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# News Release

FOR IMMEDIATE RELEASE  
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## November sales rebound after six months of decline

BENSON, Arizona — In November 2022, Cochise County's retail, restaurant and bar, and hotel/motel receipts were up from November 2021, after adjusting for inflation. November's increases followed six consecutive months of year-over-year decline across the three largest categories of taxable sales countywide.

Estimated retail sales in Cochise County were up 1.8 percent from November 2021 (compared to a 5.5 percent decrease for all of Arizona). For the first 11 months of 2022, Cochise County's retail sales were down 1.6 percent while statewide sales were down 1.1 percent (compared to January through November 2021).

Inflation continued to play a major, though somewhat lessening, role in determining the direction and magnitude of changes in sales estimates, subtracting 7.1 percentage points from growth rates for the November comparisons and 8.1 points for January-November. As a result, Cochise County's nominal retail sales increase of 8.9 percent in the November comparisons was adjusted downward to 1.8 percent, while year-to-date nominal growth of 6.6 percent became a 1.6 percent inflation-adjusted decline. Inflation adjustments are made using CPI-U measuring the general rate of inflation.

Cochise County's restaurant and bar sales were up 13.8 percent in November, after inflation, but were down 0.4 percent for the first 11 months. Statewide, Arizona's restaurant and bar sales were up 3.7 percent in November and 8.1 percent for January through November.

Cochise County's hotel/motel receipts were up 8.8 percent in the November comparisons and 7.6 percent for the first 11 months. Statewide, lodging receipts were up 5.0 percent in November and 21.1 percent for the January-through-November period.

Sales by remote sellers (those without a physical presence in Arizona and with annual gross sales in-state of \$100,000 or more) were up 5.1 percent in Cochise County in November, after inflation, compared to a 5.8 percent increase statewide. For the first 11 months of 2022, remote sales were up 2.1 percent in Cochise County and 12.2 percent statewide.

At the city level, estimated retail sales in Benson were up 4.5 percent in November, after inflation, and 1.0 percent for the first 11 months of 2022. Restaurant and bar sales were up 1.7 percent in November

but were down 7.6 percent for January through November. Hotel/motel receipts in Benson were down 0.7 percent in November and 2.1 percent for the first 11 months of the year.

In Bisbee, retail sales were down 14.4 percent in the November comparisons and 12.7 percent for the first 11 months, after inflation. Restaurant and bar sales nearly doubled (up 95.7 percent) in November and were up 35.5 percent for January through November. Bisbee's hotel/motel receipts were up 13.2 percent in November and 55.5 percent for the first 11 months of 2022.

In Douglas, retail sales were down 4.8 percent in the November comparisons but were up 0.8 percent for the first 11 months. Restaurant and bar sales were up 42.2 percent in November and 3.2 percent for January through November. (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 11.0 percent in the November comparisons and 2.0 percent for the first 11 months of 2022. (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 3.0 percent in November but down 2.6 percent for the first 11 months, after the inflation adjustment. Restaurant and bar sales were up 8.5 percent in November but down 3.2 percent for January through November. Sierra Vista's hotel/motel receipts were up 15.0 percent in November and 8.4 percent for the first 11 months of the year.

Tombstone's retail sales were down 8.1 percent in November and 9.1 percent for the first 11 months of 2022. Restaurant and bar sales were down 6.5 percent in November and 11.8 percent for January through November. Hotel/motel receipts in Tombstone were up 13.1 percent in November but down 0.4 percent for the first 11 months.

In Willcox, estimated retail sales were up 38.6 percent in the November comparisons and 6.1 percent for the first 11 months of the year. Restaurant and bar sales were up 29.0 percent in November and 2.2 percent for January through November. Willcox hotel/motel receipts were down 23.2 percent in November and 6.3 percent for the first 11 months of 2022, after adjusting for inflation.

For more information on the Cochise County economy, including current and historical data, visit [CochiseEconomy.com](http://CochiseEconomy.com), a partnership project of SAEDG, Arizona G&T Cooperatives, and community sponsors.

## Major industry sales

	November 2022	November 2021	Year-over-year Growth	Year-over-year Inflation-adjusted Growth	Year-to-date 2022	Year-to-date 2021	Year-to-date Growth	Year-to-date Inflation-adjusted Growth
<b>Arizona</b>								
Retail	\$8,310,821,365	\$8,177,659,720	1.6%	-5.5%	\$90,711,165,938	\$84,727,581,261	7.1%	-1.1%
Restaurant/Bar	\$1,717,911,234	\$1,550,597,480	10.8%	3.7%	\$18,977,064,204	\$16,319,528,712	16.3%	8.1%
Hotel/Motel	\$448,610,067	\$400,144,153	12.1%	5.0%	\$4,802,692,745	\$3,714,452,813	29.3%	21.1%
Remote Seller*	\$1,129,620,257	\$1,000,306,532	12.9%	5.8%	\$10,311,215,672	\$8,570,784,719	20.3%	12.2%
<b>Cochise County</b>								
Retail	\$103,346,544	\$94,929,531	8.9%	1.8%	\$1,068,550,385	\$1,002,802,626	6.6%	-1.6%
Restaurant/Bar	\$16,151,486	\$13,353,223	21.0%	13.8%	\$179,306,726	\$166,383,148	7.8%	-0.4%
Hotel/Motel	\$4,025,087	\$3,473,116	15.9%	8.8%	\$47,664,257	\$41,194,691	15.7%	7.6%
Remote Seller*	\$16,918,328	\$15,077,732	12.2%	5.1%	\$155,322,475	\$140,821,374	10.3%	2.1%
<b>Benson</b>								
Retail**	\$7,654,492	\$6,859,958	11.6%	4.5%	\$76,254,224	\$69,893,811	9.1%	1.0%
Restaurant/Bar	\$1,372,059	\$1,261,485	8.8%	1.7%	\$15,717,805	\$15,639,465	0.5%	-7.6%
Hotel/Motel	\$384,336	\$361,234	6.4%	-0.7%	\$4,629,328	\$4,364,893	6.1%	-2.1%
<b>Bisbee</b>								
Retail	\$2,889,602	\$3,116,816	-7.3%	-14.4%	\$32,319,159	\$33,856,827	-4.5%	-12.7%
Restaurant/Bar	\$1,176,850	\$580,365	102.8%	95.7%	\$13,968,552	\$9,723,572	43.7%	35.5%
Hotel/Motel	\$432,213	\$359,318	20.3%	13.2%	\$7,412,840	\$4,529,685	63.7%	55.5%
<b>Douglas</b>								
Retail***	\$11,074,969	\$10,823,673	2.3%	-4.8%	\$104,125,748	\$95,602,294	8.9%	0.8%
Restaurant/Bar	\$1,996,877	\$1,337,091	49.3%	42.2%	\$17,086,429	\$15,341,181	11.4%	3.2%
<b>Huachuca City</b>								
Retail	\$672,731	\$699,752	-3.9%	-11.0%	\$7,892,578	\$7,435,302	6.2%	-2.0%
<b>Sierra Vista</b>								
Retail	\$59,681,249	\$54,183,631	10.1%	3.0%	\$613,431,864	\$581,102,864	5.6%	-2.6%
Restaurant/Bar	\$8,993,271	\$7,775,752	15.7%	8.5%	\$101,585,647	\$96,838,155	4.9%	-3.2%
Hotel/Motel	\$1,961,423	\$1,605,798	22.1%	15.0%	\$22,031,974	\$18,910,049	16.5%	8.4%
<b>Tombstone</b>								
Retail	\$1,527,291	\$1,543,229	-1.0%	-8.1%	\$17,870,128	\$18,042,566	-1.0%	-9.1%
Restaurant/Bar	\$723,464	\$719,187	0.6%	-6.5%	\$8,099,662	\$8,407,996	-3.7%	-11.8%
Hotel/Motel	\$359,385	\$299,028	20.2%	13.1%	\$3,616,749	\$3,355,615	7.8%	-0.4%
<b>Willcox</b>								
Retail****	\$4,545,074	\$3,119,245	45.7%	38.6%	\$50,225,960	\$43,960,327	14.3%	6.1%
Restaurant/Bar	\$1,011,677	\$743,217	36.1%	29.0%	\$11,475,494	\$10,399,929	10.3%	2.2%
Hotel/Motel	\$415,969	\$495,610	-16.1%	-23.2%	\$5,761,723	\$5,658,518	1.8%	-6.3%

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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