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October retail sales down, hospitality up

In October, Cochise County's retail sales were down while lodging receipts and restaurant and bar sales were up, compared to October 2016 (after adjusting for inflation).

Cochise County's year-over-year retail sales were down 3.3 percent in October. For the first 10 months of 2017, retail sales were down 0.7 percent. Sales have been down in 20 of the most recent 26 months.

At the state level, Arizona's retail sales were up 1.7 percent in October and 2 percent for the first 10 months of the year.

Countywide restaurant and bar sales were up 10 percent in October, but were down 1.6 percent for the first 10 months of the year (compared to the first 10 months of 2017, after the inflation adjustment). Year-over-year sales have been down in 10 of the most recent 15 months.

Statewide restaurant and bar sales were up 4.1 percent in October and 3.5 percent for the first 10 months of 2017.

Hotel/motel receipts in Cochise County were up 5 percent in October and 12.9 percent for the first 10 months of the year. Countywide hotel/motel receipts have been up in 14 of the most recent 15 months.

At the state level, hotel/motel receipts were up 7.8 percent in October and 7 percent for the first 10 months of the year.

At the city level, retail sales in Benson were down 1.6 percent in October and 0.2 for the first 10 months of 2017. The city's retail sales have seen considerable instability, with sales down in 14 of the most recent 22 months.

Restaurant and bar sales in Benson were up 2.3 percent in October, but were down 6.7 percent for the first 10 months of the year. Year-over-year sales have been down in 14 of the past 22 months.

Benson's hotel/motel receipts were up 17 percent in October and 15.6 percent for the first 10 months of the year. Sales have been up in each of the past seven months following declines in eight of 10 months.

In Bisbee, retail sales were down 0.8 percent in the October comparisons and 3.6 percent for the first 10 months of 2017. Sales have been down in 15 of the most recent 22 months.

Restaurant and bar sales in Bisbee more than doubled in October (compared to October 2016) and were up 17.3 percent for the first 10 months of the year. Sales have been up in 11 of the most recent 15 months of data.

Hotel/motel receipts in Bisbee were up 21.5 percent in October and 7.7 percent in the first 10 months of the year. Sales have been up in 15 of the most recent 22 months.

In Douglas, retail sales were down 54.7 percent in the October comparisons and 6.7 percent for the first 10 months of 2017. Sales have been down in 25 of the most recent 28 months.

Restaurant and bar sales in Douglas were down 18.1 percent in October and 10.2 percent for the first 10 months of the year. Sales have been down in nine of the most recent 13 months of data.

Hotel/motel receipts in Douglas were down 34.5 percent in October and 2.1 percent for the first 10 months of the year. Sales have alternated between positive and negative growth since the beginning of 2016.

In Huachuca City, retail sales were down 14.7 percent in the October comparisons, but were up 10.9 percent for the first 10 months of 2017. Sales have been up in 14 of the past 16 months.

In Sierra Vista, retail sales were down 0.1 percent in October and 0.6 percent for the first 10 months of 2017. Sales have been down in eight of the most recent 13 months.

Restaurant and bar sales in Sierra Vista were up 7 percent in October and 1.2 percent for the first 10 months of the year. Sierra Vista's restaurant and bar sales have been up in six of the past eight months (including each of the most recent three months) following declines in six of seven months.

Sierra Vista's hotel/motel receipts were down 4.1 percent in October. Lodging receipts were up 8 percent for the first 10 months of 2017 and have been up in 11 of the past 13 months.

In Tombstone, retail sales were up 6.1 percent in October and 14.7 percent for the first 10 months of the year. Tombstone's retail sales have been up in six of the past seven months following declines in 9 of 15 months.

In Willcox, retail sales were down 2.9 percent in the October comparisons and 0.2 percent for the first 10 months of 2017. Sales have been down in eight of the most recent 12 months.

Restaurant and bar sales in Willcox were up 20.9 percent in October and 5.1 percent for the first 10 months of the year. Sales have been up in six of the past eight months (following declines in seven of 10 months).

Hotel/motel receipts in Willcox were up 4.5 percent in October and 26.7 percent for the first 10 months of 2017. Sales have been up for 10 consecutive months and have been up in 13 of the most recent 15 months of data.

COCHISE COUNTY SALES

	<i>October 2017</i>	<i>October 2016</i>	<i>Change</i>	<i>Inflation-adjusted Growth*</i>	<i>YTD 2017</i>	<i>YTD 2016</i>	<i>YTD Change</i>	<i>YTD Inflation-adjusted Growth*</i>
Arizona								
Retail	\$5,179,680,698	\$4,993,499,998	3.7%	1.7%	\$52,902,509,106	\$50,795,298,350	4.1%	2.0%
Restaurant/Bar	\$1,176,279,912	\$1,107,730,679	6.2%	4.1%	\$11,626,707,282	\$11,011,953,550	5.6%	3.5%
Hotel/Motel	\$282,776,139	\$257,516,743	9.8%	7.8%	\$2,733,736,987	\$2,506,166,377	9.1%	7.0%
Cochise County								
Retail	\$63,361,448	\$64,175,109	-1.3%	-3.3%	\$669,658,952	\$660,451,278	1.4%	-0.7%
Restaurant/Bar	\$12,529,594	\$11,179,115	12.1%	10.0%	\$123,711,715	\$123,117,625	0.5%	-1.6%
Hotel/Motel	\$3,260,745	\$3,045,379	7.1%	5.0%	\$32,975,223	\$28,665,338	15.0%	12.9%
Benson								
Retail**	\$4,181,098	\$4,161,201	0.5%	-1.6%	\$45,759,687	\$44,876,462	2.0%	-0.2%
Restaurant/Bar	\$1,051,080	\$1,007,159	4.4%	2.3%	\$10,277,933	\$10,769,780	-4.6%	-6.7%
Hotel/Motel	\$361,861	\$303,902	19.1%	17.0%	\$4,103,953	\$3,487,518	17.7%	15.6%
Bisbee								
Retail	\$2,001,972	\$1,977,870	1.2%	-0.8%	\$20,515,571	\$20,818,929	-1.5%	-3.6%
Restaurant/Bar	\$1,027,695	\$506,150	103.0%	101.0%	\$9,270,378	\$7,763,948	19.4%	17.3%
Hotel/Motel	\$391,144	\$316,542	23.6%	21.5%	\$3,439,312	\$3,132,415	9.8%	7.7%
Douglas								
Retail	\$4,546,810	\$9,604,459	-52.7%	-54.7%	\$96,210,536	\$100,800,497	-4.6%	-6.7%
Restaurant/Bar	\$909,320	\$1,083,222	-16.1%	-18.1%	\$11,085,529	\$12,058,453	-8.1%	-10.2%
Hotel/Motel	\$239,789	\$354,996	-32.5%	-34.5%	\$2,329,593	\$2,328,908	0.0%	-2.1%
Huachuca City								
Retail	\$378,651	\$433,403	-12.6%	-14.7%	\$4,608,983	\$4,078,908	13.0%	10.9%
Sierra Vista								
Retail	\$36,972,354	\$36,253,810	2.0%	-0.1%	\$386,482,717	\$380,588,303	1.5%	-0.6%
Restaurant/Bar	\$7,199,102	\$6,604,686	9.0%	7.0%	\$71,383,389	\$69,074,438	3.3%	1.2%
Hotel/Motel	\$1,404,345	\$1,434,285	-2.1%	-4.1%	\$14,357,943	\$13,032,979	10.2%	8.0%
Tombstone								
Retail	\$1,210,462	\$1,119,523	8.1%	6.1%	\$12,419,474	\$10,629,332	16.8%	14.7%
Willcox								
Retail***	\$3,224,352	\$3,252,002	-0.9%	-2.9%	\$30,340,293	\$29,757,269	2.0%	-0.2%
Restaurant/Bar	\$780,331	\$634,550	23.0%	20.9%	\$6,946,218	\$6,479,731	7.2%	5.1%
Hotel/Motel	\$409,562	\$384,515	6.5%	4.5%	\$4,033,316	\$3,130,992	28.8%	26.7%

Note: State and county data reflect actual sales; city data are estimates based on sales tax collections. Retail excludes food for home consumption (except Douglas). YTD = Year to Date. * Inflation rate determined by change in Consumer Price Index (CPI-U). **Excludes single items over \$5,000. ***Excludes single items over \$1,250. Source: U.S. Bureau of Labor Statistics, Arizona Department of Revenue, City of Benson, City of Bisbee, City of Douglas, City of Sierra Vista, City of Willcox, and Cochise College Center for Economic Research.