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News Release

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Cochise County September sales down across major industries

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

September retail sales in Cochise County were down 3.2 percent from September last year, compared to a 3.6 percent decrease for all Arizona. From January through September, Cochise County's retail sales were down 0.5 percent while statewide sales were up 0.5 percent (compared to the first nine months of 2024).

The inflation adjustment subtracted 3.0 percentage points from September year-over-year growth rates and 2.7 percentage points for the first nine months. As a result, Cochise County's nominal retail sales growth of -0.1 percent in September was adjusted downward to -3.2 percent. For the first nine months of 2025, nominal growth of 2.2 percent was adjusted to -0.5 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 11.0 percent in Cochise County in September, after inflation, compared to a 7.9 percent increase statewide. For the first nine months of 2025, remote sales were up 12.8 percent in Cochise County and 12.7 percent statewide.

Cochise County's restaurant and bar sales were down 8.9 percent in September, after inflation, but were up 3.6 percent for January through September. Statewide, Arizona's restaurant and bar sales were down 1.3 percent in September but were up 0.5 percent for the first nine months.

Hotel/motel receipts in Cochise County were down 19.5 percent in the September comparisons and 1.5 percent for January through September. Statewide, lodging receipts were down 8.8 percent in September and 4.9 percent for the first nine months of the year.

At the city level, estimated retail sales in Benson were up 1.3 percent in September but were down 1.4 percent for the first nine months of 2025, after inflation. Restaurant and bar sales were up 10.0 percent in September and 10.3 percent for the first nine months. Hotel/motel receipts in Benson were up 3.1 percent in September but were down 33.2 percent for January through September.

In Bisbee, retail sales were down 11.4 percent in the September comparisons and 4.3 percent for the first nine months of the year. Restaurant and bar sales were down 22.9 percent in September and 9.7 percent for January through September. Bisbee's hotel/motel receipts were down 32.8 percent in September and 15.8 percent for the first nine months, compared to the same period a year ago.

In Douglas, retail sales were down 8.3 percent in September and 3.4 percent for the first nine months, after inflation. Restaurant and bar sales were down 12.1 percent in September and 0.1 percent for January through September. (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 4.1 percent in the September comparisons and 8.2 percent for the first nine 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 down 2.7 percent in September and 1.1 percent for the first nine months, after the inflation adjustment. Restaurant and bar sales were down 9.4 percent in September but were up 3.9 percent for January through September. Sierra Vista's hotel/motel receipts were down 31.8 percent in September and 3.0 percent for the first nine months.

Tombstone's retail sales were down 4.1 percent in September and 5.2 percent for the first nine months of 2025. Restaurant and bar sales were down 0.9 percent in September but were up 4.1 percent for January through September. Hotel/motel receipts in Tombstone were up 1.4 percent in September and 14.7 percent for the first nine months of 2025.

In Willcox, estimated retail sales were down 12.8 percent in the September comparisons and 6.3 percent for the first nine months of the year. Restaurant and bar sales were up 4.4 percent in September and 15.8 percent for January through September. Willcox hotel/motel receipts were down 0.5 percent in September and 0.1 percent for the first nine 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

	September 2025	September 2024	Year-over-year Growth	Year-over-year Inflation-adjusted Growth	Year-to-date 2025	Year-to-date 2024	Year-to-date Growth	Year-to-date Inflation-adjusted Growth
Arizona								
Retail	\$8,443,034,447	\$8,491,621,016	-0.6%	-3.6%	\$77,642,467,914	\$75,257,187,019	3.2%	0.5%
Restaurant/Bar	\$1,848,618,655	\$1,817,347,588	1.7%	-1.3%	\$17,327,259,071	\$16,793,341,174	3.2%	0.5%
Hotel/Motel	\$370,618,980	\$393,179,629	-5.7%	-8.8%	\$4,102,924,301	\$4,196,355,996	-2.2%	-4.9%
Remote Seller*	\$1,260,825,731	\$1,136,439,909	10.9%	7.9%	\$11,779,656,842	\$10,208,654,583	15.4%	12.7%
Cochise County								
Retail	\$95,610,705	\$95,743,350	-0.1%	-3.2%	\$882,009,539	\$863,364,567	2.2%	-0.5%
Restaurant/Bar	\$17,546,078	\$18,639,166	-5.9%	-8.9%	\$167,843,906	\$157,858,586	6.3%	3.6%
Hotel/Motel	\$3,403,193	\$4,073,088	-16.4%	-19.5%	\$38,639,933	\$38,173,095	1.2%	-1.5%
Remote Seller*	\$19,454,079	\$17,067,537	14.0%	11.0%	\$178,791,270	\$154,816,141	15.5%	12.8%
Benson								
Retail**	\$6,922,268	\$6,636,105	4.3%	1.3%	\$63,939,211	\$63,105,726	1.3%	-1.4%
Restaurant/Bar	\$1,668,537	\$1,476,736	13.0%	10.0%	\$15,459,785	\$13,683,030	13.0%	10.3%
Hotel/Motel	\$255,646	\$240,812	6.2%	3.1%	\$2,535,927	\$3,651,728	-30.6%	-33.2%
Bisbee								
Retail	\$2,845,756	\$3,106,857	-8.4%	-11.4%	\$28,710,418	\$29,185,204	-1.6%	-4.3%
Restaurant/Bar	\$945,390	\$1,180,481	-19.9%	-22.9%	\$11,148,300	\$11,983,967	-7.0%	-9.7%
Hotel/Motel	\$399,364	\$568,606	-29.8%	-32.8%	\$4,256,953	\$4,898,734	-13.1%	-15.8%
Douglas								
Retail***	\$9,584,682	\$10,121,085	-5.3%	-8.3%	\$89,578,551	\$90,230,964	-0.7%	-3.4%
Restaurant/Bar	\$1,904,480	\$2,094,484	-9.1%	-12.1%	\$17,111,590	\$16,685,429	2.6%	-0.1%
Huachuca City								
Retail	\$785,939	\$733,666	7.1%	4.1%	\$6,987,539	\$6,299,878	10.9%	8.2%
Sierra Vista								
Retail	\$53,287,390	\$53,141,369	0.3%	-2.7%	\$496,154,707	\$488,643,308	1.5%	-1.1%
Restaurant/Bar	\$9,927,097	\$10,605,282	-6.4%	-9.4%	\$94,387,769	\$88,518,322	6.6%	3.9%
Hotel/Motel	\$1,410,879	\$1,980,385	-28.8%	-31.8%	\$17,928,386	\$17,988,246	-0.3%	-3.0%
Tombstone								
Retail	\$1,251,737	\$1,265,174	-1.1%	-4.1%	\$13,732,627	\$14,079,773	-2.5%	-5.2%
Restaurant/Bar	\$597,406	\$584,771	2.2%	-0.9%	\$7,490,149	\$7,014,120	6.8%	4.1%
Hotel/Motel	\$346,149	\$331,586	4.4%	1.4%	\$4,065,466	\$3,462,532	17.4%	14.7%
Willcox								
Retail****	\$4,586,531	\$5,081,624	-9.7%	-12.8%	\$42,931,095	\$44,525,340	-3.6%	-6.3%
Restaurant/Bar	\$1,435,131	\$1,336,048	7.4%	4.4%	\$12,020,467	\$10,148,363	18.4%	15.8%
Hotel/Motel	\$551,395	\$538,119	2.5%	-0.5%	\$5,423,594	\$5,286,487	2.6%	-0.1%

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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