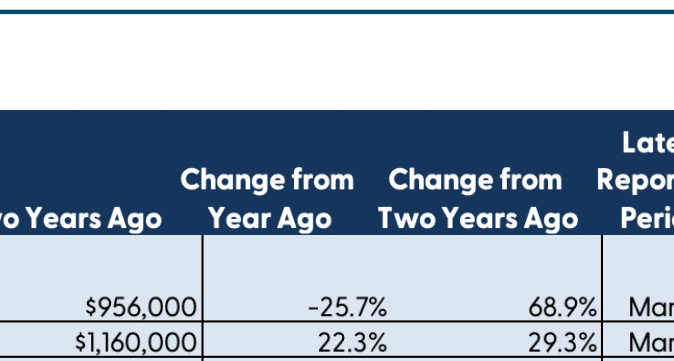
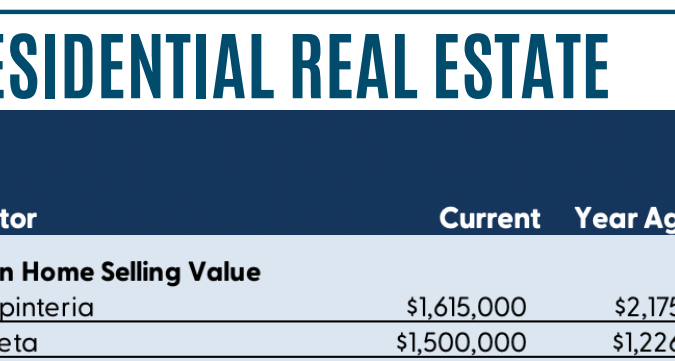
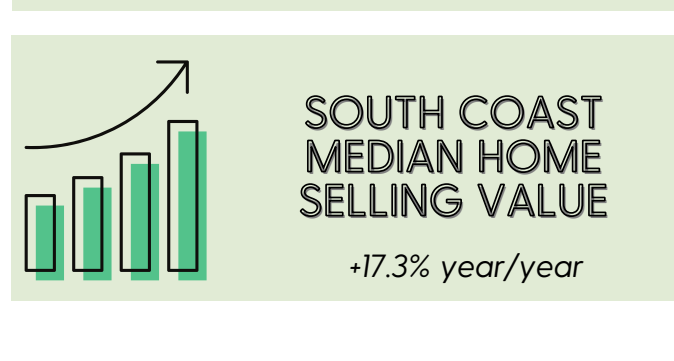
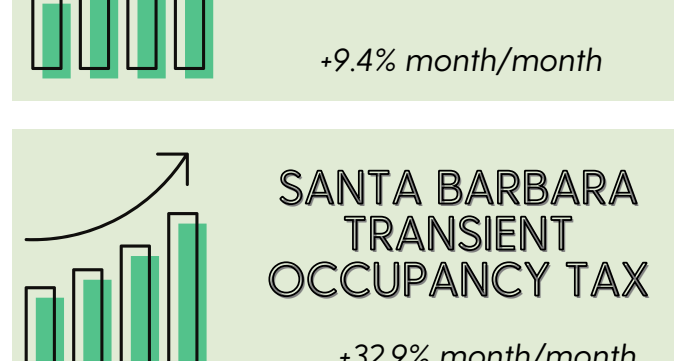
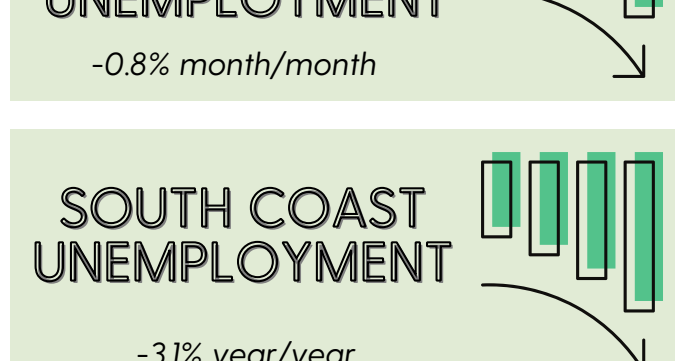


AT A GLANCE - CURRENT DATA TRENDS



RESIDENTIAL REAL ESTATE

| Indicator | Current | Year Ago | Two Years Ago | Change from Year Ago | Change from Two Years Ago | Latest Reporting Period |
|-------------------------------------|-------------|-------------|---------------|----------------------|---------------------------|-------------------------|
| Median Home Selling Value | | | | | | |
| Carpinteria | \$1,615,000 | \$2,175,000 | \$956,000 | -25.7% | 68.9% | Mar-22 |
| Goleta | \$1,500,000 | \$1,224,000 | \$1,160,000 | 22.3% | 29.3% | Mar-22 |
| Santa Barbara | \$2,330,000 | \$1,872,500 | \$1,367,500 | 24.4% | 70.4% | Mar-22 |
| South Coast | \$1,912,500 | \$1,630,000 | \$1,300,000 | 17.3% | 47.1% | Mar-22 |
| Single Family Home Sales YTD | | | | | | |
| Carpinteria | 16 | 21 | 21 | -23.8% | -23.8% | Jan-Mar-22 |
| Goleta | 69 | 67 | 53 | 3.0% | 30.2% | Jan-Mar-22 |
| Santa Barbara | 110 | 140 | 103 | -21.4% | 6.8% | Jan-Mar-22 |
| South Coast | 195 | 228 | 177 | -14.5% | 10.2% | Jan-Mar-22 |
| Median Apartment Rent | | | | | | |
| South Coast | \$2,278 | \$2,132 | \$2,158 | 6.9% | 5.6% | 2021 Q4 |
| Apartment Vacancy Rate | | | | | | |
| South Coast | 3.2% | 5.0% | 2.5% | -1.8% | 0.7% | 2021 Q4 |

Source: California Economic Forecast (www.californiaforecast.com)

BUILDING PERMITS

| Indicator | Current | Year Ago | Two Years Ago | Change from Year Ago | Change from Two Years Ago | Latest Reporting Period |
|---|---------|----------|---------------|----------------------|---------------------------|-------------------------|
| Residential Building Permits YTD (units) | | | | | | |
| Carpinteria | 0 | 0 | 0 | N/A | N/A | Jan-22 |
| Goleta | 0 | 0 | 1 | N/A | -100.0% | Jan-22 |
| Santa Barbara | 3 | 9 | 5 | -66.7% | -40.0% | Jan-22 |

Source: California Economic Forecast (www.californiaforecast.com)

COMMERCIAL REAL ESTATE

| Indicator | Current | Year Ago | Two Years Ago | Change from Year Ago | Change from Two Years Ago | Latest Reporting Period |
|---------------------------------|---------|----------|---------------|----------------------|---------------------------|-------------------------|
| Commercial Vacancy Rates | | | | | | |
| Carpinteria | | | | | | |
| Office | 3.9% | 6.6% | 4.9% | -2.7% | -1.0% | 2021 Q4 |
| Industrial | 3.7% | 6.1% | 2.0% | -2.4% | 1.7% | 2021 Q4 |
| Goleta | | | | | | |
| Office | 6.6% | 7.1% | 5.9% | -0.5% | 0.7% | 2021 Q4 |
| Industrial | 2.7% | 6.7% | 5.2% | -4.0% | -2.5% | 2021 Q4 |
| Santa Barbara | | | | | | |
| Office | 9.2% | 8.1% | 6.6% | 1.1% | 2.6% | 2021 Q4 |
| Industrial | 0.6% | 1.4% | 1.2% | -0.8% | -0.6% | 2021 Q4 |
| Retail | 3.5% | 5.9% | 3.8% | -2.4% | -0.3% | 2021 Q4 |

Source: California Economic Forecast (www.californiaforecast.com)

WORKFORCE

| | Current | Professionals | Changed Jobs | Job Posts | Engaged Talent |
|------------------------------|---------|---------------|--------------|-----------|----------------|
| Current | | 168,956 | 12,630 | 6,505 | 6,116 |
| Month Ago | | 111,981 | 9,179 | 3,935 | 5,217 |
| Change from Month Ago | | 51% | 38% | 65% | 17% |

Employment Talent in the Santa Barbara-Santa Maria Area Source: LinkedIn - April 2022

| Indicator | Current | Month Ago | Year Ago | Two Years Ago | Change from Month Ago | Change from Year Ago | Change from Two Years Ago | Latest Reporting Period |
|---|---------|-----------|----------|---------------|-----------------------|----------------------|---------------------------|-------------------------|
| Santa Barbara County Labor Force | | | | | | | | |
| Labor Force | 221,700 | 218,900 | 215,200 | N/A | 13% | 3.0% | N/A | Mar-22 |
| Unemployment | 7,800 | 9,400 | 15,700 | N/A | -17.0% | -50.3% | N/A | Mar-22 |
| Unemployment Rate | 3.5% | 4.3% | 7.3% | N/A | -0.8% | -3.8% | N/A | Mar-22 |

Source: State of California, Employment Development Department

| Indicator | Current | Month Ago | Year Ago | Two Years Ago | Change from Month Ago | Change from Year Ago | Change from Two Years Ago | Latest Reporting Period |
|------------------------------------|---------|-----------|----------|---------------|-----------------------|----------------------|---------------------------|-------------------------|
| Unemployment Rate (by City) | | | | | | | | |
| Carpinteria | 3.4% | 4.3% | 6.4% | 3.5% | -0.9% | -3.0% | -0.1% | Feb-22 |
| Goleta | 1.8% | 2.1% | 4.7% | 2.1% | -0.3% | -2.9% | -0.3% | Feb-22 |
| Santa Barbara | 1.9% | 2.2% | 5.1% | 2.1% | -0.3% | -3.2% | -0.2% | Feb-22 |
| South Coast | 2.4% | N/A | 5.5% | 2.6% | N/A | -3.1% | -0.2% | Feb-22 |

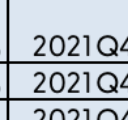
Source: California Economic Forecast (www.californiaforecast.com)

| Indicator | Current | Year Ago | Two Years Ago | Change from Year Ago | Change from Two Years Ago | Latest Reporting Period |
|--------------------------------|-----------|-----------|---------------|----------------------|---------------------------|-------------------------|
| Median Household Income | | | | | | |
| Carpinteria | \$88,195 | \$86,944 | \$78,184 | 1.4% | 12.8% | 2021 |
| Goleta | \$109,361 | \$106,434 | \$98,005 | 2.7% | 11.6% | 2021 |
| Santa Barbara | \$88,294 | \$86,620 | \$74,790 | 1.9% | 18.1% | 2021 |

Source: California Economic Forecast (www.californiaforecast.com)

"The unemployment rate in the tri-county region dipped to 3.4% in March, its lowest by a comfortable margin since before the COVID-19 pandemic began, according to data released April 15 by the California Employment Development Department."

- Pacific Coast Business Times
[Click here to read more](#)



SALES TAX

| Indicator | Current | Year Ago | Two Years Ago | Change from Year Ago | Change from Two Years Ago | Latest Reporting Period |
|--|---------|----------|---------------|----------------------|---------------------------|-------------------------|
| Taxable Retail Sales (millions) | | | | | | |
| Carpinteria | \$33.5 | \$28.8 | \$33.8 | 16.4% | -1.0% | 2021 Q4 |
| Goleta | \$196.6 | \$169.5 | \$175.8 | 16.0% | 11.9% | 2021 Q4 |
| Santa Barbara | \$409.9 | \$358.2 | \$403.2 | 14.4% | 1.7% | 2021 Q4 |
| South Coast Total | \$639.9 | \$556.4 | \$612.7 | 15.0% | 4.4% | 2021 Q4 |

Source: California Economic Forecast (www.californiaforecast.com)

TOURISM

| Indicator | Current | Month Ago | Year Ago | Two Years Ago | Change from Month Ago | Change from Year Ago | Change from Two Years Ago | Latest Reporting Period |
|-----------------------------|---------|-----------|----------|---------------|-----------------------|----------------------|---------------------------|-------------------------|
| Hotel Occupancy Rate | | | | | | | | |
| Carpinteria | 63.4% | 54.5% | 52.6% | N/A | 8.9% | 10.8% | N/A | Mar-22 |
| Goleta | 78.8% | 69.4% | 64.8% | N/A | 9.4% | 14.0% | N/A | Mar-22 |
| Santa Barbara | 76.2% | 68.3% | 60.1% | N/A | 7.9% | 16.1% | N/A | Mar-22 |

Source: Smith Travel Report (STR.com)

| Indicator | Current | Month Ago | Year Ago | Two Years Ago | Change from Month Ago | Change from Year Ago | Change from Two Years Ago | Latest Reporting Period |
|---|---------|-----------|----------|---------------|-----------------------|----------------------|---------------------------|-------------------------|
| Transient Occupancy Tax (millions) | | | | | | | | |
| Santa Barbara | \$1.9 | \$1.4 | \$0.91 | \$1.5 | 32.9% | 108.8% | 26.8% | Mar-22 |

Source: California Economic Forecast (www.californiaforecast.com)

| Indicator | Current | Month Ago | Year Ago | Two Years Ago | Change from Month Ago | Change from Year Ago | Change from Two Years Ago | Latest Reporting Period |
|--------------------------------|---------|-----------|----------|---------------|-----------------------|----------------------|---------------------------|-------------------------|
| Airport Passenger Count | | | | | | | | |
| Santa Barbara Airport | 91,467 | 70,323 | 32,572 | 42,067 | 30.1% | 180.8% | 117.4% | Mar-22 |

Source: Santa Barbara Airport (flsba.santabarbaraca.gov)

CANNABIS

| Indicator | Quarter 1 | Quarter 2 | Quarter 3 | Quarter 4 | Total | Average |
|--------------------------------------|-------------|--------------|--------------|--------------|--------------|--------------|
| Cannabis Taxable Sales (2020) | | | | | | |
| Santa Barbara County | \$9,268,429 | \$17,122,747 | \$11,710,331 | \$13,648,966 | \$51,750,472 | \$12,937,618 |

Source: CA Department of Tax and Fee Administration

CRIME

| Indicator | Current | Year Ago | Two Years Ago | Change from Year Ago | Change from Two Years Ago | Latest Reporting Period |
|---|---------|----------|---------------|----------------------|---------------------------|-------------------------|
| Santa Barbara Police Department Crime Statistics (YTD) | | | | | | |
| Total Violent Crimes | 623 | 608 | 557 | 2% | 12% | Dec-21 |
| Total Property Crimes | 2,467 | 2,313 | 2,256 | 7% | 9% | Dec-21 |
| Call Volume | 31,650 | 29,303 | 35,188 | 8% | -10% | Dec-21 |
| Felony Arrests | 60 | 54 | 106 | 11% | -43% | Dec-21 |
| Misdemeanor Arrests | 112 | 46 | 202 | 143% | -45% | Dec-21 |

Source: Santa Barbara Police Department

HOMELESSNESS

| Indicator | Current | Year Ago | Two Years Ago | Change from Year Ago | Change from Two Years Ago | Latest Reporting Period |
|---------------------------|---------|----------|---------------|----------------------|---------------------------|-------------------------|
| Homeless Residents | | | | | | |
| Carpinteria | 21 | 39 | 21 | | | 2022 |
| Goleta | 91 | 166 | 119 | | | 2022 |
| Santa Barbara | 822 | 914 | 887 | | | 2022 |
| Other South Coast Areas | TBD | 173 | N/A | | | 2020 |

Source: Santa Barbara County - Community Services

City Net (City of Santa Barbara)

| | Feb-22 | Jan-22 |
|---|--------|--------|
| New Clients Enrolled in Services | 39 | 93 |
| Housing Navigation/Retention Enrollment | N/A | 89 |
| Sheltered in Bridge Motel Rooms | N/A | 21 |
| Permanently Housed Individuals | 3 | 10 |
| Street Exits to Emergency Shelter | 1 | 0* |

*No Shelter Options Due to Covid

Source: City Net (citynet.org)

New Beginnings (Santa Barbara County)

| | Jul-20 - Jul 21 |
|---------------------------------------|-----------------|
| Clients Served (Safe Parking Program) | 464 |
| Clients Housed/Eviction Prevented | 190 |

Source: New Beginnings

Vehicular Homelessness by City

| | 2020 (PIT Count) |
|---------------|------------------|
| Carpinteria | 25 |
| Goleta | 150 |
| Santa Barbara | 269 |
| Isla Vista | 50 |

Source: Santa Barbara County - Community Services

POVERTY

| Indicator | Current | Year Ago | Two Years Ago | Change from Year Ago | Change from Two Years Ago | Latest Reporting Period |
|---------------------|---------|----------|---------------|----------------------|---------------------------|-------------------------|
| Poverty Rate | | | | | | |
| Carpinteria | 7.5% | TBD | TBD | | | 2022 |
| Goleta | 7.9% | TBD | TBD | | | 2022 |
| Santa Barbara | 12.5% | TBD | TBD | | | 2022 |

Percentage of households below poverty. Source: Cottage Health (<http://cottagehealth2go.org>)

COVID-19 CASES

Santa Barbara County COVID-19 Cases - Week ending April 22, 2022

Case Rate per 100k

8.4

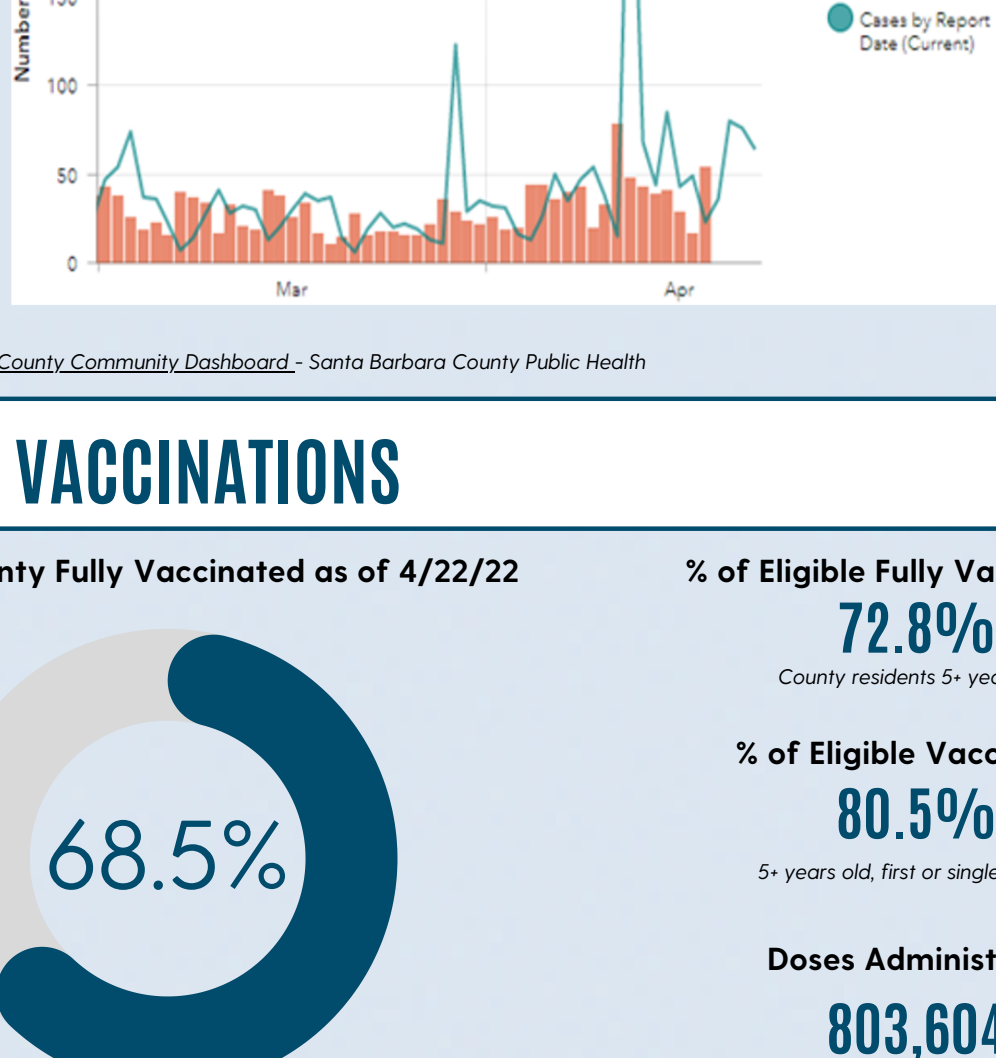
Test Positivity

2.6%

New Cases

64

(down 7% from 2 week avg)



Source: Santa Barbara County Community Dashboard - Santa Barbara County Public Health

COVID-19 VACCINATIONS

% of SB County Fully Vaccinated as of 4/22/22



% of Eligible Fully Vaccinated

72.8%

County residents 5+ years old

% of Eligible Vaccinated

80.5%

5+ years old, first or single dose

Doses Administered

803,604

SB County residents including retail pharmacies

Source: Santa Barbara County Community Dashboard - Santa Barbara County Public Health