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May retail sales up, hospitality down

In May, Cochise County's retail sales were up, while lodging and restaurant/bar sales were down (compared to May 2017, after adjusting for inflation). Cochise County's year-over-year retail sales were up 2 percent in May. In the first five months of 2018, Cochise County's retail sales were up 3.7 percent compared to the same period last year. Sales have been up in 10 of the past 14 months (including six of the most recent seven months) following declines in 16 of 19 months.

At the state level, Arizona's retail sales were up 3.1 percent in May and 4.7 percent for the first five months of the year.

Countywide restaurant and bar sales were down 0.2 percent in May and 0.1 percent for the first five months. Year-over-year sales have been up in six of the most recent 10 months (following declines in 10 of 12 months).

Statewide restaurant and bar sales were down 0.1 percent in May, but were up 2.7 percent for the first five months of 2018.

Hotel/motel receipts in Cochise County were down 0.8 percent in May and 3.7 percent for the first five months. Despite the overall decline, countywide hotel/motel receipts have been up in 17 of the most recent 22 months.

At the state level, hotel/motel receipts were up 6.9 percent in May and 6.8 percent for the first five months of the year.

At the city level, retail sales in Benson were up 3.5 percent in May, but were down 1.3 percent for the first five months. Sales have been up in four of the most recent five months of data (on the heels of two years of instability that saw declines in 13 of 24 months).

Restaurant and bar sales in Benson were up 24.3 percent in May and 5.7 percent for the first five months of 2018. Year-over-year sales have been up in four of the past five months (following declines in 16 of 24 months).

Benson's hotel/motel receipts were down 37.9 percent in May and 12.8 percent in the first five months. Despite the overall decline, sales have been up in nine of the past 14 months (following declines in eight of 10 months).

In Bisbee, retail sales were down 3.1 percent in the May comparisons and 4.7 percent in the first five months of the year. Sales have been down in 20 of the most recent 29 months (including eight of the most recent 10 months).

Restaurant and bar sales in Bisbee were down 21 in May (compared to May 2017) and 5.9 percent for the first five months. Sales have seen instability with numbers down in six of the most recent 10 months (following increases in 10 of 12 months).

Hotel/motel receipts in Bisbee were down 39.7 percent in May and 11.1 percent for the first five months of 2018. Sales have been up in two and down in two of the most recent four months (following declines in five of six months).

In Douglas, retail sales were up 2.8 percent in May and 4.4 percent for the first five months of the year. Sales have been up in four of the past five months.

Restaurant and bar sales in Douglas were down 7.1 percent in May, but were up 2.4 percent for the first five months of the year. Despite the overall increase, sales have been down in 12 of the most recent 20 months of data.

Hotel/motel receipts in Douglas were down 69.5 percent in May, but were up 14.9 percent for the first five months. Sales have been up in three of the most recent four months following four straight months of decline.

In Huachuca City, retail sales were up 35.5 percent in May—the fourth month of growth following four consecutive months of decline. In the first five months of 2018, sales were up 18.2 percent.

In Sierra Vista, retail sales were up 2.2 percent in May and 2.2 percent for the first five months. Sales have been up in four of the most recent five months (on the heels of declines in 9 of 15 months).

Restaurant and bar sales in Sierra Vista were down 2.4 percent in May, but were up 0.6 percent for the first five months of the year. Sales have been up in 10 of the past 15 months (including seven of the most recent 10 months).

Sierra Vista's hotel/motel receipts were down 1.4 percent in May and 3.6 percent for the first five months. Despite the overall decline, lodging receipts have been up in 14 of the past 20 months.

In Tombstone, retail sales were up 11.5 percent in May and 7.2 percent for the first five months of 2018. Tombstone's retail sales have been up in 12 of the past 14 months (following declines in nine of 15 months).

In Willcox, retail sales were up 3.3 percent in the May comparisons, but were down 1.3 percent for the first five months. Despite the overall decline, sales have been up in five of the most recent seven months.

Restaurant and bar sales in Willcox were down 9.7 percent in May and 8.5 percent for the first five months of the year. May was the sixth consecutive month of decline following increases in seven of nine months.

Hotel/motel receipts in Willcox were down 7.4 percent in May and 5.7 percent for the first five months. Despite the drop, sales have been up in 16 of the most recent 21 months of data (including 13 of the past 16 months).

COCHISE COUNTY SALES

	May 2018	May 2017	Change	Inflation-adjusted Growth*	YTD 2018	YTD 2017	YTD Change	YTD Inflation-adjusted Growth*
Arizona								
Retail	\$5,887,872,199	\$5,557,814,185	5.9%	3.1%	\$28,493,745,633	\$26,600,095,196	7.1%	4.7%
Restaurant/Bar	\$1,245,339,767	\$1,212,867,219	2.7%	-0.1%	\$6,467,725,924	\$6,156,807,047	5.1%	2.7%
Hotel/Motel	\$284,928,499	\$259,788,715	9.7%	6.9%	\$1,756,460,063	\$1,609,367,490	9.1%	6.8%
Cochise County								
Retail	\$74,271,047	\$70,900,212	4.8%	2.0%	\$349,526,306	\$329,449,925	6.1%	3.7%
Restaurant/Bar	\$13,128,626	\$12,797,619	2.6%	-0.2%	\$64,645,968	\$63,223,466	2.2%	-0.1%
Hotel/Motel	\$3,456,254	\$3,388,219	2.0%	-0.8%	\$17,671,912	\$17,908,495	-1.3%	-3.7%
Benson								
Retail**	\$4,913,959	\$4,623,205	6.3%	3.5%	\$24,016,439	\$23,750,454	1.1%	-1.3%
Restaurant/Bar	\$1,315,582	\$1,035,078	27.1%	24.3%	\$6,066,342	\$5,610,299	8.1%	5.7%
Hotel/Motel	\$320,018	\$492,974	-35.1%	-37.9%	\$2,169,060	\$2,420,879	-10.4%	-12.8%
Bisbee								
Retail	\$2,212,637	\$2,218,353	-0.3%	-3.1%	\$10,471,140	\$10,722,686	-2.3%	-4.7%
Restaurant/Bar	\$867,657	\$1,060,472	-18.2%	-21.0%	\$4,928,891	\$5,109,139	-3.5%	-5.9%
Hotel/Motel	\$197,959	\$313,500	-36.9%	-39.7%	\$1,756,437	\$1,925,106	-8.8%	-11.1%
Douglas								
Retail***	\$8,401,926	\$7,956,525	5.6%	2.8%	\$36,787,732	\$34,445,161	6.8%	4.4%
Restaurant/Bar	\$1,226,547	\$1,282,265	-4.3%	-7.1%	\$5,585,694	\$5,332,855	4.7%	2.4%
Hotel/Motel	\$88,831	\$267,016	-66.7%	-69.5%	\$1,102,544	\$940,035	17.3%	14.9%
Huachuca City								
Retail	\$767,513	\$555,063	38.3%	35.5%	\$2,755,571	\$2,285,891	20.5%	18.2%
Sierra Vista								
Retail	\$42,192,996	\$40,199,130	5.0%	2.2%	\$200,577,214	\$191,789,216	4.6%	2.2%
Restaurant/Bar	\$7,566,377	\$7,537,799	0.4%	-2.4%	\$37,221,511	\$36,131,078	3.0%	0.6%
Hotel/Motel	\$1,540,931	\$1,518,978	1.4%	-1.4%	\$7,580,834	\$7,673,833	-1.2%	-3.6%
Tombstone								
Retail	\$1,243,539	\$1,087,980	14.3%	11.5%	\$6,273,084	\$5,723,093	9.6%	7.2%
Willcox								
Retail****	\$3,641,803	\$3,431,903	6.1%	3.3%	\$15,610,358	\$15,448,414	1.0%	-1.3%
Restaurant/Bar	\$687,400	\$738,115	-6.9%	-9.7%	\$3,238,700	\$3,450,335	-6.1%	-8.5%
Hotel/Motel	\$396,436	\$415,598	-4.6%	-7.4%	\$2,098,328	\$2,170,440	-3.3%	-5.7%

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 Benson, City of Bisbee, City of Douglas, City of Sierra Vista, City of Willcox, and Cochise College Center for Economic Research.