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News Release

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September sales fail to keep pace with inflation

BENSON, Arizona — In September 2022, Cochise County's retail, restaurant and bar, and hotel/motel receipts were down from September a year ago, after adjusting for inflation. September was the fifth consecutive month of decline across the three largest categories of taxable sales countywide.

Estimated retail sales in Cochise County were down 2.3 percent from September 2021 (compared to a 6.8 percent decrease for all of Arizona). For the first nine months of 2022, Cochise County's retail sales were down 2.0 percent while statewide sales were down 0.4 percent (compared to January through September 2021).

Inflation continued to play a major role in determining the direction and magnitude of changes in sales estimates, subtracting 8.2 percentage points from growth rates for the September comparisons and 8.3 percent for January-September. As a result, Cochise County's nominal retail sales increase of 5.9 percent in the September comparisons was adjusted to the 2.3 percent drop, while year-to-date nominal growth of 6.3 percent became a 2.0 percent inflation-adjusted decline.

Growth in Cochise County's restaurant and bar sales also failed to keep pace with the rate of inflation with sales down 2.4 percent in September and 1.7 percent for the first nine months, after the inflation adjustment. Statewide, Arizona's restaurant and bar sales were up 4.8 percent in September and 9.6 percent for January through September, after inflation.

Cochise County's hotel/motel receipts were down 8.8 percent in the September comparisons but were up 9.4 percent for the first nine months. Statewide, lodging receipts were up 3.9 percent in September and 26.4 percent for the January-through-September 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 down 1.6 percent in Cochise County in September, after inflation, compared to a 9.9 percent increase statewide. For the first nine months of 2022, remote sales were up 0.9 percent in Cochise County and 10.2 percent statewide.

At the city level, estimated retail sales in Benson were down 6.9 percent in September, after inflation, but were up 0.5 percent for the first nine months of 2022. Restaurant and bar sales were up 13.5 percent in September but were down 10.2 percent for January through September. Hotel/motel receipts in Benson were down 0.3 percent in September and 3.0 percent for the first nine months of the year.

In Bisbee, retail sales were down 0.7 percent in the September comparisons and 13.1 percent for the first nine months, after inflation. Restaurant and bar sales were up 28.4 percent in September and 32.0 percent for January through September. Bisbee's hotel/motel receipts were down 20.9 percent in September but were up 64.5 percent for the first nine months of 2022.

In Douglas, retail sales were down 3.3 percent in the September comparisons but were up 0.4 percent for the first nine months. Restaurant and bar sales were down 2.6 percent in September and 2.7 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 2.0 percent in the September comparisons but were down 2.3 percent for the first nine 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 down 2.1 percent in September and 2.9 percent for the first nine months, after the inflation adjustment. Restaurant and bar sales were down 5.3 percent in September and 4.2 percent for January through September. Sierra Vista's hotel/motel receipts were up 2.7 percent in September and 7.9 percent for the first nine months of the year.

Tombstone's retail sales were down 10.0 percent in September and 8.7 percent for the first nine months of 2022. Restaurant and bar sales were down 27.6 percent in September and 13.2 percent for January through September. Hotel/motel receipts in Tombstone were down 10.6 percent in September but up 1.0 percent for the first nine months.

In Willcox, estimated retail sales were up 23.3 percent in the September comparisons and 2.1 percent for the first nine months of the year. Restaurant and bar sales were down 1.6 percent in September and 0.1 percent for January through September. Willcox hotel/motel receipts were down 6.5 percent in September and 3.5 percent for the first nine months of 2022, after adjusting for inflation.

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

Major industry sales

	September 2022	September 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
Arizona								
Retail	\$7,866,569,185	\$7,757,138,424	1.4%	-6.8%	\$74,226,214,357	\$68,756,844,176	8.0%	-0.4%
Restaurant/Bar	\$1,680,955,061	\$1,487,984,748	13.0%	4.8%	\$15,473,409,955	\$13,121,264,734	17.9%	9.6%
Hotel/Motel	\$378,798,722	\$337,948,041	12.1%	3.9%	\$3,883,642,549	\$2,883,349,897	34.7%	26.4%
Remote Seller*	\$905,766,557	\$766,730,561	18.1%	9.9%	\$8,019,548,308	\$6,767,081,392	18.5%	10.2%
Cochise County								
Retail	\$95,624,045	\$90,292,056	5.9%	-2.3%	\$871,177,295	\$819,518,171	6.3%	-2.0%
Restaurant/Bar	\$15,755,195	\$14,887,135	5.8%	-2.4%	\$146,691,777	\$137,606,201	6.6%	-1.7%
Hotel/Motel	\$3,497,454	\$3,518,916	-0.6%	-8.8%	\$39,590,532	\$33,631,744	17.7%	9.4%
Remote Seller*	\$13,159,293	\$12,347,927	6.6%	-1.6%	\$123,531,864	\$113,130,167	9.2%	0.9%
Benson								
Retail**	\$6,527,951	\$6,444,726	1.3%	-6.9%	\$62,022,213	\$56,994,305	8.8%	0.5%
Restaurant/Bar	\$1,609,136	\$1,322,336	21.7%	13.5%	\$12,742,546	\$12,981,930	-1.8%	-10.2%
Hotel/Motel	\$272,417	\$252,386	7.9%	-0.3%	\$3,882,658	\$3,688,451	5.3%	-3.0%
Bisbee								
Retail	\$2,913,759	\$2,709,565	7.5%	-0.7%	\$26,643,787	\$27,974,968	-4.8%	-13.1%
Restaurant/Bar	\$901,747	\$660,277	36.6%	28.4%	\$11,693,609	\$8,331,073	40.4%	32.0%
Hotel/Motel	\$374,244	\$428,630	-12.7%	-20.9%	\$6,517,492	\$3,770,745	72.8%	64.5%
Douglas								
Retail***	\$9,066,698	\$8,647,063	4.9%	-3.3%	\$83,598,520	\$76,884,375	8.7%	0.4%
Restaurant/Bar	\$1,454,719	\$1,377,355	5.6%	-2.6%	\$13,538,360	\$12,812,927	5.7%	-2.7%
Huachuca City								
Retail	\$777,588	\$705,478	10.2%	2.0%	\$6,494,587	\$6,126,557	6.0%	-2.3%
Sierra Vista								
Retail	\$55,880,479	\$52,676,881	6.1%	-2.1%	\$500,613,077	\$475,039,559	5.4%	-2.9%
Restaurant/Bar	\$9,093,885	\$8,833,907	2.9%	-5.3%	\$83,275,877	\$80,017,996	4.1%	-4.2%
Hotel/Motel	\$1,965,564	\$1,772,400	10.9%	2.7%	\$18,049,101	\$15,536,715	16.2%	7.9%
Tombstone								
Retail	\$1,397,153	\$1,422,211	-1.8%	-10.0%	\$14,456,930	\$14,514,764	-0.4%	-8.7%
Restaurant/Bar	\$529,555	\$657,170	-19.4%	-27.6%	\$6,472,985	\$6,805,834	-4.9%	-13.2%
Hotel/Motel	\$226,599	\$232,094	-2.4%	-10.6%	\$2,870,457	\$2,625,783	9.3%	1.0%
Willcox								
Retail****	\$5,341,230	\$4,061,423	31.5%	23.3%	\$40,806,671	\$36,963,307	10.4%	2.1%
Restaurant/Bar	\$1,198,565	\$1,123,898	6.6%	-1.6%	\$9,438,902	\$8,723,892	8.2%	-0.1%
Hotel/Motel	\$498,226	\$489,997	1.7%	-6.5%	\$4,832,423	\$4,610,038	4.8%	-3.5%

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

Note. 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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