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# News Release

FOR IMMEDIATE RELEASE  
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## Sales drop in October for sixth straight month

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

Estimated retail sales in Cochise County were down 1.3 percent from October 2021 (compared to a 2.9 percent decrease for all of Arizona). For the first 10 months of 2022, Cochise County's retail sales were down 1.9 percent while statewide sales were down 0.6 percent (compared to January through October 2021).

Inflation continued to play a major, though somewhat lessening, role in determining the direction and magnitude of changes in sales estimates, subtracting 7.7 percentage points from growth rates for the October comparisons and 8.3 points for January-October. As a result, Cochise County's nominal retail sales increase of 6.4 percent in the October comparisons was adjusted to the 1.3 percent drop, while year-to-date nominal growth of 6.3 percent became a 1.9 percent inflation-adjusted decline. Inflation adjustments are made using CPI-U measuring the general rate of inflation.

Growth in Cochise County's restaurant and bar sales also failed to keep pace with the general rate of inflation with sales down 1.0 percent in October and 1.6 percent for the first 10 months, after the inflation adjustment. Statewide, Arizona's restaurant and bar sales were up 0.6 percent in October and 8.6 percent for January through October, after inflation.

Cochise County's hotel/motel receipts were down 8.8 percent in the October comparisons but were up 7.4 percent for the first 10 months. Statewide, lodging receipts were up 1.4 percent in October and 23.1 percent for the January-through-October 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 10.2 percent in Cochise County in October, after inflation, compared to a 36.9 percent increase statewide. For the first 10 months of 2022, remote sales were up 1.8 percent in Cochise County and 13.0 percent statewide.

At the city level, estimated retail sales in Benson were up 1.2 percent in October, after inflation, and 0.6 percent for the first 10 months of 2022. Restaurant and bar sales were up 7.1 percent in October but

were down 8.5 percent for January through October. Hotel/motel receipts in Benson were up 7.2 percent in October but were down 2.2 percent for the first 10 months of the year.

In Bisbee, retail sales were down 7.0 percent in the October comparisons and 12.5 percent for the first 10 months, after inflation. Restaurant and bar sales were up 27.5 percent in October and 31.6 percent for January through October. Bisbee's hotel/motel receipts were up 8.1 percent in October and 59.1 percent for the first 10 months of 2022.

In Douglas, retail sales were up 12.0 percent in the October comparisons and 1.5 percent for the first 10 months. Restaurant and bar sales were up 22.5 percent in October but were down 0.5 percent for January through October. (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 11.3 percent in the October comparisons but were down 1.1 percent for the first 10 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 5.3 percent in October and 3.2 percent for the first 10 months, after the inflation adjustment. Restaurant and bar sales were down 4.7 percent in October and 4.3 percent for January through October. Sierra Vista's hotel/motel receipts were up 6.6 percent in October and 7.7 percent for the first 10 months of the year.

Tombstone's retail sales were down 12.7 percent in October and 9.2 percent for the first 10 months of 2022. Restaurant and bar sales were down 5.5 percent in October and 12.3 percent for January through October. Hotel/motel receipts in Tombstone were down 17.9 percent in October and 1.7 percent for the first 10 months.

In Willcox, estimated retail sales were up 18.0 percent in the October comparisons and 3.6 percent for the first 10 months of the year. Restaurant and bar sales were up 2.1 percent in October and 0.1 percent for January through October. Willcox hotel/motel receipts were down 14.9 percent in October and 4.7 percent for the first 10 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

	October 2022	October 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	\$8,174,130,216	\$7,793,077,365	4.9%	-2.9%	\$82,400,344,573	\$76,549,921,541	7.6%	-0.6%
Restaurant/Bar	\$1,785,743,015	\$1,647,666,498	8.4%	0.6%	\$17,259,152,970	\$14,768,931,232	16.9%	8.6%
Hotel/Motel	\$470,440,129	\$430,958,763	9.2%	1.4%	\$4,354,082,678	\$3,314,308,660	31.4%	23.1%
Remote Seller*	\$1,162,047,107	\$803,396,795	44.6%	36.9%	\$9,181,595,415	\$7,570,478,187	21.3%	13.0%
<b>Cochise County</b>								
Retail	\$94,026,546	\$88,354,924	6.4%	-1.3%	\$965,203,841	\$907,873,095	6.3%	-1.9%
Restaurant/Bar	\$16,463,463	\$15,423,724	6.7%	-1.0%	\$163,155,240	\$153,029,925	6.6%	-1.6%
Hotel/Motel	\$4,048,638	\$4,089,831	-1.0%	-8.8%	\$43,639,170	\$37,721,575	15.7%	7.4%
Remote Seller*	\$14,872,283	\$12,613,475	17.9%	10.2%	\$138,404,147	\$125,743,642	10.1%	1.8%
<b>Benson</b>								
Retail**	\$6,577,520	\$6,039,548	8.9%	1.2%	\$68,599,732	\$63,033,853	8.8%	0.6%
Restaurant/Bar	\$1,603,200	\$1,396,049	14.8%	7.1%	\$14,345,746	\$14,377,979	-0.2%	-8.5%
Hotel/Motel	\$362,334	\$315,208	15.0%	7.2%	\$4,244,992	\$4,003,659	6.0%	-2.2%
<b>Bisbee</b>								
Retail	\$2,785,770	\$2,765,044	0.7%	-7.0%	\$29,429,557	\$30,740,012	-4.3%	-12.5%
Restaurant/Bar	\$1,098,093	\$812,134	35.2%	27.5%	\$12,791,703	\$9,143,207	39.9%	31.6%
Hotel/Motel	\$463,135	\$399,622	15.9%	8.1%	\$6,980,627	\$4,170,367	67.4%	59.1%
<b>Douglas</b>								
Retail***	\$9,452,259	\$7,894,246	19.7%	12.0%	\$93,050,779	\$84,778,621	9.8%	1.5%
Restaurant/Bar	\$1,551,191	\$1,191,163	30.2%	22.5%	\$15,089,552	\$14,004,090	7.8%	-0.5%
<b>Huachuca City</b>								
Retail	\$725,261	\$608,993	19.1%	11.3%	\$7,219,848	\$6,735,551	7.2%	-1.1%
<b>Sierra Vista</b>								
Retail	\$53,137,538	\$51,879,673	2.4%	-5.3%	\$553,750,615	\$526,919,233	5.1%	-3.2%
Restaurant/Bar	\$9,316,498	\$9,044,406	3.0%	-4.7%	\$92,592,375	\$89,062,402	4.0%	-4.3%
Hotel/Motel	\$2,021,450	\$1,767,536	14.4%	6.6%	\$20,070,551	\$17,304,251	16.0%	7.7%
<b>Tombstone</b>								
Retail	\$1,885,907	\$1,984,573	-5.0%	-12.7%	\$16,342,837	\$16,499,337	-0.9%	-9.2%
Restaurant/Bar	\$903,213	\$882,975	2.3%	-5.5%	\$7,376,198	\$7,688,809	-4.1%	-12.3%
Hotel/Motel	\$386,907	\$430,804	-10.2%	-17.9%	\$3,257,364	\$3,056,587	6.6%	-1.7%
<b>Willcox</b>								
Retail****	\$4,874,215	\$3,877,776	25.7%	18.0%	\$45,680,886	\$40,841,083	11.9%	3.6%
Restaurant/Bar	\$1,024,915	\$932,820	9.9%	2.1%	\$10,463,817	\$9,656,711	8.4%	0.1%
Hotel/Motel	\$513,331	\$552,869	-7.2%	-14.9%	\$5,345,754	\$5,162,907	3.5%	-4.7%

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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