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# News Release

FOR IMMEDIATE RELEASE  
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## Sales across major industries down for third straight month

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

Estimated retail sales were down 2.3 percent from July 2021 (compared to a 3.9 percent decrease for all of Arizona). For the first seven months of 2022, Cochise County's retail sales were down 2.1 percent while statewide sales were up 0.4 percent (compared to January through July 2021).

Inflation continued to play a major role in determining the direction and magnitude of changes in sales estimates, subtracting 8.5 percentage points from July year-over-year growth rates and 8.3 points for the first seven months. As a result, Cochise County's nominal retail sales increase of 6.2 percent in the July comparisons was adjusted to the 2.3 percent drop, while year-to-date nominal growth of 6.3 percent became a 2.1 percent inflation-adjusted decline.

Cochise County's restaurant and bar sales were down 8.2 percent in July, after inflation, and 1.7 percent for the first seven months. Statewide, Arizona's restaurant and bar sales were down 0.1 percent in July but up 11.0 percent for January through July.

Cochise County's hotel/motel receipts were down 7.2 percent in the July comparisons but were up 16.1 percent for the first seven months. Statewide, lodging receipts were down 6.2 percent in July but were up 32.6 percent for the January-through-July 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 15.2 percent in Cochise County in July, after inflation, compared to a 20.2 percent increase statewide. For the first seven months of 2022, remote sales were up 1.2 percent in Cochise County and 10.5 percent statewide.

At the city level, estimated retail sales in Benson were down 29.0 percent in July, after inflation, but were up 2.2 percent for the first seven months of 2022. Restaurant and bar sales in Benson were down 32.5 percent in July and 14.1 percent for January through July. Hotel/motel receipts were down 1.0 percent in July and 4.4 percent for the first seven months of the year.

In Bisbee, retail sales were up 1.1 percent in the July comparisons but down 11.2 percent for the first seven months. Bisbee's restaurant and bar sales were up 46.9 percent in July and 40.0 percent for January through July. Hotel/motel receipts more than doubled (up 105.5 percent) in July, after inflation, and were up 86.1 percent for the first seven months of 2022.

In Douglas, retail sales were up 7.8 percent in the July comparisons and 0.4 percent for the first seven months. Restaurant and bar sales in Douglas were up 11.1 percent in July but were down 4.2 percent for January through July. (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 10.1 percent in the July comparisons but were down 3.6 percent for the first seven 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 3.8 percent in July and 3.3 percent for the first seven months, after the inflation adjustment. Sierra Vista's restaurant and bar sales were down 15.3 percent in July and 4.9 percent for January through July. Hotel/motel receipts were down 19.5 percent in July but were up 11.7 percent for the first seven months of the year.

Tombstone's retail sales were down 34.9 percent in July and 8.4 percent for the first seven months of 2022. Restaurant and bar sales in Tombstone were down 26.7 percent in July and 10.7 percent for January through July. Hotel/motel receipts were down 2.9 percent in July but up 4.4 percent for the first seven months.

In Willcox, estimated retail sales were down 4.0 percent in the July comparisons but were up 1.1 percent for the first seven months of the year. Restaurant and bar sales in Willcox were up 1.0 percent in July and 0.4 percent for January through July. Willcox hotel/motel receipts were down 48.9 percent in July but were up 0.8 percent for the first seven 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

	July 2022	July 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	\$7,841,832,674	\$7,494,725,768	4.6%	-3.9%	\$58,151,033,365	\$53,478,222,621	8.7%	0.4%
Restaurant/Bar	\$1,584,451,986	\$1,461,196,140	8.4%	-0.1%	\$12,201,626,852	\$10,223,700,062	19.3%	11.0%
Hotel/Motel	\$318,042,828	\$310,941,619	2.3%	-6.2%	\$3,195,970,210	\$2,266,953,471	41.0%	32.6%
Remote Seller*	\$893,785,358	\$694,341,799	28.7%	20.2%	\$6,218,461,451	\$5,231,784,522	18.9%	10.5%
<b>Cochise County</b>								
Retail	\$95,109,794	\$89,554,367	6.2%	-2.3%	\$682,400,106	\$642,147,823	6.3%	-2.1%
Restaurant/Bar	\$16,163,356	\$16,105,378	0.4%	-8.2%	\$115,271,124	\$108,114,355	6.6%	-1.7%
Hotel/Motel	\$4,007,304	\$3,953,150	1.4%	-7.2%	\$32,759,659	\$26,330,605	24.4%	16.1%
Remote Seller*	\$14,426,083	\$11,656,418	23.8%	15.2%	\$96,356,378	\$87,947,743	9.6%	1.2%
<b>Benson</b>								
Retail**	\$4,891,867	\$6,149,773	-20.5%	-29.0%	\$49,052,404	\$44,371,039	10.6%	2.2%
Restaurant/Bar	\$1,350,832	\$1,776,893	-24.0%	-32.5%	\$9,760,476	\$10,355,014	-5.7%	-14.1%
Hotel/Motel	\$267,477	\$248,730	7.5%	-1.0%	\$3,343,484	\$3,215,541	4.0%	-4.4%
<b>Bisbee</b>								
Retail	\$3,147,337	\$2,870,267	9.7%	1.1%	\$21,084,959	\$21,700,306	-2.8%	-11.2%
Restaurant/Bar	\$1,478,381	\$951,335	55.4%	46.9%	\$9,892,453	\$6,667,776	48.4%	40.0%
Hotel/Motel	\$712,021	\$332,745	114.0%	105.5%	\$5,830,086	\$2,998,496	94.4%	86.1%
<b>Douglas</b>								
Retail***	\$9,668,601	\$8,313,693	16.3%	7.8%	\$65,333,366	\$60,073,604	8.8%	0.4%
Restaurant/Bar	\$1,604,139	\$1,341,524	19.6%	11.1%	\$10,477,173	\$10,056,337	4.2%	-4.2%
<b>Huachuca City</b>								
Retail	\$728,925	\$614,250	18.7%	10.1%	\$5,048,399	\$4,822,109	4.7%	-3.6%
<b>Sierra Vista</b>								
Retail	\$54,447,235	\$51,998,088	4.7%	-3.8%	\$390,666,177	\$371,945,214	5.0%	-3.3%
Restaurant/Bar	\$8,753,818	\$9,394,410	-6.8%	-15.3%	\$64,962,932	\$62,827,679	3.4%	-4.9%
Hotel/Motel	\$1,868,184	\$2,098,561	-11.0%	-19.5%	\$14,180,741	\$11,813,694	20.0%	11.7%
<b>Tombstone</b>								
Retail	\$1,316,930	\$1,788,405	-26.4%	-34.9%	\$11,881,221	\$11,883,349	0.0%	-8.4%
Restaurant/Bar	\$602,497	\$736,497	-18.2%	-26.7%	\$5,423,047	\$5,554,043	-2.4%	-10.7%
Hotel/Motel	\$367,595	\$348,084	5.6%	-2.9%	\$2,454,605	\$2,177,745	12.7%	4.4%
<b>Willcox</b>								
Retail****	\$4,049,197	\$3,875,314	4.5%	-4.0%	\$31,534,900	\$28,825,285	9.4%	1.1%
Restaurant/Bar	\$1,037,488	\$947,291	9.5%	1.0%	\$7,289,460	\$6,701,261	8.8%	0.4%
Hotel/Motel	\$394,058	\$661,203	-40.4%	-48.9%	\$3,945,388	\$3,615,170	9.1%	0.8%

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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