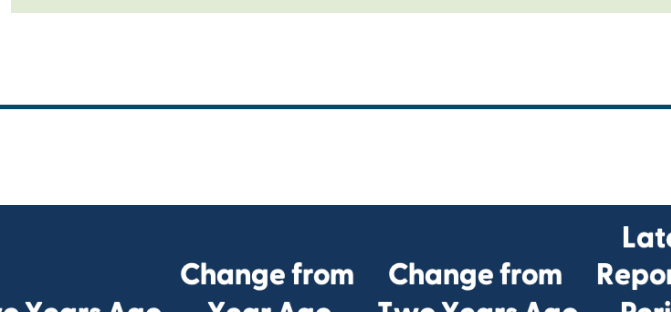
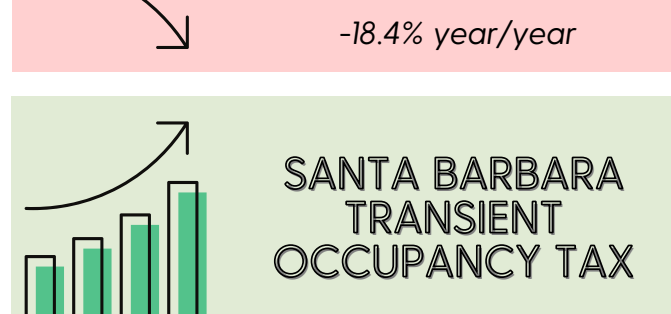
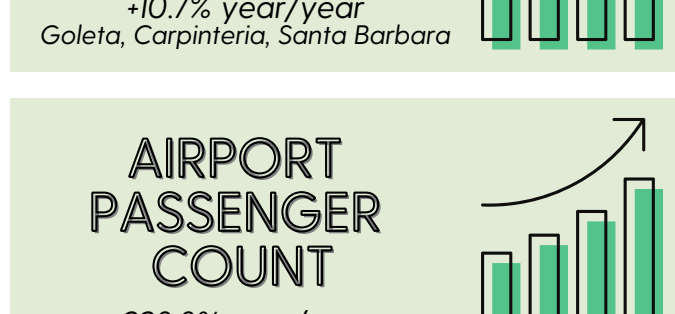
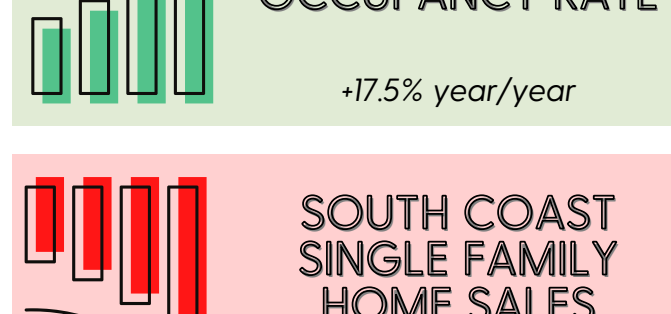


AT A GLANCE - CURRENT DATA TRENDS



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	\$2,750,000	\$1,850,000	\$1,063,250	48.6%	158.6%	Feb-22
Goleta	\$1,585,000	\$1,039,000	\$917,000	52.6%	72.8%	Feb-22
Santa Barbara	\$2,602,350	\$1,663,575	\$1,200,000	56.4%	116.9%	Feb-22
South Coast	\$2,186,000	\$1,537,500	\$1,112,500	42.2%	96.5%	Feb-22
Single Family Home Sales YTD						
Carpinteria	11	13	15	-15.4%	-26.7%	Jan-Feb-22
Goleta	44	37	30	18.9%	46.7%	Jan-Feb-22
Santa Barbara	56	86	69	-34.9%	-18.8%	Jan-Feb-22
South Coast	111	136	114	-18.4%	-2.6%	Jan-Feb-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%	-18%	0.7%	2021 Q4

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

Inventory continues to be at historically low levels. Over the last 60 days, over 250 condos and homes have closed escrow in The Santa Barbara MLS. The average sale price was 5% over the list price with the average marketing time of 6 days on the market. We are still seeing historically low inventory, anything remotely priced correctly sells over the asking price with multiple offers. The Fed raised interest rates last week [week of March 14th] with the prediction that more increases are to follow. Increases of 1.7-1.9% have been discussed. [I]ncreasing rates will eventually lower certain buyers' ability to qualify. In the short term, rising rates have served to get more potential buyers off the fence before rates go up again, further constricting inventory.

- Steve Epstein with The Epstein Partners at Keller Williams Realty Montecito/Santa Barbara

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

Professionals 111,981 **Changed Jobs** 9,179 **Job Posts** 3,935 **Engaged Talent** 5,217

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

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	220,800	221,200	213,100	N/A	-0.3%	3.5%	N/A	Nov-21
Unemployment	8,600	9,800	15,500	N/A	-12.2%	-44.5%	N/A	Nov-21
Unemployment Rate	3.9%	4.4%	7.3%	N/A	-0.5%	-3.4%	N/A	Nov-21

Source: State of California, Employment Development Department

Indicator	Current	Year Ago	Two Years Ago	Change from Year Ago	Change from Two Years Ago	Latest Reporting Period
Unemployment Rate						
Carpinteria	3.6%	6.5%	3.3%	-2.9%	0.3%	Dec-21
Goleta	2.1%	5.0%	1.8%	-2.9%	0.3%	Dec-21
Santa Barbara	2.2%	5.6%	1.9%	-3.4%	0.3%	Dec-21

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)

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	\$35.8	\$29.9	\$34.7	19.9%	3.1%	2021 Q4
Goleta	\$184.7	\$156.8	\$153.3	17.7%	20.5%	2021 Q4
Santa Barbara	\$418.5	\$347.1	\$403.0	20.6%	3.8%	2021 Q4
Total	\$638.9	\$533.8	\$591.0	19.7%	8.1%	2021 Q4

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

TOURISM

Indicator	Current	Year Ago	Two Years Ago	Change from Year Ago	Change from Two Years Ago	Latest Reporting Period
Hotel Occupancy Rate						
Carpinteria	54.5%	43.3%	N/A	11.2%	N/A	Feb-22
Goleta	69.4%	51.9%	N/A	17.5%	N/A	Feb-22
Santa Barbara	68.3%	47.2%	N/A	21.1%	N/A	Feb-22
Transient Occupancy Tax (millions)						
Carpinteria	TBD	TBD				
Goleta	TBD	TBD				
Santa Barbara	\$1.4	\$0.91	\$1.5	57.2%	-4.6%	Feb-22

Source: Smith Travel Report (STR.com)/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
Airport Passenger Count						
Santa Barbara Airport	58,463	17,783	82,446	228.8%	-29.1%	Feb-22

Source: Santa Barbara Airport (flightsba.santabarbara.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)

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 March 25, 2022

Case Rate per 100k

4.4

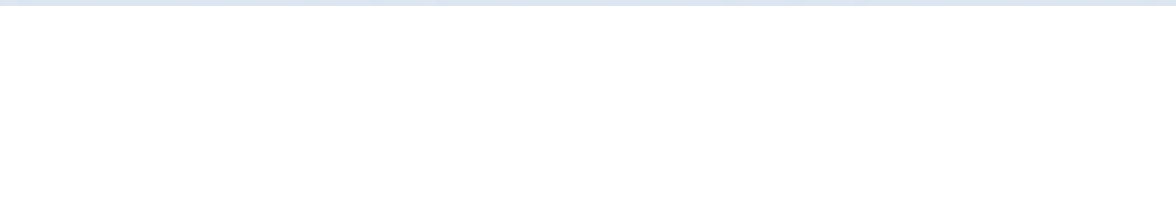
Test Positivity

2.4%

New Cases

22

(down 12% 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 3/25/22



% of Eligible Fully Vaccinated

72.2%

County residents 5+ years old

% of Eligible Vaccinated

80.1%

5+ years old, first or single dose

Doses Administered

784,142

SB County residents including retail pharmacies

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