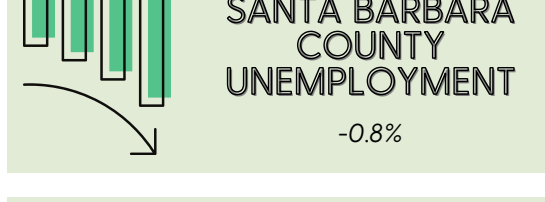


AT A GLANCE - CURRENT DATA TRENDS



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	1,457,131	\$1,897,500	\$1,531,000	-23.2%	-4.8%	Apr-23
Goleta	\$1,620,000	\$2,200,000	\$1,325,000	-26.4%	22.3%	Apr-23
Santa Barbara	\$2,037,500	\$2,238,000	\$1,843,000	-9.0%	10.6%	Apr-23
South Coast	\$1,850,000	\$2,200,000	\$1,560,000	-15.9%	18.6%	Apr-23
Single Family Home Sales YTD						
Carpinteria	21	22	25	-4.5%	-16.0%	Jan-Apr 23
Goleta	50	90	100	-44.4%	-50.0%	Jan-Apr 23
Santa Barbara	104	149	205	-30.2%	-49.3%	Jan-Apr 23
South Coast	175	261	330	-33.0%	-47.0%	Jan-Apr 23
Median Apartment Rent						
South Coast	\$2,519	\$2,390	\$2,190	5.4%	15.0%	2023 Q1
Apartment Vacancy Rate						
South Coast	2.7%	2.0%	3.7%	0.7%	-1.0%	2023 Q1

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-Dec 22
Goleta	4	2	10	100.0%	-60.0%	Jan-Dec 22
Santa Barbara	61	46	45	32.6%	35.6%	Jan-Dec 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	27.1%	9.7%	4.0%	17.4%	23.1%	2023 Q1
Industrial	1.2%	2.8%	6.4%	-1.6%	-5.2%	2023 Q1
Goleta						
Office	9.6%	6.1%	6.6%	3.5%	3.0%	2023 Q1
Industrial	4.0%	3.5%	6.4%	0.5%	-2.4%	2023 Q1
Santa Barbara						
Office	13.80%	9.70%	10.0%	4.1%	3.8%	2023 Q1
Industrial	0.4%	0.8%	1.3%	-0.4%	-0.9%	2023 Q1
Retail	2.6%	2.8%	4.3%	-0.2%	-1.7%	2023 Q1

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

WORKFORCE

Professionals	Changed Jobs	Job Posts	Engaged Talent
178,169	12,884	5,173	4,236

Employment Talent in the Santa Barbara-Santa Maria Area Source: LinkedIn - April 2023

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	228,000	228,100	224,600	217,400	0.0%	15%	4.9%	Apr-23
Unemployment	8,400	10,300	7,100	14,000	-18.4%	18.3%	-40.0%	Apr-23
Unemployment Rate	3.7%	4.5%	3.2%	6.4%	-0.8%	0.5%	-2.7%	Apr-23
Unemployment Rate (by City)								
Carpinteria	3.6%	4.4%	2.3%	5.2%	-0.8%	1.3%	-1.6%	Apr-23
Goleta	2.1%	2.4%	1.5%	4.4%	-0.3%	0.6%	-2.3%	Apr-23
Santa Barbara	2.3%	2.6%	1.5%	4.5%	-0.3%	0.8%	-2.2%	Apr-23
South Coast	2.4%	2.8%	1.7%	4.4%	-0.4%	0.7%	-2.0%	Apr-23

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	\$83,882	\$88,211	\$88,195	-4.9%	-4.9%	2023
Goleta	\$105,612	\$109,392	\$109,361	-3.5%	-3.4%	2023
Santa Barbara	\$89,644	\$85,334	\$88,294	5.1%	1.5%	2023
South Coast	\$94,900	\$94,312	\$95,283	0.6%	-0.4%	2023

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	\$43.2	\$41.5	\$35.3	4.1%	22.4%	2022 Q4
Goleta	\$263.0	\$258.9	\$223.7	1.6%	17.6%	2022 Q4
Santa Barbara	\$597.3	\$571.9	\$455.6	4.4%	31.1%	2022 Q4
South Coast Total	\$903.5	\$872.3	\$714.6	3.6%	26.4%	2022 Q4

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

TOURISM

Indicator	Current	Week Ago	Year Ago	Change from Week Ago	Change from Year Ago	Latest Reporting Period
Hotel Occupancy Rate						
Santa Barbara South Coast TBID	71%	74%	71%	-3%	0%	Week 21 of 2023 5/21/23
City of Santa Barbara	71%	74%	70%	-3%	1%	5/21/23
City of Goleta	73%	78%	77%	-5%	-4%	5/21/23
County Unincorporated	63%	68%	67%	-5%	-4%	5/21/23

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	\$2.60	\$2.10	\$2.7	\$1.5	23.8%	-19%	73.3%	Apr-23
Airport Passenger Count								
Santa Barbara Airport (Monthly Total)	101,934	95,677	91,467	32,572	6.5%	11.4%	212.9%	Apr-23
Santa Barbara Airport (YTD)	277,344	175,410	220,253	66,704	58.1%	25.9%	315.8%	Apr-23

Source: Santa Barbara Airport (flightsantasantarabaraca.gov)

CANNABIS

Indicator	Quarter 1	Quarter 2	Quarter 3	Quarter 4	Total (YTD)	Average
Cannabis Taxable Sales (2020)						
Santa Barbara County	\$9,268,429	\$17,466,321	\$12,534,245	\$14,310,246	\$53,579,241	\$13,394,810
Cannabis Taxable Sales (2021)						
Santa Barbara County	\$12,337,725	\$27,838,698	\$14,350,161	\$23,292,737	\$77,819,321	\$19,454,830
Cannabis Taxable Sales (2022)						
Santa Barbara County	\$16,582,951	\$17,381,571	\$16,062,652	\$16,343,401	\$66,370,575	\$16,592,644

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	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

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	3.0%	3.9%	3.9%	-0.9%	-0.9%	2023
Goleta	4.8%	3.3%	3.3%	1.5%	1.5%	2023
Santa Barbara	6.9%	6.9%	6.6%	0.0%	0.3%	2023
South Coast	5.5%	4.9%	4.7%	0.6%	0.8%	2023

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