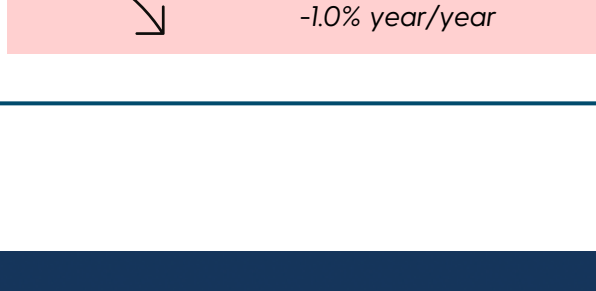
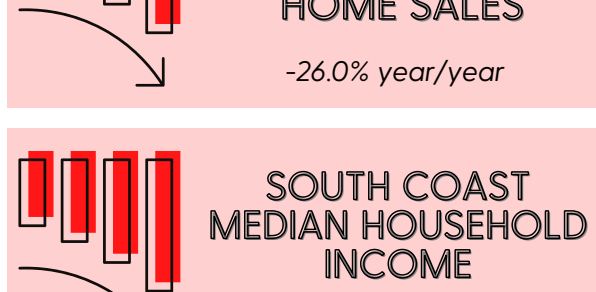
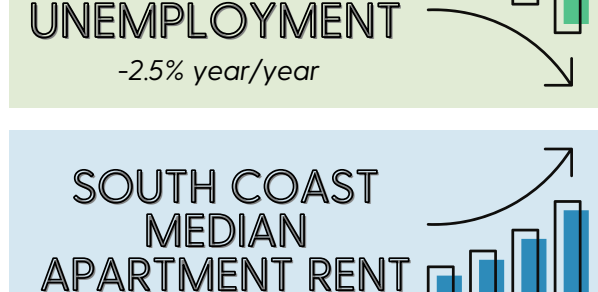
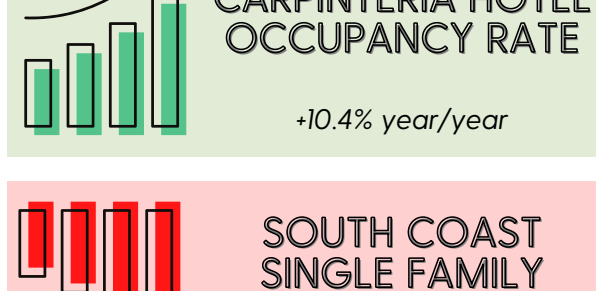
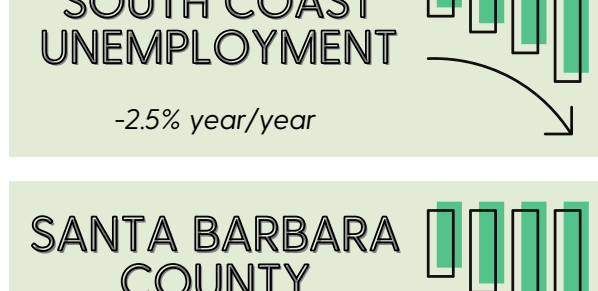


AT A GLANCE - CURRENT DATA TRENDS



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 | \$1,636,775 | \$1,245,625 | \$1,042,500 | 31.4% | 57.0% | Jul-22 |
| Goleta | \$1,392,700 | \$1,439,250 | \$1,155,000 | -3.2% | 20.6% | Jul-22 |
| Santa Barbara | \$2,087,500 | \$1,660,000 | \$1,560,000 | 25.8% | 33.8% | Jul-22 |
| South Coast | \$1,895,000 | \$1,639,000 | \$1,500,000 | 15.6% | 26.3% | Jul-22 |
| Single Family Home Sales YTD | | | | | | |
| Carpinteria | 48 | 46 | 41 | 4.3% | 17.1% | Jan-July-22 |
| Goleta | 163 | 178 | 135 | -8.4% | 20.7% | Jan-July-22 |
| Santa Barbara | 247 | 385 | 243 | -35.8% | 1.6% | Jan-July-22 |
| South Coast | 480 | 649 | 436 | -26.0% | 10.1% | Jan-July-22 |
| Median Apartment Rent | | | | | | |
| South Coast | \$2,293 | \$2,054 | \$1,940 | 11.6% | 18.2% | 2022 Q2 |
| Apartment Vacancy Rate | | | | | | |
| South Coast | 1.9% | 2.8% | 3.9% | -0.9% | -2.0% | 2022 Q2 |

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 | 1 | 11 | 4 | -90.9% | -75.0% | Jan-July-22 |
| Goleta | 2 | 1 | 10 | 100.0% | -80.0% | Jan-July-22 |
| Santa Barbara | 38 | 25 | 26 | 52.0% | 46.2% | Jan-July-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 173,512 | Changed Jobs 13,232 | Job Posts 6,202 | Engaged Talent 5,567 |
|---------------------------------|-------------------------------|---------------------------|--------------------------------|

Employment Talent in the Santa Barbara-Santa Maria Area Source: LinkedIn - July 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 | 222,500 | 222,500 | 219,200 | N/A | 0.0% | 1.5% | N/A | Aug-22 |
| Unemployment | 6,600 | 6,200 | 11,800 | N/A | 6.5% | -44.1% | N/A | Aug-22 |
| Unemployment Rate | 2.9% | 2.8% | 5.4% | N/A | 0.1% | -2.5% | N/A | Aug-22 |
| Unemployment Rate (by City) | | | | | | | | |
| Carpinteria | 2.3% | 2.2% | 4.3% | 8.0% | 0.1% | -2.0% | -5.7% | Jul-22 |
| Goleta | 2.2% | 2.2% | 8.4% | 7.0% | 0.0% | -6.2% | -4.8% | Jul-22 |
| Santa Barbara | 2.4% | 2.8% | 4.8% | 10.0% | -0.4% | -2.4% | -7.6% | Jul-22 |
| South Coast | 2.4% | 2.1% | 4.9% | 9.5% | 0.3% | -2.5% | -7.1% | Jul-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 | \$39.0 | \$40.9 | \$35.3 | -4.7% | 10.4% | 2022 Q1 |
| Goleta | \$234.1 | \$196.9 | \$223.7 | 18.9% | 4.7% | 2022 Q1 |
| Santa Barbara | \$515.1 | \$406.7 | \$455.6 | 26.6% | 13.1% | 2022 Q1 |
| South Coast Total | \$788.2 | \$644.5 | \$714.6 | 22.3% | 10.3% | 2022 Q1 |

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 | 78.4% | 78.1% | 68.0% | N/A | 0.3% | 10.4% | N/A | Aug-22 |
| Goleta | 84.2% | 88.6% | 79.4% | N/A | -4.4% | 4.8% | N/A | Aug-22 |
| Santa Barbara | 82.5% | 85.0% | 79.0% | N/A | -2.5% | 3.5% | N/A | Aug-22 |
| Transient Occupancy Tax (millions) | | | | | | | | |
| Santa Barbara | \$4.0 | \$3.2 | \$3.7 | \$1.4 | 24.1% | 6.8% | 174.7% | Jul-22 |

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

| | | | | | | | | |
|---------------------------------------|---------|---------|---------|---------|-------|-------|--------|--------|
| Airport Passenger Count | | | | | | | | |
| Santa Barbara Airport (Monthly Total) | 119,773 | 119,727 | 102,844 | 24,347 | 0.0% | 16.5% | 391.9% | Aug-22 |
| Santa Barbara Airport (YTD) | 776,186 | 656,413 | 497,151 | 278,808 | 18.2% | 56.1% | 178.4% | Aug-22 |

Source: Santa Barbara Airport (flightsba.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 | \$51,750,473 | \$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 | \$15,418,451 | N/A | N/A | N/A | \$15,418,451 | \$3,854,613 |

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 | | | 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) | | City Net (City of Goleta) | |
| | Aug-22 | | Aug-22 |
| Client Engagements | 505 | | N/A |
| Clients Enrolled | 87 | | 40 |
| Street Exits | 30 | | 36 |

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 | 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://cottagehealthdata2go.org>)

COVID-19 CASES

Santa Barbara County COVID-19 Cases - Week ending September 21, 2022

Case Rate per 100k

8.1

Test Positivity

4.6%

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