## **Market Reference Zone**

UCSB Career Tracks Ranges - July 2021*								Goal is to improve pay
CT Grade	Annual MIN	10th percentile	25th Percentile	Annual MID	90th Percentile	Annual MAX	Range Spread	practices over time and align pay closer to market.
31	\$180,700	\$200,160	\$229,350	\$278,000	\$346,110	\$375,300	108%	
30	\$139,300	\$160,200	\$191,550	\$243,800	\$316,950	\$348,300	150%	
29	\$121,900	\$140,310	\$167,925	\$213,900	\$278,385	\$306,000	151%	
28	\$107,300	\$123,390	\$147,525	\$187,700	\$244,065	\$268,200	150%	Example of external market range
27	\$94,100	\$108,190	\$129,325	\$164,600	\$213,865	\$235,000	150%	
26	\$89,000	\$100,580	\$117,950	\$146,900	\$187,430	\$204,800	130%	
25	\$79,400	\$89,750	\$105,275	\$131,100	\$167,375	\$182,900	130%	
24	\$73,000	\$81,810	\$95,025	\$117,100	\$147,885	\$161,100	121%	
23	\$67,500	\$74,920	\$86,050	\$104,600	\$130,570	\$141,700	110%	
22	\$61,200	\$67,610	\$77,225	\$93,200	\$115,685	\$125,300	105%	
21	\$55,600	\$61,170	\$69,525	\$83,400	\$102,945	\$111,300	100%	
20	\$52,200	\$56,910	\$63,975	\$75,800	\$92,235	\$99,300	90%	
19	\$51,400		\$60,125	\$68,900		\$86,300	68%	
18	\$49,400		\$56,000	\$62,600		\$75,800	53%	Market
17	\$42,900		\$49,900	\$56,900		\$70,900	65%	competitive range widths
16	\$39,000		\$45,350	\$51,700		\$64,400	65%	
15	\$35,400		\$41,175	\$47,000		\$58,500	65%	

<sup>\*2%</sup> adjustment applied effective July 1, 2021