



## Center for Economic Research

901 N. Colombo Ave.  
Sierra Vista, AZ 85635  
Robert@CochiseEconomy.com  
www.CochiseEconomy.com

**CER PRESS RELEASE: April 5, 2018**

**By: Robert Carreira, Ph.D.**

***Dr. Robert Carreira is Chief Economist at Cochise College Center for Economic Research. He can be reached at Robert@CochiseEconomy.com. Visit the CER website at www.CochiseEconomy.com.***

### December retail sales up, hospitality down

In December, Cochise County's retail sales were up while lodging and restaurant/bar receipts were down (compared to December 2016, after adjusting for inflation). Cochise County's year-over-year retail sales were up 5.3 percent in December. For all of 2017, countywide retail sales were up 0.3 percent. Sales have been up in six of the past nine months (including the two most recent months) following declines in 16 of 19 months.

At the state level, Arizona's retail sales were up 0.7 percent in December and 1.9 percent for the year.

Countywide restaurant and bar sales were down 1.9 percent in December and 1.4 percent for the year. Despite the overall decline, year-over-year sales have been up in four of the most recent five months (following declines in 10 of 12 months).

Statewide restaurant and bar sales were up 8.5 percent in December and 3.9 percent for all of 2017.

Hotel/motel receipts in Cochise County were down 8 percent in December but were up 10.7 percent for the year. Countywide hotel/motel receipts have been up in 15 of the most recent 17 months.

At the state level, hotel/motel receipts were up 12.3 percent in December and 7.2 percent for the year.

At the city level, retail sales in Benson were down 2.1 percent in December and 0.7 for all of 2017. The city's retail sales have seen considerable instability, with sales down in 16 of the most recent 24 months.

Restaurant and bar sales in Benson were down 71.4 percent in December and 13.9 percent for the year. Year-over-year sales have been down in 16 of the past 24 months.

Benson's hotel/motel receipts were down 18.5 percent in December but were up 8.9 percent for the year. Sales have been up in seven of the past nine months (following declines in eight of 10 months).

In Bisbee, retail sales were down 7.5 percent in the December comparisons and 2.9 percent for all of 2017. Sales have been down in 16 of the most recent 24 months.

In Douglas, retail sales were down 13.4 percent in the December comparisons and 7.4 percent for all of 2017. Sales have been down in 27 of the most recent 30 months.

Restaurant and bar sales in Douglas were up 5.4 percent in December but were down 5.7 percent for the year. Sales have been down in nine of the most recent 15 months of data.

Hotel/motel receipts in Douglas were down 4.3 percent in December and 2.8 percent for the year. Sales have been down in each of the past three months after alternating between positive and negative growth since the beginning of 2016.

In Huachuca City, retail sales were down 4.6 percent in the December comparisons, but were up 8 percent for all of 2017. Sales have been up in 14 of the past 18 months.

In Sierra Vista, retail sales were down 1.2 percent in December and 0.4 percent for all of 2017. Sales have been down in nine of the most recent 15 months.

Restaurant and bar sales in Sierra Vista were down 1.5 percent in December but were up 0.9 percent for the year. Sierra Vista's restaurant and bar sales have been up in seven of the past 10 months (including four of the most recent five months) following declines in six of seven months.

Sierra Vista's hotel/motel receipts were down 11.8 percent in December. Lodging receipts were up 6.7 percent for all of 2017 and have been up in 12 of the past 15 months.

In Tombstone, retail sales were up 14.1 percent in December and 13.6 percent for the year. Tombstone's retail sales have been up in eight of the past nine months (following declines in nine of 15 months).

In Willcox, retail sales were up 9.7 percent in the December comparisons and 2 percent for all of 2017. Sales have been up in each of the past two months (following declines in eight of 12 months).

Restaurant and bar sales in Willcox were down 12.1 percent in December but were up 3.5 percent for the year. Sales have been up in seven of the past 10 months (following declines in seven of 10 months).

Hotel/motel receipts in Willcox were up 22.2 percent in December and 24.8 percent for all of 2017. Sales have been up for 12 consecutive months and have been up in 15 of the most recent 17 months of data.

## COCHISE COUNTY SALES

	<i>December 2017</i>	<i>December 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	\$6,982,772,469	\$6,789,071,552	2.9%	0.7%	\$65,526,160,925	\$62,972,869,859	4.1%	1.9%
Restaurant/Bar	\$1,288,738,875	\$1,164,884,534	10.6%	8.5%	\$14,036,637,542	\$13,233,835,062	6.1%	3.9%
Hotel/Motel	\$214,855,222	\$187,830,410	14.4%	12.3%	\$3,195,887,706	\$2,924,360,543	9.3%	7.2%
<b>Cochise County</b>								
Retail	\$86,213,020	\$80,236,485	7.4%	5.3%	\$826,645,634	\$807,386,078	2.4%	0.3%
Restaurant/Bar	\$13,224,674	\$13,198,770	0.2%	-1.9%	\$148,098,312	\$147,076,559	0.7%	-1.4%
Hotel/Motel	\$2,674,494	\$2,841,061	-5.9%	-8.0%	\$38,658,554	\$34,265,272	12.8%	10.7%
<b>Benson</b>								
Retail**	\$5,510,014	\$5,509,184	0.0%	-2.1%	\$56,277,612	\$55,483,248	1.4%	-0.7%
Restaurant/Bar	\$346,399	\$1,128,314	-69.3%	-71.4%	\$11,514,740	\$13,043,932	-11.7%	-13.9%
Hotel/Motel	\$335,733	\$401,527	-16.4%	-18.5%	\$4,743,768	\$4,270,951	11.1%	8.9%
<b>Bisbee</b>								
Retail	\$2,124,963	\$2,246,378	-5.4%	-7.5%	\$24,842,293	\$25,024,939	-0.7%	-2.9%
<b>Douglas</b>								
Retail	\$12,865,850	\$14,500,822	-11.3%	-13.4%	\$118,979,934	\$125,592,974	-5.3%	-7.4%
Restaurant/Bar	\$1,358,352	\$1,263,022	7.5%	5.4%	\$13,553,878	\$14,059,919	-3.6%	-5.7%
Hotel/Motel	\$231,272	\$236,538	-2.2%	-4.3%	\$2,759,190	\$2,778,541	-0.7%	-2.8%
<b>Huachuca City</b>								
Retail	\$482,222	\$494,761	-2.5%	-4.6%	\$5,542,001	\$5,032,420	10.1%	8.0%
<b>Sierra Vista</b>								
Retail	\$50,260,734	\$49,785,414	1.0%	-1.2%	\$479,374,439	\$471,397,469	1.7%	-0.4%
Restaurant/Bar	\$7,618,211	\$7,572,031	0.6%	-1.5%	\$85,547,578	\$83,002,346	3.1%	0.9%
Hotel/Motel	\$942,032	\$1,043,455	-9.7%	-11.8%	\$16,503,721	\$15,158,422	8.9%	6.7%
<b>Tombstone</b>								
Retail	\$1,058,368	\$910,744	16.2%	14.1%	\$14,469,358	\$12,497,695	15.8%	13.6%
<b>Willcox</b>								
Retail***	\$3,293,949	\$2,947,097	11.8%	9.7%	\$36,521,906	\$35,073,923	4.1%	2.0%
Restaurant/Bar	\$702,891	\$780,761	-10.0%	-12.1%	\$8,223,159	\$7,783,707	5.6%	3.5%
Hotel/Motel	\$357,705	\$287,779	24.3%	22.2%	\$4,782,628	\$3,767,379	26.9%	24.8%

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