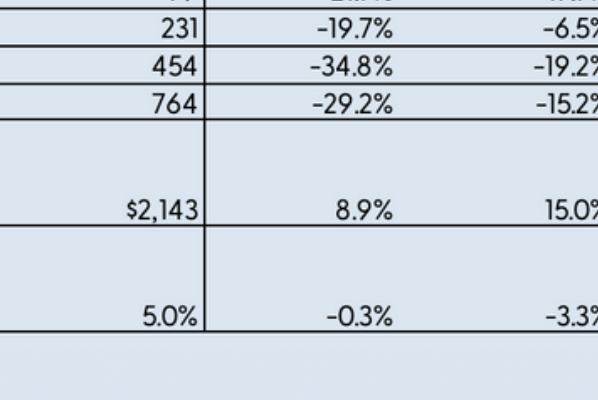
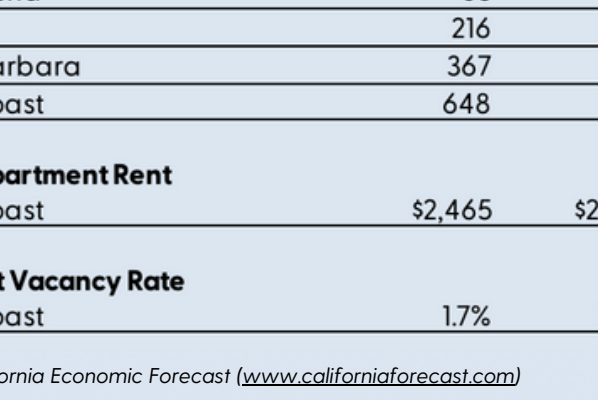
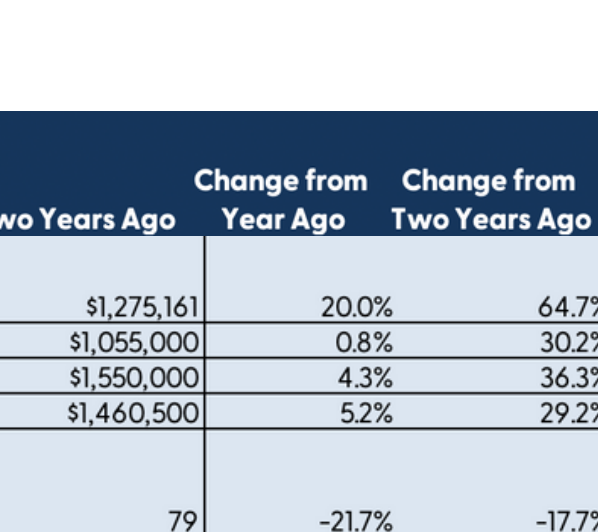
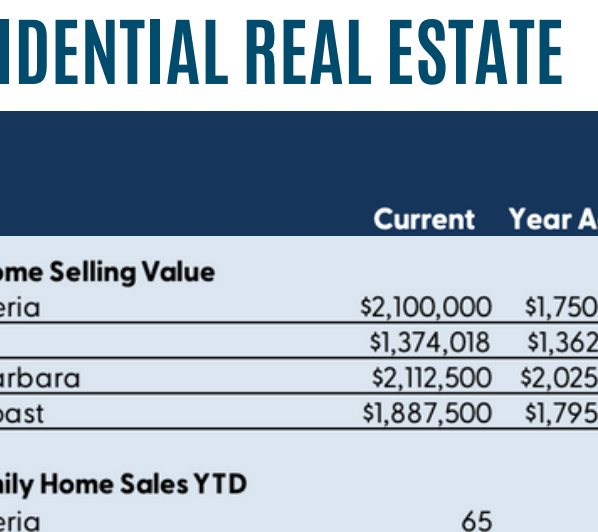
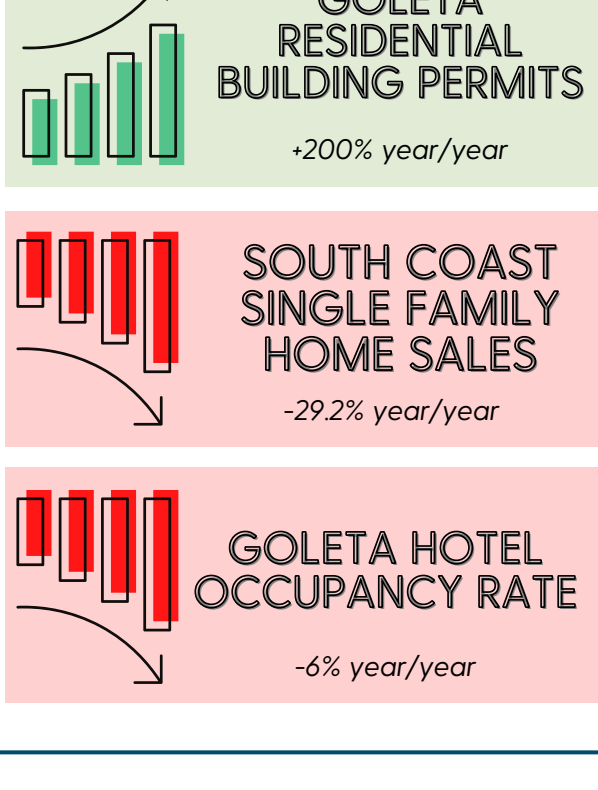
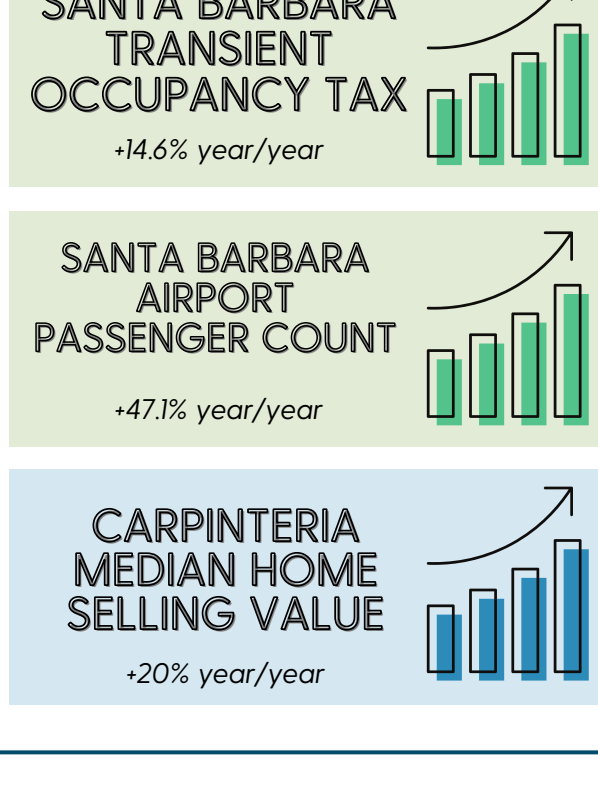


AT A GLANCE - CURRENT DATA TRENDS



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	\$2,100,000	\$1,750,000	\$1,275,161	20.0%	64.7%	Oct-22
Goleta	\$1,374,018	\$1,362,500	\$1,055,000	0.8%	30.2%	Oct-22
Santa Barbara	\$2,112,500	\$2,025,000	\$1,550,000	4.3%	36.3%	Oct-22
South Coast	\$1,887,500	\$1,795,000	\$1,460,500	5.2%	29.2%	Oct-22
Single Family Home Sales YTD						
Carpinteria	65	83	79	-21.7%	-17.7%	Jan-Oct-22
Goleta	216	269	231	-19.7%	-6.5%	Jan-Oct-22
Santa Barbara	367	563	454	-34.8%	-19.2%	Jan-Oct-22
South Coast	648	915	764	-29.2%	-15.2%	Jan-Oct-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-Sep 22
Goleta	3	1	10	200.0%	-70.0%	Jan-Sep 22
Santa Barbara	47	27	31	74.1%	51.6%	Jan-Sep 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	227,000	226,600	222,500	N/A	0.2%	2.0%	N/A	Oct-22
Unemployment	6,300	6,100	9,500	N/A	3.3%	-33.7%	N/A	Oct-22
Unemployment Rate	2.8%	2.7%	4.3%	N/A	0.1%	-1.5%	N/A	Oct-22
Unemployment Rate (by City)								
Carpinteria	2.1%	2.3%	4.3%	6.0%	-0.2%	-2.2%	-3.9%	Sep-22
Goleta	2.1%	2.4%	3.2%	6.4%	-0.3%	-1.1%	-4.3%	Sep-22
Santa Barbara	2.7%	2.4%	3.7%	7.3%	0.3%	-1.0%	-4.6%	Sep-22
South Coast	2.6%	2.4%	3.7%	7.0%	0.2%	-1.1%	-4.4%	Sep-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	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	64.7%	71.9%	66.4%	N/A	-7.2%	-1.7%	N/A	Oct-22
Goleta	74.5%	81.2%	80.5%	N/A	-6.7%	-6.0%	N/A	Oct-22
Santa Barbara	74.5%	80.0%	77.0%	N/A	-5.5%	-2.5%	N/A	Oct-22
Transient Occupancy Tax (millions)								
Santa Barbara	\$3.2	\$4.0	\$2.8	\$1.8	-19.1%	14.6%	74.5%	Sep-22
Airport Passenger Count								
Santa Barbara Airport (Monthly Total)	120,316	116,555	94,424	30,270	3.2%	27.4%	297.5%	Oct-22
Santa Barbara Airport (YTD)	1,013,057	892,741	688,580	334,932	13.5%	47.1%	202.5%	Oct-22

Source: Smith Travel Report (STR.com)

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

Source: Santa Barbara Airport (flights.santabarbaracounty.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 Property Crimes	214	247	255	-13%	-16%	May-22
Total Violent 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	166	119	-45.2%	-23.5%	2022
Santa Barbara	882	914	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

City Net (City of Santa Barbara)	City Net (City of Goleta)
Client Engagements	505
Clients Enrolled	87
Street Exits	30

Source: City Net (citynet.org)

New Beginnings (Santa Barbara County)

Jul-20 - Jul 21	464
Clients Served (Safe Parking Program)	190

Source: New Beginnings

Vehicular Homelessness by City

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	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 November 24, 2022

Case Rate per 100k	Cases over 7-day Average
6.7	30.57

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