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September sales up across industries

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

Cochise County's retail sales were up 2.8 percent in September. For the first nine months of 2017, however, retail sales were down 0.5 percent. Sales have been down in 19 of the most recent 25 months.

At the state level, Arizona's retail sales were up 3.9 percent in September and 2.1 percent for the first nine months of the year.

Countywide restaurant and bar sales were up 2.8 percent in September, but were down 2.8 percent for the first nine months of the year (compared to the first nine months of 2017, after the inflation adjustment). Year-over-year sales have been down in 10 of the most recent 14 months.

Statewide restaurant and bar sales were up 8.6 percent in September and 3.4 percent for the first nine months of 2017.

Hotel/motel receipts in Cochise County were up 15.4 percent in September and 13.8 percent for the first nine months of the year. Countywide hotel/motel receipts have been up in 13 of the most recent 14 months.

At the state level, hotel/motel receipts were up 3.7 percent in September and 6.9 percent for the first nine months of the year.

At the city level, retail sales in Benson were down 0.9 percent in September and were flat for the first nine months of 2017. The city's retail sales have seen considerable instability, with sales down in 13 of the most recent 21 months.

Restaurant and bar sales in Benson were down 31.3 percent in September and 7.6 percent for the first nine months of the year. Year-over-year sales have been down in 14 of the past 21 months.

Benson's hotel/motel receipts were up 21.2 percent in September and 15.4 percent for the first nine months of the year. Sales have been up in each of the past six months following declines in eight of 10 months.

In Bisbee, retail sales were down 19.5 percent in the September comparisons and 3.9 percent for the first nine months of 2017. Sales have been down in 14 of the most recent 21 months.

Restaurant and bar sales in Bisbee were down 5.4 percent in September, but were up 11.4 percent for the first nine months of the year. Sales have been up in 10 of the most recent 14 months of data.

Hotel/motel receipts in Bisbee were down 23.2 percent in September, but were up 6.1 percent in the first nine months of the year. Sales have been up in 14 of the most recent 21 months.

In Douglas, retail sales were up 65.8 percent in the September comparisons, but were down 1.6 percent for the first nine months of 2017. Sales have been down in 24 of the most recent 27 months.

Restaurant and bar sales in Douglas were up 5.3 percent in September, but were down 9.4 percent for the first nine months of the year. Sales have been down in eight of the most recent 12 months of data.

Hotel/motel receipts in Douglas were up 97.8 percent in September and 3.7 percent for the first nine months of the year. Sales have alternated between positive and negative growth since the beginning of 2016.

In Huachuca City, retail sales were up 9.3 percent in the September comparisons and 13.9 percent for the first nine months of 2017. Sales have been up in 13 of the past 15 months.

In Sierra Vista, retail sales were down 0.4 percent in September and 0.6 percent for the first nine months of 2017. Sales have been down in seven of the most recent 12 months.

Restaurant and bar sales in Sierra Vista were up 1.6 percent in September and 0.6 percent for the first eight months of the year. Despite the overall year-to-date increase, Sierra Vista's restaurant and bar industry has seen instability with sales down in eight of the most recent 14 months of data.

Sierra Vista's hotel/motel receipts were up 14.2 percent in September. Lodging receipts were up 9.5 percent for the first nine months of 2017 and have been up in 17 of the past 21 months (including 11 of the past 12 months).

In Tombstone, retail sales were up 150.4 percent in September and 15.7 percent for the first nine months of the year. Tombstone's retail sales have been up in five of the past six months following declines in 9 of 15 months.

In Willcox, retail sales were down 2.1 percent in the September comparisons, but were up 0.2 percent for the first nine months of 2017. Sales have been up in four of the past six months (following five consecutive months of decline).

Restaurant and bar sales in Willcox were up 16.9 percent in September and 3.4 percent for the first nine months of the year. Sales have been up in five of the past seven months (following declines in seven of 10 months).

Hotel/motel receipts in Willcox were up 51.3 percent in September and 29.8 percent for the first nine months of 2017. Sales have been up for nine consecutive months and have been up in 12 of the most recent 14 months.

COCHISE COUNTY SALES

	<i>September 2017</i>	<i>September 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	\$5,319,281,454	\$5,010,813,762	6.2%	3.9%	\$47,722,828,408	\$45,801,798,352	4.2%	2.1%
Restaurant/Bar	\$1,143,078,473	\$1,030,888,735	10.9%	8.6%	\$10,450,427,370	\$9,904,222,871	5.5%	3.4%
Hotel/Motel	\$227,255,350	\$214,568,702	5.9%	3.7%	\$2,450,960,848	\$2,248,649,634	9.0%	6.9%
Cochise County								
Retail	\$67,488,303	\$64,268,419	5.0%	2.8%	\$606,297,504	\$596,276,169	1.7%	-0.5%
Restaurant/Bar	\$11,791,981	\$11,222,932	5.1%	2.8%	\$111,182,121	\$111,938,510	-0.7%	-2.8%
Hotel/Motel	\$2,752,428	\$2,339,679	17.6%	15.4%	\$29,714,478	\$25,619,959	16.0%	13.8%
Benson								
Retail**	\$4,391,707	\$4,335,090	1.3%	-0.9%	\$41,578,589	\$40,715,261	2.1%	0.0%
Restaurant/Bar	\$683,271	\$962,807	-29.0%	-31.3%	\$9,226,853	\$9,762,621	-5.5%	-7.6%
Hotel/Motel	\$242,720	\$196,619	23.4%	21.2%	\$3,742,092	\$3,183,616	17.5%	15.4%
Bisbee								
Retail	\$1,853,715	\$2,241,653	-17.3%	-19.5%	\$18,513,599	\$18,841,059	-1.7%	-3.9%
Restaurant/Bar	\$705,989	\$729,159	-3.2%	-5.4%	\$8,242,683	\$7,257,798	13.6%	11.4%
Hotel/Motel	\$251,049	\$317,515	-20.9%	-23.2%	\$3,048,167	\$2,815,873	8.2%	6.1%
Douglas								
Retail	\$15,740,795	\$9,368,899	68.0%	65.8%	\$91,663,726	\$91,196,038	0.5%	-1.6%
Restaurant/Bar	\$1,304,324	\$1,212,663	7.6%	5.3%	\$10,176,209	\$10,975,230	-7.3%	-9.4%
Hotel/Motel	\$407,026	\$203,488	100.0%	97.8%	\$2,089,804	\$1,973,913	5.9%	3.7%
Huachuca City								
Retail	\$440,242	\$394,551	11.6%	9.3%	\$4,230,333	\$3,645,505	16.0%	13.9%
Sierra Vista								
Retail	\$39,778,682	\$39,071,937	1.8%	-0.4%	\$349,510,363	\$344,334,493	1.5%	-0.6%
Restaurant/Bar	\$6,966,688	\$6,712,207	3.8%	1.6%	\$64,184,288	\$62,469,752	2.7%	0.6%
Hotel/Motel	\$1,190,096	\$1,022,207	16.4%	14.2%	\$12,953,598	\$11,598,695	11.7%	9.5%
Tombstone								
Retail	\$2,201,945	\$871,752	152.6%	150.4%	\$11,209,011	\$9,509,809	17.9%	15.7%
Willcox								
Retail***	\$2,928,595	\$2,923,723	0.2%	-2.1%	\$27,115,941	\$26,505,268	2.3%	0.2%
Restaurant/Bar	\$731,974	\$614,629	19.1%	16.9%	\$6,165,888	\$5,845,181	5.5%	3.4%
Hotel/Motel	\$428,405	\$279,023	53.5%	51.3%	\$3,623,754	\$2,746,477	31.9%	29.8%

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.