



## Center for Economic Research

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### Retail, restaurant and bar sales down, hotels up

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In February, Cochise County's inflation-adjusted retail and restaurant and bar sales were down while hotel/motel receipts were up (compared to February last year). Countywide retail sales were down 9.6 percent in February and were down in 16 of the most recent 18 months of data.

At the state level, Arizona's retail sales were down 4 percent in February.

Countywide restaurant and bar sales were down 8.4 percent in February. Sales have been down in six of the most recent seven months.

Statewide restaurant and bar sales were down 0.8 percent in February.

Hotel/motel receipts in Cochise County were up 4.3 percent in February. Countywide hotel/motel receipts were up in six of the most recent seven months.

At the state level, hotel/motel receipts were up 2.2 percent in February.

At the city level, retail sales in Benson were down 14.6 percent in February. Sales were down in 10 of the most recent 14 months.

Restaurant and bar sales in Benson were down 3.4 percent in February. Year-over-year sales have seen considerable instability over the past year and were down in eight of the past 14 months.

Benson's hotel/motel receipts were down 8.5 percent in February. Sales were down in seven of the most recent nine months of data.

In Bisbee, retail sales were down 10.7 percent in the February comparisons. Sales were down in nine of the most recent 14 months.

Restaurant and bar sales in Bisbee were down 3.7 percent in February. Despite the decline, sales were up in five of the most recent seven months of data.

Hotel/motel receipts in Bisbee were down 37.3 percent in February—the second month of decline following increases in 10 of 12 months.

In Douglas, retail sales were down 40.8 percent in February. Monthly sales have been down for 16 consecutive months and were down in 18 of the most recent 19 months.

Restaurant and bar sales in Douglas were down 29.9 percent in February. Sales were down in nine of the most recent 14 months of data.

Hotel/motel receipts in Douglas were down 2.3 percent in February and were down in eight of the most recent 14 months.

In Huachuca City, retail sales were down 45.5 percent in the February comparisons. Despite the decline, sales were up in six of the past eight months.

In Sierra Vista, retail sales were down 8.6 percent in February. Sales were down in nine of the most recent 14 months (including each of the past three months).

Restaurant and bar sales in Sierra Vista were down 6.2 percent in February. Sierra Vista's restaurant and bar sales were down in six of the most recent seven months of data.

Sierra Vista's hotel/motel receipts were up 14.2 percent in February. Sales were up in 11 of the most recent 14 months of data.

In Tombstone, retail sales were down 15.4 percent in February. Tombstone's retail sales were down in eight of the most recent 14 months.

In Willcox, retail sales were down 9.9 percent in the February comparisons. Sales were down in 11 of the most recent 14 months.

Restaurant and bar sales in Willcox were down 7.8 percent in February. Sales were up in seven and down in seven of the most recent 14 months.

Hotel/motel receipts in Willcox were up 4.5 percent in February. Sales were up in seven and down in seven of the most recent 14 months.

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## COCHISE COUNTY SALES

	<i>February 2017</i>	<i>February 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>
<b>Arizona</b>								
Retail	\$4,991,851,202	\$5,057,764,371	-1.3%	-4.0%	\$9,955,594,501	\$9,792,248,414	1.7%	-1.0%
Restaurant/Bar	\$1,185,066,825	\$1,163,049,416	1.9%	-0.8%	\$2,319,224,503	\$2,273,480,084	2.0%	-0.6%
Hotel/Motel	\$327,472,384	\$312,188,642	4.9%	2.2%	\$591,322,799	\$561,154,372	5.4%	2.8%
<b>Cochise County</b>								
Retail	\$61,396,825	\$65,909,476	-6.8%	-9.6%	\$119,828,899	\$124,961,557	-4.1%	-6.7%
Restaurant/Bar	\$11,896,514	\$12,611,999	-5.7%	-8.4%	\$23,647,475	\$24,400,997	-3.1%	-5.7%
Hotel/Motel	\$3,415,886	\$3,190,088	7.1%	4.3%	\$6,342,874	\$5,900,754	7.5%	4.9%
<b>Benson</b>								
Retail**	\$4,279,101	\$4,856,213	-11.9%	-14.6%	\$8,767,105	\$9,366,610	-6.4%	-9.0%
Restaurant/Bar	\$1,147,250	\$1,155,346	-0.7%	-3.4%	\$2,334,098	\$2,284,828	2.2%	-0.5%
Hotel/Motel	\$570,372	\$605,447	-5.8%	-8.5%	\$969,719	\$1,042,994	-7.0%	-9.6%
<b>Bisbee</b>								
Retail	\$1,953,303	\$2,123,200	-8.0%	-10.7%	\$3,973,081	\$3,966,108	0.2%	-2.4%
Restaurant/Bar	\$790,940	\$798,703	-1.0%	-3.7%	\$1,850,385	\$1,659,596	11.5%	8.9%
Hotel/Motel	\$273,843	\$418,731	-34.6%	-37.3%	\$518,753	\$675,721	-23.2%	-25.8%
<b>Douglas</b>								
Retail***	\$6,156,970	\$9,947,823	-38.1%	-40.8%	\$11,884,226	\$18,618,414	-36.2%	-38.8%
Restaurant/Bar	\$922,225	\$1,266,012	-27.2%	-29.9%	\$1,855,807	\$2,449,636	-24.2%	-26.9%
Hotel/Motel	\$218,514	\$217,475	0.5%	-2.3%	\$421,834	\$405,109	4.1%	1.5%
<b>Huachuca City</b>								
Retail	\$286,348	\$500,450	-42.8%	-45.5%	\$816,194	\$851,439	-4.1%	-6.8%
<b>Sierra Vista</b>								
Retail	\$35,195,495	\$37,388,345	-5.9%	-8.6%	\$70,164,859	\$71,898,771	-2.4%	-5.0%
Restaurant/Bar	\$6,799,268	\$7,045,769	-3.5%	-6.2%	\$13,427,972	\$13,570,786	-1.1%	-3.7%
Hotel/Motel	\$1,589,021	\$1,358,579	17.0%	14.2%	\$2,850,784	\$2,582,290	10.4%	7.8%
<b>Tombstone</b>								
Retail	\$1,084,800	\$1,242,540	-12.7%	-15.4%	\$2,090,252	\$2,162,335	-3.3%	-6.0%
<b>Willcox</b>								
Retail****	\$2,779,191	\$2,993,330	-7.2%	-9.9%	\$5,478,355	\$6,085,384	-10.0%	-12.6%
Restaurant/Bar	\$578,107	\$608,687	-5.0%	-7.8%	\$1,240,939	\$1,264,646	-1.9%	-4.5%
Hotel/Motel	\$364,621	\$340,055	7.2%	4.5%	\$773,952	\$702,595	10.2%	7.5%

Note: State and county data reflect actual sales; city data are estimates based on sales tax collections. Retail excludes food for home consumption. 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 \$10,000. \*\*\*\*Excludes single items over \$1,250. Source: U.S. Bureau of Labor Statistics, Arizona Department of Revenue, City of Bisbee, City of Benson, City of Douglas, City of Sierra Vista, City of Willcox, and Cochise College Center for Economic Research.