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News Release

FOR IMMEDIATE RELEASE
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May sales in Cochise County down from last year

BENSON, Arizona — In May 2024, Cochise County's estimated retail, restaurant and bar, and hotel/motel receipts were down compared to May 2023 (after adjusting for inflation).

Cochise County's retail sales in May were down 5.2 percent from May 2023 (compared to a 3.4 percent decrease for all Arizona). For the first five months of 2024 (January through May), countywide retail sales were down 6.2 percent while statewide sales were down 3.1 percent.

The inflation adjustment subtracted 3.3 percentage points from May year-over-year growth rates and 3.3 percentage points for the first five months of the year. As a result, Cochise County's nominal retail sales growth of -2.0 percent in May was adjusted downward to -5.2 percent. For January through May, nominal retail sales growth of -3.0 percent was adjusted to -6.2 percent. All sales estimates in this report are adjusted for inflation using CPI-U measuring the general rate of inflation.

Restaurant and bar sales in Cochise County in May were down 2.9 percent from May a year ago. For the first five months, sales were down 4.2 percent compared to the same period of 2023. Statewide, Arizona's restaurant and bar sales were down 2.2 percent in the May comparisons and down 0.7 percent for January through May, after inflation.

Hotel/motel receipts in Cochise County were down 12.3 percent in May and 5.5 percent for the first five months of the year. Statewide, lodging receipts were down 4.3 percent in May and 4.5 percent for the first five months.

Sales by remote sellers (those without a physical presence in Arizona and with annual gross sales in-state of \$100,000 or more, including online sales from sellers in other states) were up 11.0 percent in Cochise County in May, after inflation, compared to a 10.2 percent increase statewide. For the first five months of the year, remote sales were up 10.5 percent in Cochise County and 9.7 percent statewide.

At the city level, estimated retail sales in Benson were down 6.0 percent in May 2024 and 6.1 percent for January through May, after inflation. Restaurant and bar sales were down 14.7 percent in May and 6.4 percent for the first five months of the year. Hotel/motel receipts in Benson were down 24.2 percent in May and 22.5 percent for the first five months.

In Bisbee, retail sales were up 22.7 percent in the May comparisons and 7.4 percent for the first five months. Restaurant and bar sales were up 18.2 percent in May and 14.9 percent for January through May. Bisbee's hotel/motel receipts were down 5.0 percent in May but were up 17.1 percent for the first five months of the year.

In Douglas, retail sales were down 0.5 percent in May but were up 0.6 percent for the first five months. Restaurant and bar sales were up 4.4 percent in May but were down 5.2 percent for January through May. (Hotel/motel estimates are unavailable for Douglas due to the small number of establishments and state department of revenue confidentiality rules.)

Huachuca City's retail sales were down 25.4 percent in the May comparisons and 23.8 percent for the first five months of 2024. (Restaurant and bar and lodging sales estimates are not available for Huachuca City due to the small number of businesses and tax confidentiality rules.)

Retail sales in Sierra Vista were down 1.9 percent in May and 6.8 percent for the first five months of the year. Restaurant and bar sales were down 5.2 percent in May and 6.9 percent for January through May. Sierra Vista's hotel/motel receipts were down 5.5 percent in May and 5.8 percent for the first five months.

Tombstone's retail sales were down 4.2 percent in May and 5.2 percent for the first five months. Restaurant and bar sales were down 8.4 percent in May and 6.7 percent for January through May. Hotel/motel receipts in Tombstone were down 5.2 percent in May and 1.4 percent for the first five months of the year.

In Willcox, estimated retail sales were down 3.5 percent in the May comparisons and 6.3 percent for the first five months of 2024. Restaurant and bar sales were up 17.5 percent in May and 0.6 percent for January through May. Willcox hotel/motel receipts were down 21.1 percent in May but were up 2.1 percent for the first five months (compared to the same period of 2023, after the inflation adjustment).

For more information on the Cochise County economy, including current and historical data, visit CochiseEconomy.com, a partnership project of Southeast Arizona Economic Development Group, Arizona G&T Cooperatives, and community sponsors.

Major industry sales

	May 2024	May 2023	Year-over-year Growth	Year-over-year Inflation-adjusted Growth	Year-to-date 2024	Year-to-date 2023	Year-to-date Growth	Year-to-date Inflation-adjusted Growth
Arizona								
Retail	\$8,558,560,920	\$8,570,332,470	-0.1%	-3.4%	\$42,049,413,150	\$41,979,984,146	0.2%	-3.1%
Restaurant/Bar	\$1,900,621,037	\$1,879,751,517	1.1%	-2.2%	\$9,867,610,477	\$9,623,814,682	2.5%	-0.7%
Hotel/Motel	\$436,724,385	\$441,081,911	-1.0%	-4.3%	\$2,785,652,768	\$2,820,787,060	-1.2%	-4.5%
Remote Seller*	\$1,175,844,296	\$1,036,613,773	13.4%	10.2%	\$5,730,859,252	\$5,074,342,055	12.9%	9.7%
Cochise County								
Retail	\$99,908,692	\$101,895,954	-2.0%	-5.2%	\$487,701,348	\$502,640,312	-3.0%	-6.2%
Restaurant/Bar	\$16,999,124	\$16,940,554	0.3%	-2.9%	\$88,153,029	\$88,973,580	-0.9%	-4.2%
Hotel/Motel	\$4,039,252	\$4,441,075	-9.0%	-12.3%	\$23,443,374	\$23,971,499	-2.2%	-5.5%
Remote Seller*	\$18,182,044	\$15,911,956	14.3%	11.0%	\$85,857,477	\$75,466,965	13.8%	10.5%
Benson								
Retail**	\$7,359,390	\$7,568,683	-2.8%	-6.0%	\$36,098,796	\$37,143,802	-2.8%	-6.1%
Restaurant/Bar	\$1,432,940	\$1,618,647	-11.5%	-14.7%	\$7,921,380	\$8,175,670	-3.1%	-6.4%
Hotel/Motel	\$250,546	\$317,001	-21.0%	-24.2%	\$2,556,884	\$3,167,314	-19.3%	-22.5%
Bisbee								
Retail	\$3,911,455	\$3,105,176	26.0%	22.7%	\$17,088,674	\$15,443,163	10.7%	7.4%
Restaurant/Bar	\$1,239,063	\$1,019,733	21.5%	18.2%	\$7,280,525	\$6,159,959	18.2%	14.9%
Hotel/Motel	\$376,255	\$382,769	-1.7%	-5.0%	\$3,089,255	\$2,565,842	20.4%	17.1%
Douglas								
Retail***	\$10,730,137	\$10,442,896	2.8%	-0.5%	\$50,056,702	\$48,196,005	3.9%	0.6%
Restaurant/Bar	\$1,806,315	\$1,677,413	7.7%	4.4%	\$9,076,676	\$9,257,316	-2.0%	-5.2%
Huachuca City								
Retail	\$640,073	\$822,205	-22.2%	-25.4%	\$3,374,388	\$4,247,972	-20.6%	-23.8%
Sierra Vista								
Retail	\$57,403,479	\$56,632,916	1.4%	-1.9%	\$276,439,015	\$286,471,017	-3.5%	-6.8%
Restaurant/Bar	\$9,670,983	\$9,864,412	-2.0%	-5.2%	\$48,604,388	\$50,412,555	-3.6%	-6.9%
Hotel/Motel	\$2,126,938	\$2,175,437	-2.2%	-5.5%	\$10,666,350	\$10,945,065	-2.5%	-5.8%
Tombstone								
Retail	\$1,567,466	\$1,582,023	-0.9%	-4.2%	\$8,833,422	\$9,006,883	-1.9%	-5.2%
Restaurant/Bar	\$761,087	\$801,840	-5.1%	-8.4%	\$4,474,031	\$4,633,867	-3.4%	-6.7%
Hotel/Motel	\$457,773	\$466,712	-1.9%	-5.2%	\$2,376,568	\$2,332,845	1.9%	-1.4%
Willcox								
Retail****	\$5,228,402	\$5,238,413	-0.2%	-3.5%	\$24,390,148	\$25,161,877	-3.1%	-6.3%
Restaurant/Bar	\$1,052,565	\$871,751	20.7%	17.5%	\$5,471,227	\$5,267,790	3.9%	0.6%
Hotel/Motel	\$594,428	\$723,509	-17.8%	-21.1%	\$3,285,097	\$3,118,078	5.4%	2.1%

Source: Estimates by US Economic Research based on tax collection data.

Note: Inflation adjustments made using CPI-U. Retail excludes food for home consumption. * Includes sales from sellers without a physical presence in Arizona and annual gross sales in-state of \$100,000 or more. **Excludes single items over \$5,000.

Excludes single items over \$10,000. *Excludes single items over \$1,250.

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