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News Release

FOR IMMEDIATE RELEASE

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Cochise retail, restaurant and bar sales up, lodging down in August

BENSON— In August 2025, Cochise County's estimated retail and restaurant and bar sales were up, while hotel/motel receipts were down, compared to August 2024 (after adjusting for inflation).

August retail sales in Cochise County were up 1.4 percent from August last year, compared to a 1.0 percent increase for all Arizona. From January through August, Cochise County's retail sales were down 0.2 percent while statewide sales were up 1.0 percent (compared to the first eight months of 2024).

The inflation adjustment subtracted 2.9 percentage points from August year-over-year growth rates and 2.6 percentage points for the first eight months. As a result, Cochise County's nominal retail sales growth of 4.3 percent in August was adjusted downward to 1.4 percent. For the first eight months of 2025, nominal growth of 2.4 percent was adjusted to -0.2 percent. Inflation adjustments are made using CPI-U measuring the general rate of inflation.

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 23.6 percent in Cochise County in August, after inflation, compared to a 26.8 percent increase statewide. For the first eight months of 2025, remote sales were up 13.0 percent in Cochise County and 13.3 percent statewide.

Cochise County's restaurant and bar sales were up 11.4 percent in August, after inflation, and 5.3 percent for January through August. Statewide, Arizona's restaurant and bar sales were up 4.0 percent in August and 0.7 percent for the first eight months.

Hotel/motel receipts in Cochise County were down 1.3 percent in the August comparisons but were up 0.7 percent for January through August. Statewide, lodging receipts were down 8.9 percent in August and 4.5 percent for the first eight months of the year.

At the city level, estimated retail sales in Benson were up 0.4 percent in August but were down 1.7 percent for the first eight months of 2025, after inflation. Restaurant and bar sales were up 9.7 percent in August and 10.3 percent for the first eight months. Hotel/motel receipts in Benson were down 54.1 percent in August and 35.8 percent for January through August.

In Bisbee, retail sales were up 22.8 percent in the August comparisons but were down 3.5 percent for the first eight months of the year. Restaurant and bar sales were up 13.9 percent in August but were

down 8.2 percent for January through August. Bisbee's hotel/motel receipts were down 31.5 percent in August and 13.6 percent for the first eight months, compared to the same period a year ago.

In Douglas, retail sales were down 1.5 percent in August and 2.8 percent for the first eight months, after inflation. Restaurant and bar sales were up 16.4 percent in August and 1.6 percent for January through August. (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 up 0.6 percent in the August comparisons and 8.8 percent for the first eight months of the year. (Restaurant and bar and hotel/motel estimates are not available for Huachuca City due to the small number of businesses and tax confidentiality rules.)

Retail sales in Sierra Vista were up 0.2 percent in August but were down 1.0 percent for the first eight months, after the inflation adjustment. Restaurant and bar sales were up 11.7 percent in August and 5.8 percent for January through August. Sierra Vista's hotel/motel receipts were up 8.7 percent in August and 0.5 percent for the first eight months.

Tombstone's retail sales were down 9.1 percent in August and 5.2 percent for the first eight months of 2025. Restaurant and bar sales were up 9.4 percent in August and 4.6 percent for January through August. Hotel/motel receipts in Tombstone were up 19.7 percent in August and 16.1 percent for the first eight months of 2025.

In Willcox, estimated retail sales were down 13.2 percent in the August comparisons and 5.4 percent for the first eight months of the year. Restaurant and bar sales were up 15.4 percent in August and 17.5 percent for January through August. Willcox hotel/motel receipts were up 11.7 percent in August and were down less than 0.1 percent for the first eight months of 2025, after inflation.

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

	August 2025	August 2024	Year-over-year Growth	Year-over-year Inflation-adjusted Growth	Year-to-date 2025	Year-to-date 2024	Annual Growth	Annual Inflation-adjusted Growth
Arizona								
Retail	\$8,334,011,433	\$8,020,170,741	3.9%	1.0%	\$69,199,433,467	\$66,765,566,003	3.6%	1.0%
Restaurant/Bar	\$1,780,609,100	\$1,665,050,143	6.9%	4.0%	\$15,478,640,416	\$14,975,993,587	3.4%	0.7%
Hotel/Motel	\$302,306,211	\$321,708,709	-6.0%	-8.9%	\$3,732,305,321	\$3,803,176,367	-1.9%	-4.5%
Remote Seller*	\$1,431,875,519	\$1,104,097,583	29.7%	26.8%	\$10,518,831,111	\$9,072,214,674	15.9%	13.3%
Cochise County								
Retail	\$93,886,010	\$90,017,188	4.3%	1.4%	\$786,398,834	\$767,621,217	2.4%	-0.2%
Restaurant/Bar	\$18,624,711	\$16,285,281	14.4%	11.4%	\$150,297,828	\$139,219,420	8.0%	5.3%
Hotel/Motel	\$3,493,815	\$3,438,970	1.6%	-1.3%	\$35,236,740	\$34,100,007	3.3%	0.7%
Remote Seller*	\$21,475,515	\$16,967,836	26.6%	23.6%	\$159,337,191	\$137,748,604	15.7%	13.0%
Benson								
Retail**	\$6,774,337	\$6,557,951	3.3%	0.4%	\$57,016,943	\$56,469,621	1.0%	-1.7%
Restaurant/Bar	\$1,549,332	\$1,376,141	12.6%	9.7%	\$13,791,247	\$12,206,294	13.0%	10.3%
Hotel/Motel	\$131,763	\$269,747	-51.2%	-54.1%	\$2,280,281	\$3,410,916	-33.1%	-35.8%
Bisbee								
Retail	\$2,876,400	\$2,288,255	25.7%	22.8%	\$25,864,662	\$26,078,347	-0.8%	-3.5%
Restaurant/Bar	\$1,296,784	\$1,109,701	16.9%	13.9%	\$10,202,910	\$10,803,486	-5.6%	-8.2%
Hotel/Motel	\$278,587	\$390,142	-28.6%	-31.5%	\$3,857,588	\$4,330,127	-10.9%	-13.6%
Douglas								
Retail***	\$9,870,448	\$9,734,631	1.4%	-1.5%	\$79,993,868	\$80,109,879	-0.1%	-2.8%
Restaurant/Bar	\$2,047,763	\$1,716,213	19.3%	16.4%	\$15,207,109	\$14,590,945	4.2%	1.6%
Huachuca City								
Retail	\$731,491	\$706,412	3.6%	0.6%	\$6,201,599	\$5,566,213	11.4%	8.8%
Sierra Vista								
Retail	\$53,968,415	\$52,320,743	3.1%	0.2%	\$442,867,317	\$435,501,939	1.7%	-1.0%
Restaurant/Bar	\$10,677,533	\$9,317,703	14.6%	11.7%	\$84,460,672	\$77,913,039	8.4%	5.8%
Hotel/Motel	\$2,102,231	\$1,883,879	11.6%	8.7%	\$16,517,507	\$16,007,860	3.2%	0.5%
Tombstone								
Retail	\$1,129,465	\$1,203,312	-6.1%	-9.1%	\$12,480,889	\$12,814,599	-2.6%	-5.2%
Restaurant/Bar	\$640,592	\$570,420	12.3%	9.4%	\$6,892,743	\$6,429,349	7.2%	4.6%
Hotel/Motel	\$289,580	\$236,134	22.6%	19.7%	\$3,719,317	\$3,130,945	18.8%	16.1%
Willcox								
Retail****	\$4,319,121	\$4,815,527	-10.3%	-13.2%	\$38,344,564	\$39,443,717	-2.8%	-5.4%
Restaurant/Bar	\$1,233,308	\$1,041,950	18.4%	15.4%	\$10,585,336	\$8,812,315	20.1%	17.5%
Hotel/Motel	\$473,931	\$413,354	14.7%	11.7%	\$4,872,198	\$4,748,368	2.6%	0.0%

Source: Estimates by US Economic Research based on Arizona Department of Revenue 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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