

Washington State Retail Survey 2008

Eureka Group, 2008

Retail Sales (\$000)	2007 Data		Growth* --->	SnoCo	
	Edmonds	Edmonds			
Retail Sales Total	363,583	4.5%	11.1%		
Auto Group	185,382	3.6%	8.7%		New & used auto, boat, parts
Home Furnishings	8,484	18.5%	9.2%		
Electronics	4,280	-6.3%	6.8%		TV, appliance, computer, camera
Building Materials	3,106	13.5%	17.4%		Building materials, lawn & garden
Food & Beverage	22,320	-3.7%	4.7%		Grocery, convenience
Drug/Health	6,860	25.7%	12.1%		
Service Stations	3,983	4.8%	9.3%		
Apparel	22,306	6.0%	17.6%		Clothing, luggage
Specialty	3,833	-0.7%	5.7%		Sporting goods, toys, books, music
General Merch	8,073	3.6%	13.3%		Dept store, general merchandise
E-Commerce	4,151	29.3%	27.9%		
Misc Retail	28,218	9.0%	12.5%		
Restaurants & Bars	62,587	6.7%	11.3%		

* Annual growth for period 2002-2007

Market Share

\$Sales per Household

Category/Group	WA norm	SnoCo	Edmonds
Apparel	1,524	2,266	1,336
Gen Merch	3,990	4,505	484
Food	1,290	1,324	1,337
Rest & Bar	3,581	3,378	3,749
Furn	921	880	508
Build Matl	2,150	2,235	186
Auto	5,091	6,171	11,104
Elec	1,120	1,274	256
Total	24,236	26,234	21,778
#Households			17,483

Market Share

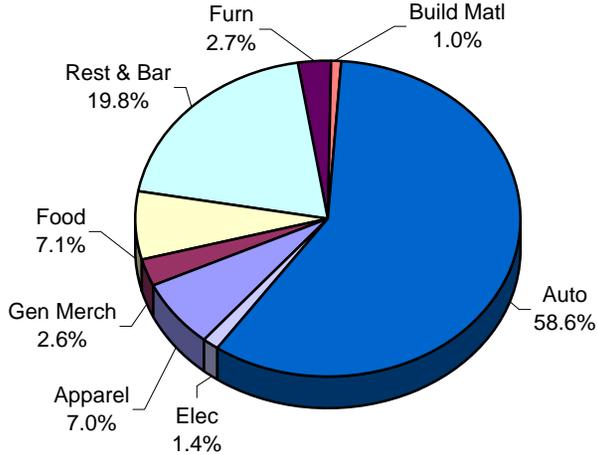
\$Sales per Household

Category/Group	Lynnwood	Shoreline	Bothell***	M'ville	Sammamish	Kirkland
Apparel	21,665	104	834	3,726	339	873
Gen Merch	20,356	7,524	8,520	10,111	611	9,549
Food	2,037	1,537	1,627	2,787	866	1,325
Rest & Bar	11,390	2,063	10,636	4,592	1,653	6,851
Furn	8,151	174	2,013	580	418	966
Build Matl	5,224	4,410	11,794	4,149	436	1,024
Auto	27,570	4,714	5,571	4,090	36	17,636
Elec	8,782	490	6,196	2,085	250	1,024
Total	124,490	24,337	59,665	38,777	7,029	47,098
#Households	14,196	21,276	12,908	13,613	13,157	22,484

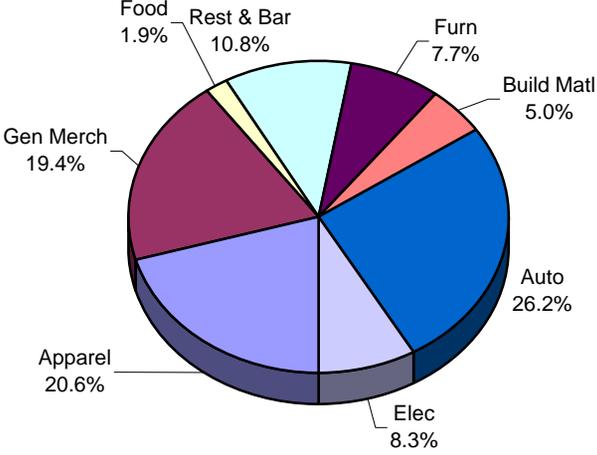
***Includes portions in both King and Snohomish counties.

2007 Retail Sales Market Share by Category

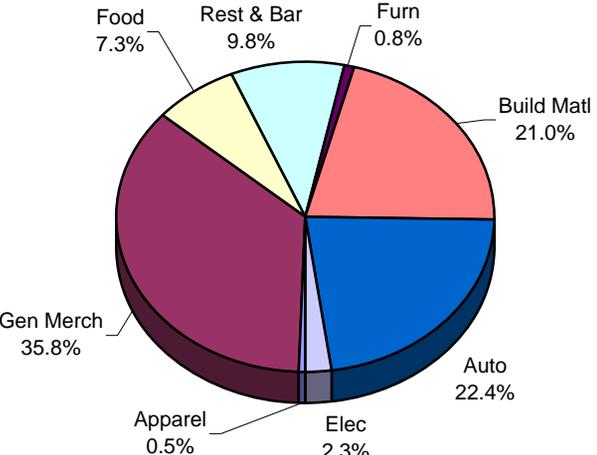
Edmonds Retail Sales Market Share



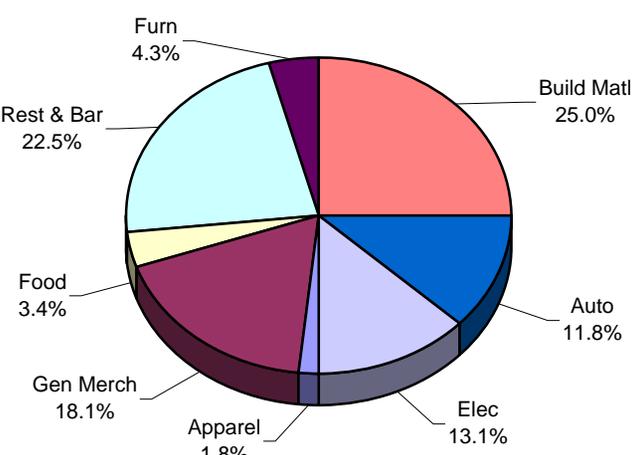
Lynnwood Retail Sales Market Share



Shoreline Retail Sales Market Share

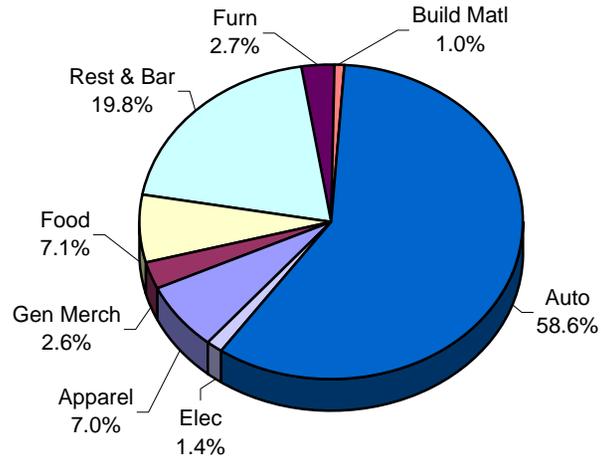


Bothell Retail Sales Market Share

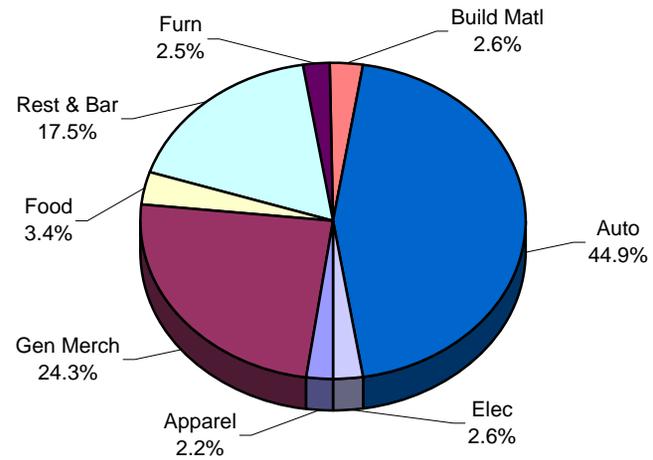


Retail Sales Market Share by Category

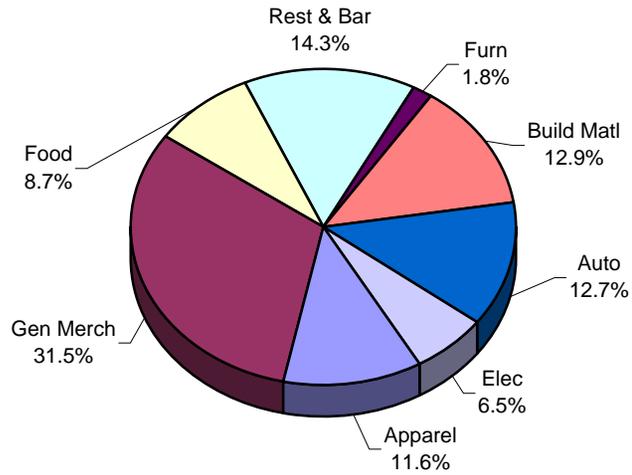
Edmonds Retail Sales Market Share



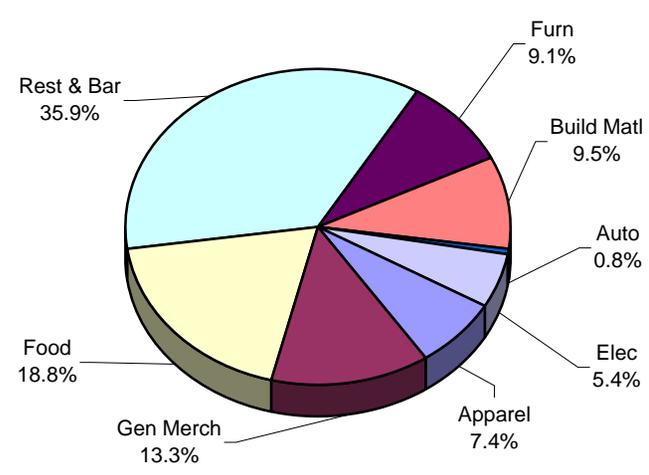
Kirkland Retail Sales Market Share



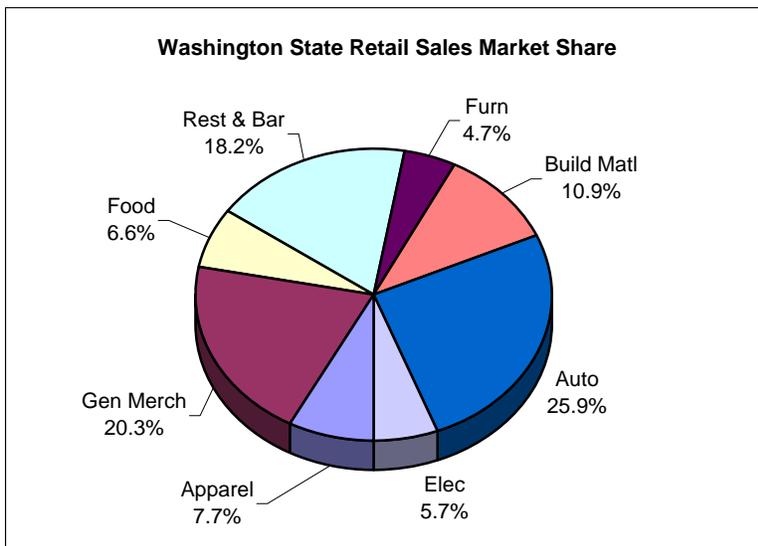
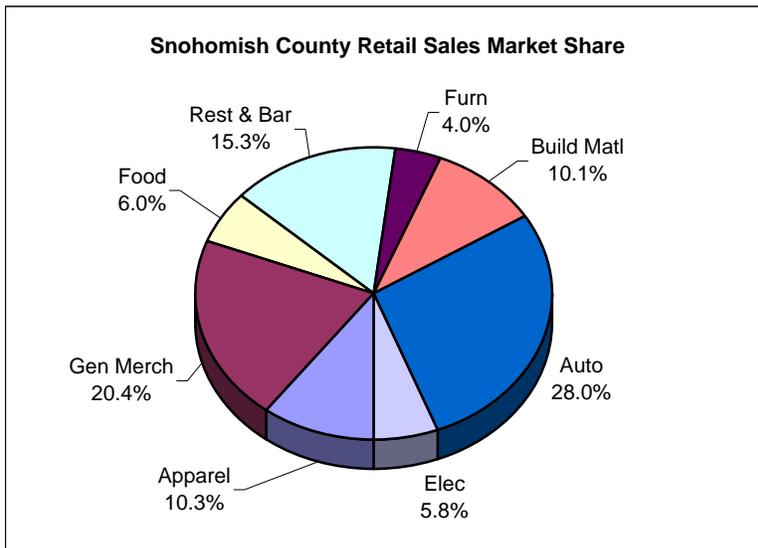
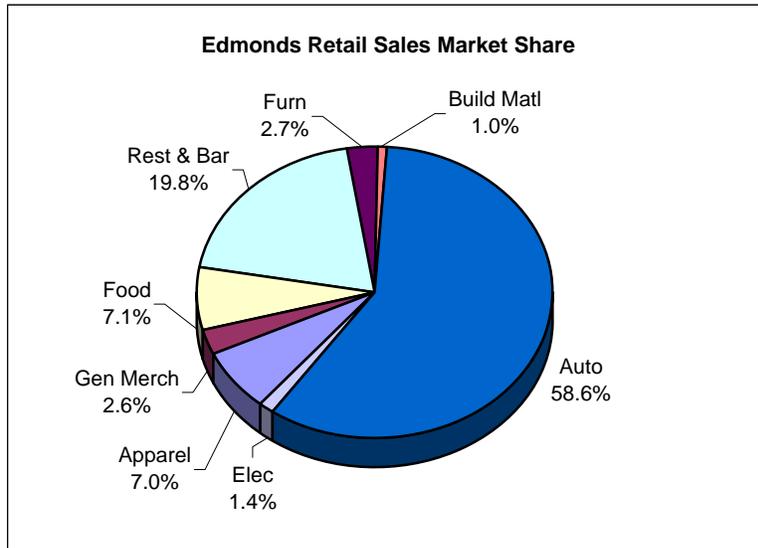
Marysville Retail Sales Market Share

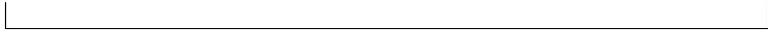


Sammamish Retail Sales Market Share

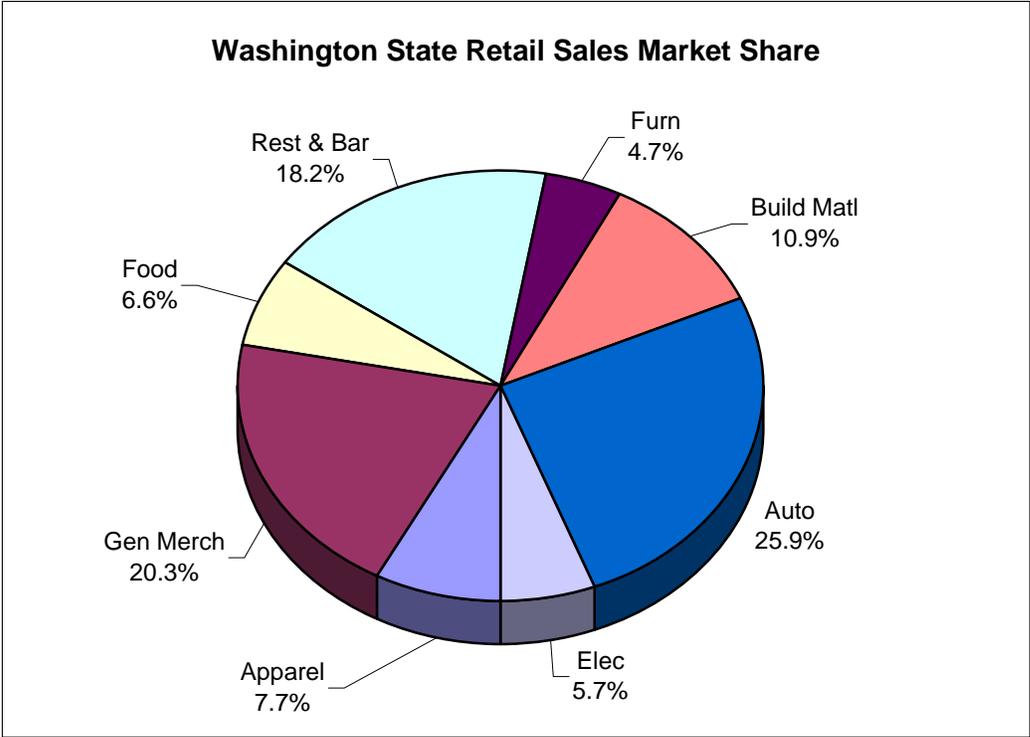
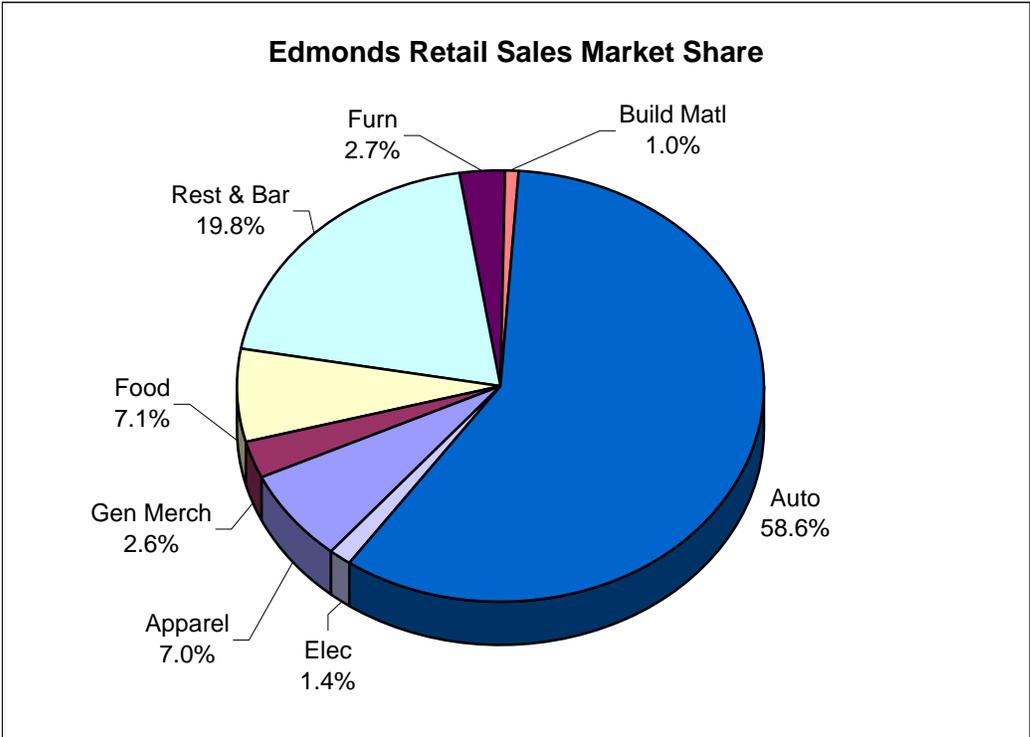


2007 Retail Sales Market Share by Category

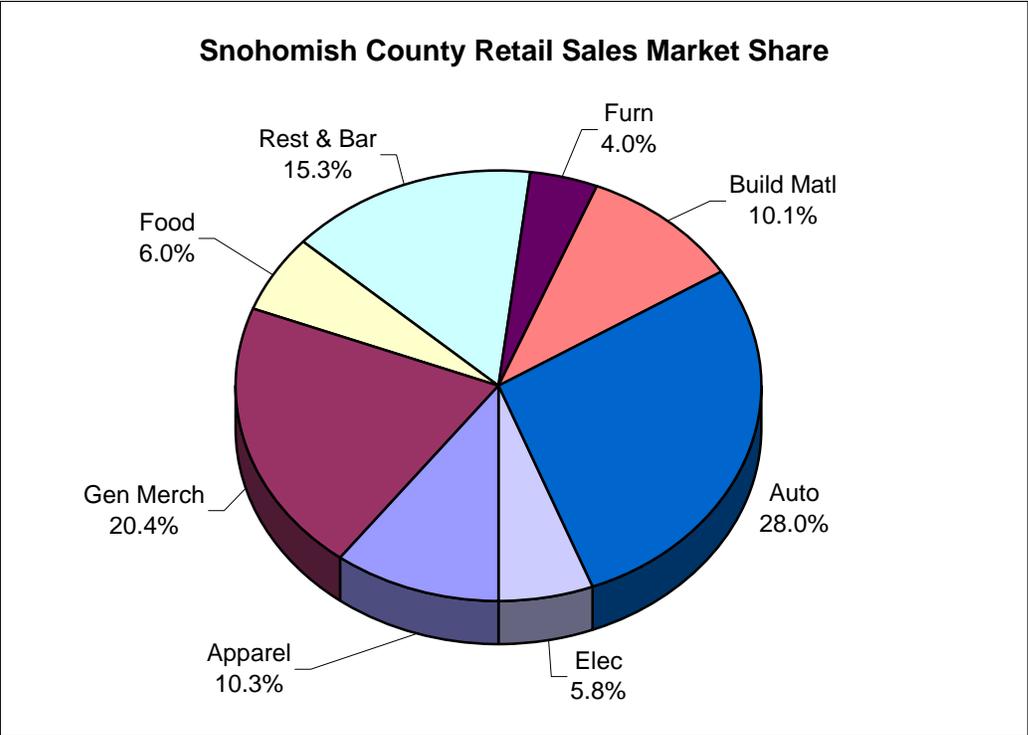
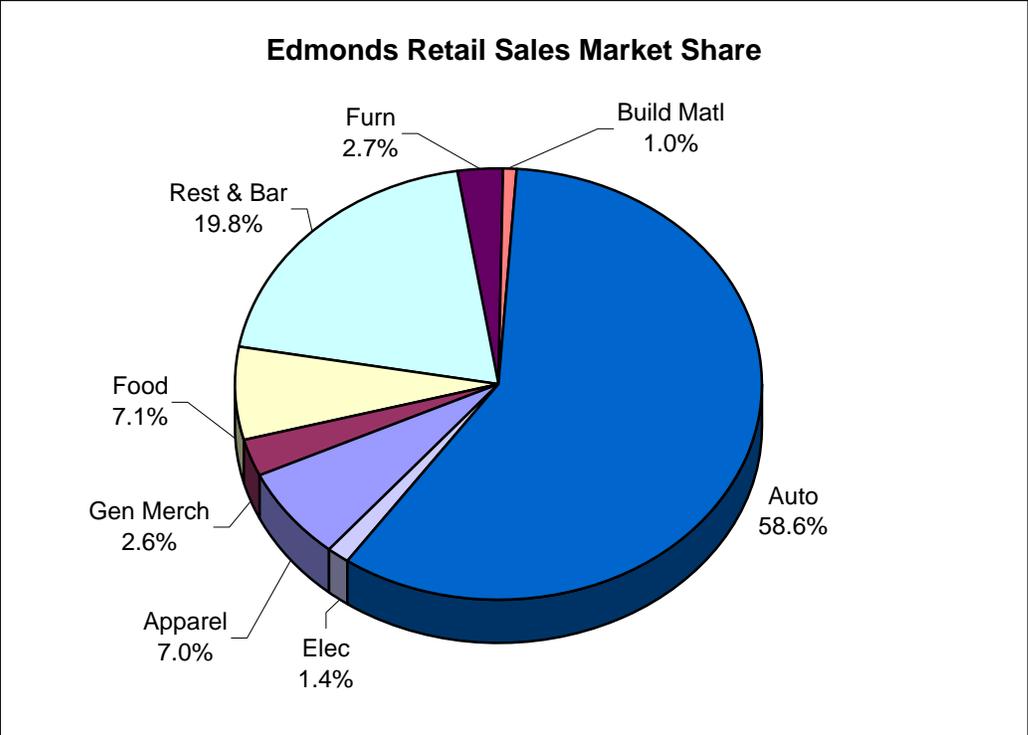




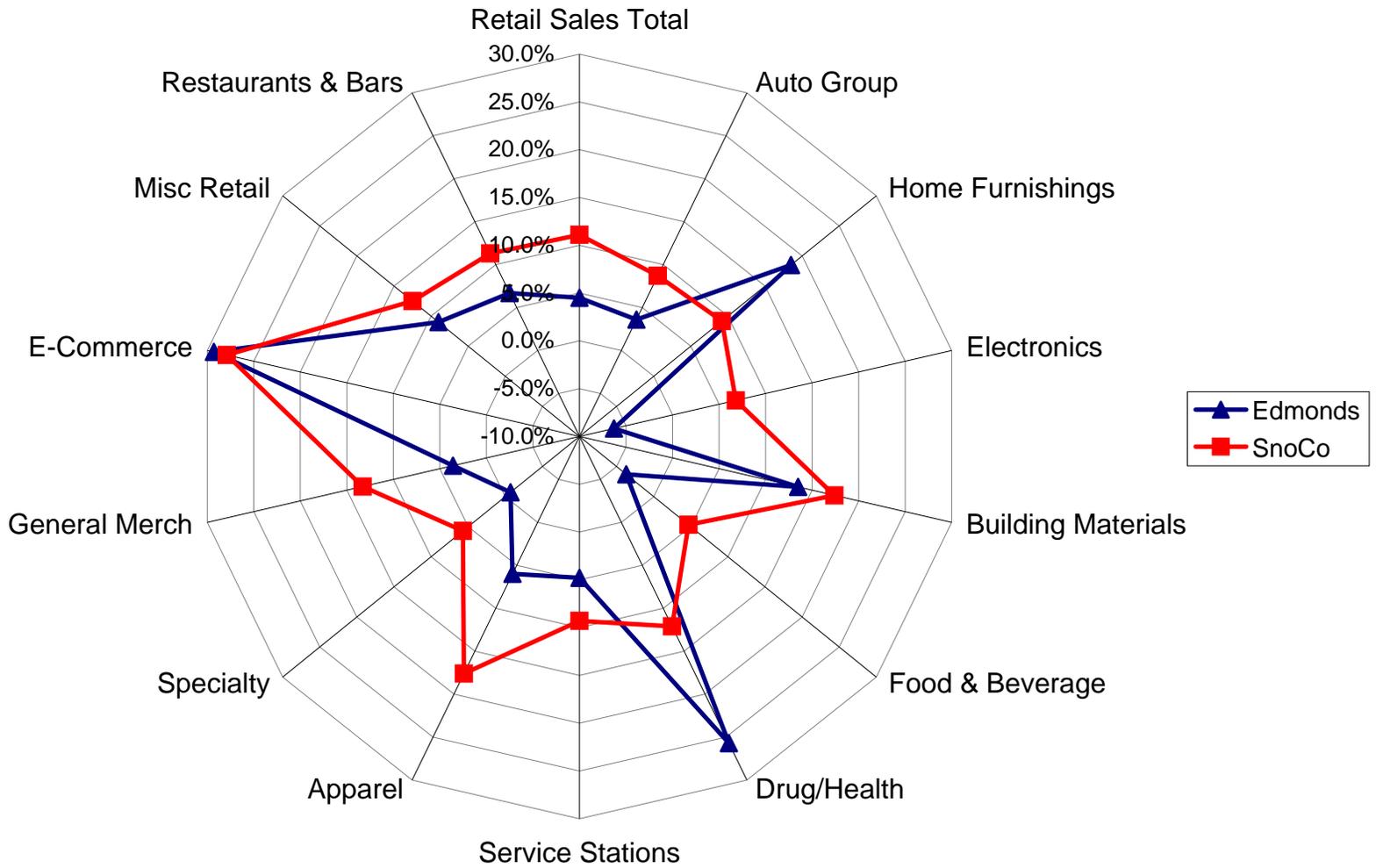
2007 Retail Sales Market Share by Category



2007 Retail Sales Market Share by Category



Retail Sales Growth by Category 2002 - 2007



Retail Sales Growth by Category

