downtown Seattle Association)**

#1: City in U.S. to find a job

*(Wallet Hub, 2015)*

#1: Fastest-growing big city in the U.S

*(U.S. Census Bureau)*

#1: Most "cultural" city in the U.S with one cultural attraction for every 354 people

*(Property Shark)*

#1: Highest job growth for small businesses in the U.S.

*(Paychex / IHS Small Business Jobs Index)*

#1: Nation's most sustainable city

*(STAR Communities)*

#2: Best city for recent college graduates

*(Nerdwallet.com)*

#2: Best city for high-tech growth

(Jones Lang LaSalle)

#4: Best market in North America for office property investment in 2015

(Urban Land Institute)

#5: Best U.S. cities for tech startups

(Entrepreneur.com)

## Race for the Sky

Developer Crescent Heights has filed preliminary plans to build a 102-story, mixed-use tower in downtown Seattle. If built, it would be the tallest building on the West Coast.

### Seattle Connections

According to Visit Seattle, Chinese nationals are now the top overseas visitors to the region and the fastest-growing demographic in the state of Washington. While residents of Asian descent comprise 12 percent of the population in the broader metro area, popular submarkets like Bellevue experience a higher concentration approaching 30 percent, according to recent census data.

## Real Estate: Seattle and Bellevue increasingly attract mainland Chinese homebuyers.



# 房地产

西雅图、贝尔维尤炙手可热，大批中国买家前来购房

文：Dean Jones

华人移民北美，向来以西岸主要入口城市如温哥华、不列颠哥伦比亚省、旧金山、洛杉矶等为首选。然而，近年来，大西雅图-贝尔维尤地区也迎头赶上，成为华人移民的一流选择。电影《北京遇上西雅图》便说明了这点，这部爱情喜剧电影描述的是年轻准妈妈赴美生子，来到西雅图不但找到了真爱，也享上了当地纯朴快乐的生活，故事虽属虚构，然而却反映了现实。

全美房地产经纪人协会(National Association of Realtors)表示，2015年中国买家已超越加拿大买家，成为购买美国房产最多的群体。虽然，当地经济是一个吸引买主的重要因素，然而西雅图地区房地产价格实惠尤为引人关注。《中国日报》曾表示，大西雅图地区房地产可能全面被低估；如果考虑到该地区人们普遍收入高且不用向州政府缴纳所得税，再加上土地价格只有同经济城市的一半到三分之二，该西雅图房地产的增值空间显然很大。

当某一地区华人移民开始增加时，该地区便会成为房地产学上所称的「对冲城市」(hedge city)，也就是说，左右房地产价格的不是当地的新增增长或就业机会，而是海外投资者对房产的需求量。华人又会吸引更多华人，使得该地区房地产不受季节性涨跌的影响。同时，华人文化得到提升并且会吸引更多的新的寻找文化认同的新移民。北边与西雅图相距160英里的温哥华便是一个明显的例子。长达20年的华人投资与移民使得温哥华现有人口有50%的亚裔(多数为华裔)。同时，温哥华也成了世界上最有活力、也最为昂贵的房地产市场之一。

类似情形正在西雅图与贝尔维尤重新上演。记者Robert Frank 曾在一篇名为《西雅图新郊，中国富豪的新家园》的纽约时报文章中表示，根据地产经纪人的估计，在富裕的西雅图东郊，有二成至四成的百万美元以上的房子都是卖给中国大陆的买家。

这是2014年9月的文章，如今已是2015年，相信豪宅卖给中国人的比例比过去有增而无减。

而中国人买的不仅是豪宅。中国人还前来买地和进行商业交易。正在追踪西雅图与贝尔维尤市中心逾2.5亿美元的土地交易的《普吉特湾商报》(Puget Sound Business Journal)表示，有不少中国的大开发商已经瞄准该地区的商业高楼。西雅图最高办公大楼哥伦比亚大厦(Columbia Tower)被香港私募基金管理公司葛汇资本(Gaw Capital)买下，轰动一时。

香港与中国大陆前所未有的经济扩张已造就了约百万名百万富翁。胡润百富榜(Hurun Report)与汇加顾问集团(Visas Consulting Group)的研究显示，多数访美的中国富豪不是正在办理移民，就是在打算办理移民。胡润百富榜出版人Elizabeth Harrington表示，西雅图目前在中国富豪海外投资的最受欢迎排名榜上位居第五。

欲进一步了解普吉特湾区外商直接投资趋势与移民法规，请向由苏富比国际地产公司(Realogics Sotheby)所制作的纪录片《东方遇见西方》(East Meets West)。

作者简介：

Dean Jones 为苏富比国际地产公司(Realogics Sotheby)总裁及首席执行官。他也是过去二十年美国入西北地区富人房产项目的市场策划人。Jones 先后对当地与全国性媒体发表专文，讨论全球房地产市场趋势；他隶属于诸多业内协会，如西雅图市中心协会(Downtown Seattle Association)、亚洲房地产协会(Asian Real Estate Association)和华中交流理事会(Washington State China Relations Council)。

## By Dean Jones

Chinese emigration to North America is a well-established trend in West Coast gateway cities, such as Vancouver, British Columbia, San Francisco and Los Angeles. But in

recent years the Seattle-Bellevue metropolitan area has stepped into the spotlight as an alternative, if not a preferred, first-tier city. Consider, for example, the Chinese box-office hit *Beijing Meets Seattle*. The popular romance-comedy paints a fairytale portrait of a young pregnant woman who escapes to Seattle and finds true love, as well as a simpler, happier existence. In this case, fiction follows reality.

The National Association of Realtors notes Chinese homebuyers are now the top international buyer of U.S. real estate, surpassing Canadians in 2015. Certainly, the local economy is a draw. But it's the area's relative affordability that draws the most attention. *China Daily* suggested it may even be "globally undervalued." When comparing the high household incomes, the lack of a state income tax and real estate prices that are between two-thirds to half of similar cities, Seattle's propensity for capital appreciation is considerable.

As the volume of Chinese immigrants expands in a particular region, it creates a real estate microclimate called a "hedge-city" because the rising price of housing has more to do with offshore demand than with local job or income growth. Chinese beget the Chinese, seemingly insulating that market from down cycles, while enhancing the culture and attracting new immigrants in search of a familiar community. Such self-fulfilling prophecies are found in Vancouver, B.C., just 150 miles north of Seattle. There, 20 years of Chinese investment and immigration resulted in a population that is now 50 percent Asian (mostly Chinese). In turn, it has become one of the most dynamic and expensive real estate markets in the world.

A similar scenario is playing out in Seattle and Bellevue. In *The New York Times'* article "In Suburban Seattle, New Nests for China's Rich," journalist Robert Frank noted that real estate brokers estimated 20 to 40 percent of the home sales above one million dollars on the affluent Eastside were being sold to mainland Chinese homebuyers. Written in September 2014, those estimates would be an understatement in 2015.

And it's not just luxury houses being sought. Significant commercial transactions and land acquisitions by Chinese nationals are taking place. The *Puget Sound Business Journal* is tracking more than a quarter billion dollars in recent land buys in downtown Bellevue and downtown Seattle. Some of China's largest developers are exploring new skyscrapers in the region: Heads turned when Columbia Tower, Seattle's tallest office tower, was acquired by Hong Kong-based Gaw Capital.

The unprecedented economic expansion in Hong Kong and mainland China has created an estimated 1 million millionaires. According to research by Hurun and Visas Consulting Group, a majority of wealthy Chinese surveyed suggested that they were either in the process of, or planning to, emigrate from China. Elizabeth Harrington, publisher of the *Hurun Report*, suggests that Seattle is now the fifth most popular market in the world for wealthy Chinese to invest.

For more information on trends in foreign direct investment and immigration in the Puget Sound region, watch the documentary *East Meets West* produced by Realogics Sotheby's International Realty.



*President and CEO of Realogics Sotheby's International Realty, Dean Jones is the marketing strategist behind many of the Pacific Northwest's most respected real estate projects over the past 20 years. Jones is a regular contributor to local and national media on global real estate and is an active member of industry organizations including The Downtown Seattle Association, Asian Real Estate Association and Washington State China Relations Council.*