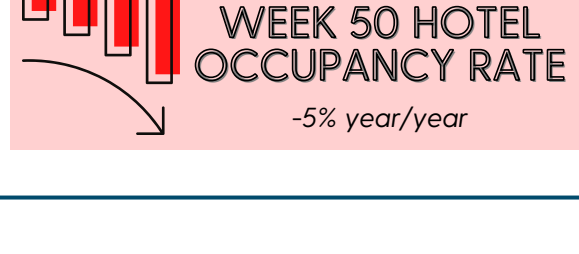
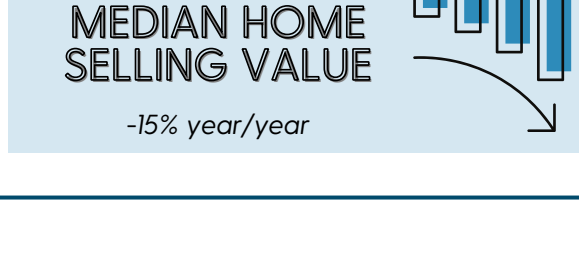
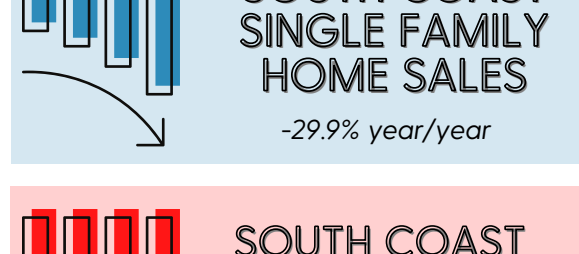
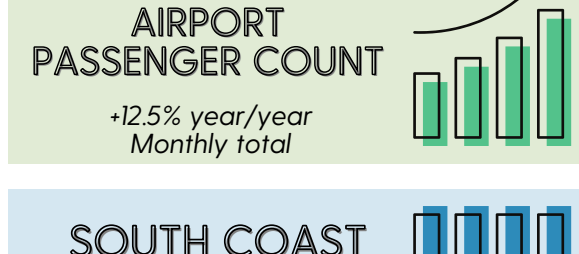
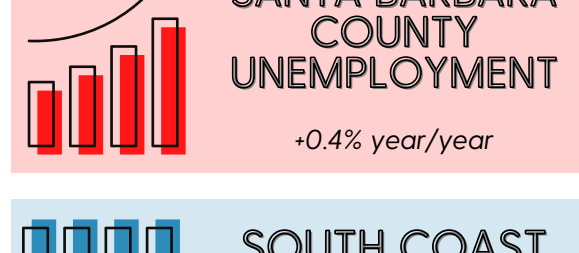


AT A GLANCE - CURRENT DATA TRENDS



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	\$1,425,000	\$1,450,000	\$1,970,000	-1.7%	-27.7%	Nov-22
Goleta	\$1,450,750	\$1,375,000	\$1,195,000	5.5%	21.4%	Nov-22
Santa Barbara	\$2,057,500	\$2,002,500	\$1,500,000	2.7%	37.2%	Nov-22
South Coast	\$1,785,000	\$2,100,000	\$1,700,000	-15.0%	5.0%	Nov-22
Single Family Home Sales YTD						
Carpinteria	71	91	89	-22.0%	-20.2%	Jan-Nov-22
Goleta	234	295	257	-20.7%	-8.9%	Jan-Nov-22
Santa Barbara	395	599	517	-34.1%	-23.6%	Jan-Nov-22
South Coast	705	1,005	901	-29.9%	-21.8%	Jan-Nov-22
Median Apartment Rent						
South Coast	\$2,465	\$2,264	\$2,143	8.9%	15.0%	2022 Q3
Apartment Vacancy Rate						
South Coast	1.7%	2.0%	5.0%	-0.3%	-3.3%	2022 Q3

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	2	11	4	-81.8%	-50.0%	Jan-Oct 22
Goleta	4	2	10	100.0%	-60.0%	Jan-Oct 22
Santa Barbara	53	33	34	60.6%	55.9%	Jan-Oct 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	12.6%	3.3%	3.3%	9.3%	9.3%	2022 Q2
Industrial	2.4%	3.6%	2.8%	-1.2%	-0.4%	2022 Q2
Goleta						
Office	5.8%	6.2%	6.1%	-0.4%	-0.3%	2022 Q2
Industrial	2.8%	5.6%	8.1%	-2.8%	-5.3%	2022 Q2
Santa Barbara						
Office	8.5%	10.8%	7.1%	-2.3%	1.4%	2022 Q2
Industrial	0.5%	6.0%	1.0%	-5.5%	-0.5%	2022 Q2
Retail	2.6%	4.3%	3.5%	-1.7%	-0.9%	2022 Q2

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

WORKFORCE

Professionals	Changed Jobs	Job Posts	Engaged Talent
174,600	12,559	5,904	4,872

Employment Talent in the Santa Barbara-Santa Maria Area Source: LinkedIn - November 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	225,000	227,000	221,300	N/A	-0.9%	1.7%	N/A	Nov-22
Unemployment	7,100	6,300	8,600	N/A	12.7%	-17.4%	N/A	Nov-22
Unemployment Rate	3.2%	2.8%	3.9%	N/A	0.4%	-0.7%	N/A	Nov-22
Unemployment Rate (by City)								
Carpinteria	2.5%	2.1%	3.1%	5.4%	0.4%	-0.6%	-2.9%	Nov-22
Goleta	2.2%	2.1%	2.7%	5.3%	0.1%	-0.5%	-3.1%	Nov-22
Santa Barbara	2.1%	2.7%	2.8%	5.3%	-0.6%	-0.7%	-3.2%	Nov-22
South Coast	2.2%	2.6%	2.7%	5.3%	-0.4%	-0.5%	-3.1%	Nov-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	\$88,211	\$88,195	\$86,944	0.0%	1.5%	2022
Goleta	\$109,392	\$109,361	\$106,434	0.0%	2.8%	2022
Santa Barbara	\$85,334	\$88,294	\$86,620	-3.4%	-1.5%	2022
South Coast	\$94,312	\$95,283	\$93,332	-1.0%	1.1%	2022

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

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	\$44.6	\$40.5	\$32.6	10.1%	36.8%	2022 Q2
Goleta	\$258.7	\$234.0	\$167.1	10.6%	54.8%	2022 Q2
Santa Barbara	\$599.7	\$536.9	\$323.8	11.7%	85.2%	2022 Q2
South Coast Total	\$903.0	\$811.4	\$523.5	11.3%	72.5%	2022 Q2

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

TOURISM

Indicator	Current	Week Ago	Year Ago	Three Years Ago	Change from Week Ago	Change from Year Ago	Change from Three Years Ago	Latest Reporting Period
Hotel Occupancy Rate								
Santa Barbara South Coast TBID	57%	49%	62%	56%	8%	-5%	1%	Week 50 2022
City of Santa Barbara	57%	47%	62%	55%	10%	-5%	2%	12/10/22
City of Goleta	65%	59%	66%	69%	6%	-1%	-4%	12/10/22
County Unincorporated	43%	42%	58%	40%	1%	-15%	3%	12/10/22

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	\$2.86	\$3.2	\$2.7	\$1.8	-10.9%	5.1%	63.4%	Oct-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 (Monthly Total)	110,020	120,316	97,786	25,931	-8.6%	12.5%	324.3%	Nov-22
Santa Barbara Airport (YTD)	1,123,077	1,013,057	786,366	360,863	10.9%	42.8%	211.2%	Nov-22

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

CANNABIS

Indicator	Quarter 1	Quarter 2	Quarter 3	Quarter 4	Total (YTD)	Average
Cannabis Taxable Sales (2020)						
Santa Barbara County	\$9,268,429	\$17,122,747	\$11,710,331	\$13,648,966	\$51,750,473	\$12,937,618
Cannabis Taxable Sales (2021)						
Santa Barbara County	\$12,090,614	\$26,340,379	\$12,878,182	\$22,217,005	\$73,526,180	\$18,381,545
Cannabis Taxable Sales (2022)						
Santa Barbara County	\$15,535,726	\$15,707,392	N/A	N/A	\$31,243,118	\$15,621,559

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	214	247	255	-13%	-16%	May-22
Total Property Crimes	901	1,014	847	-11%	6%	May-22
Call Volume	12,178	12,438	11,477	-2%	6%	May-22
Felony Arrests	435	405	464	7%	-6%	May-22
Misdemeanor Arrests	466	451	587	3%	-21%	May-22

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	-46.2%	0.0%	2022
Goleta	91	164	119	-45.2%	-23.5%	2022
Santa Barbara	882	916	887	-3.5%	-0.6%	2022
Other South Coast Areas	267	180	57	48.3%	368.4%	2022
Total South Coast	1,261	1,299	1,084	-2.9%	16.3%	2022
Total Santa Barbara County	1,962	1,897	1,806	3.4%	8.6%	2022

Source: Santa Barbara County - Community Services

Estimated Vehicular Homelessness by City		2022 (PIT Count)
Carpinteria		7
Goleta		32
Santa Barbara		309

Most Recent Permanent Address of Homeless Individuals		
Santa Barbara County		74%
Ventura County		4%
San Luis Obispo County		2%
Other California		8%
Out of State		11%

Source: 2022 Point In Time Count

POVERTY

Indicator	Current	Year Ago	Two Years Ago	Change from Year Ago	Change from Two Years Ago	Latest Reporting Period
Poverty Rate						
Carpinteria	3.9%	3.9%	3.9%	0.0%	0.0%	2022
Goleta	3.3%	3.3%	3.2%	0.0%	0.1%	2022
Santa Barbara	6.9%	6.6%	6.6%	0.3%	0.3%	2022
South Coast	4.7%	4.6%	4.6%	0.1%	0.1%	2022

Percentage of households below poverty. Source: Cottage Health (<http://cottagedata2go.org>)

COVID-19 CASES

Santa Barbara County COVID-19 Cases - Week ending December 28, 2022

Case Rate per 100k

14.9

Test Positivity

13.3%

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