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Retail, restaurant and bar still down, hotels up

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In March, Cochise County's inflation-adjusted retail and restaurant and bar sales were down while hotel/motel receipts were up (compared to March last year).

Countywide retail sales were down 1.5 percent in March—the seventh consecutive month of decline. Sales have been down in 17 of the most recent 19 months of data. For the first quarter 2017, Cochise County's retail sales were down 4.9 percent compared to the first quarter last year.

At the state level, Arizona's retail sales were down less than one-tenth of a percent in March and were down 0.6 percent for the first quarter.

Cochise County restaurant and bar sales were down 0.1 percent in March and 3.7 percent for the first three months of the year. Sales have been down in seven of the most recent eight months.

Statewide restaurant and bar sales were up 5.2 percent in March and 1.4 percent for the first quarter.

Hotel/motel receipts in Cochise County were up 8.7 percent in March and 6.3 percent for the first three months of the year. Countywide hotel/motel receipts have been up in seven of the most recent eight months.

At the state level, hotel/motel receipts were up 3.8 percent in March and 3.2 percent for the first quarter.

At the city level, retail sales in Benson were down 9.1 percent in March and 9.1 percent for the first three months of 2017. Sales were down in 11 of the most recent 15 months.

Restaurant and bar sales in Benson were down 12.9 percent in March and 5 percent for the first quarter. Year-over-year sales have been down in nine of the past 15 months.

Benson's hotel/motel receipts were down 29 percent in March and 16.2 percent for the first three months of the year. Sales have been down in eight of the most recent 10 months of data.

In Bisbee, retail sales were down 10.8 percent in the March comparisons and 5.5 percent for the first quarter. Sales have been down in 10 of the most recent 15 months.

Restaurant and bar sales in Bisbee were up 38.4 percent in March and 19.3 percent for the first three months. Sales have been up in six of the most recent eight months of data.

Hotel/motel receipts in Bisbee were down 26.8 percent in March—the third month of decline following increases in 10 of 12 months. For the first quarter, Bisbee's lodging receipts were down 26.2 percent compared to the first quarter last year.

In Douglas, retail sales were down 38.3 percent in March and 38.6 percent for the first three months. Monthly sales have been down for 17 consecutive months and have been down in 19 of the most recent 20 months.

Restaurant and bar sales in Douglas were up 11.4 percent in March but were down 13.8 percent for the first quarter. This industry has seen considerable instability with sales down in nine of the most recent 15 months of data.

Hotel/motel receipts in Douglas were up 19.1 percent in March and 7.4 percent for the first three months of the year. Despite the overall increase, performance has been uneven with receipts down in eight of the most recent 15 months.

In Huachuca City, retail sales were up 19.9 percent in the March comparisons and 1.7 percent for the first quarter 2017. Sales have been up in seven of the past nine months.

In Sierra Vista, retail sales were up 2.7 percent in March but were down 2.2 percent for the first quarter. Sales have been down in nine of the most recent 15 months (including three of the past four months).

Restaurant and bar sales in Sierra Vista were down 7.8 percent in March and 5.1 percent in the first three months of the year. Sierra Vista's restaurant and bar sales have been down in seven of the most recent eight months of data.

Sierra Vista's hotel/motel receipts were up 25.7 percent in March and 13.6 percent for the quarter. Sales have been up in 12 of the most recent 15 months of data.

In Tombstone, retail sales were down 21.9 percent in March and 12.7 percent for the first three months. Tombstone's retail sales have been down in nine of the most recent 15 months.

In Willcox, retail sales were down 0.3 percent in the March comparisons and 8.7 percent for the first quarter. Sales have been down in 12 of the most recent 15 months.

Restaurant and bar sales in Willcox were up 10 percent in March and 0.7 percent for first three months of the year. Sales have been up in eight of the most recent 15 months.

Hotel/motel receipts in Willcox were up 44.4 percent in March and 20.1 percent for the quarter. Sales have been up in eight of the most recent 15 months.

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COCHISE COUNTY SALES

	March 2017	March 2016	Change	Inflation-adjusted Growth*	YTD 2017	YTD 2016	YTD Change	YTD Inflation-adjusted Growth*
Arizona								
Retail	\$5,710,644,228	\$5,579,126,573	2.4%	0.0%	\$15,666,238,729	\$15,371,374,987	1.9%	-0.6%
Restaurant/Bar	\$1,339,855,945	\$1,246,010,587	7.5%	5.2%	\$3,659,080,448	\$3,519,490,671	4.0%	1.4%
Hotel/Motel	\$414,901,931	\$390,696,419	6.2%	3.8%	\$1,006,224,730	\$951,850,791	5.7%	3.2%
Cochise County								
Retail	\$70,833,641	\$70,220,435	0.9%	-1.5%	\$190,662,540	\$195,181,992	-2.3%	-4.9%
Restaurant/Bar	\$13,629,802	\$13,328,221	2.3%	-0.1%	\$37,277,277	\$37,729,218	-1.2%	-3.7%
Hotel/Motel	\$3,959,007	\$3,564,402	11.1%	8.7%	\$10,301,881	\$9,465,156	8.8%	6.3%
Benson								
Retail**	\$4,911,522	\$5,268,129	-6.8%	-9.1%	\$13,678,627	\$14,634,739	-6.5%	-9.1%
Restaurant/Bar	\$1,194,458	\$1,334,373	-10.5%	-12.9%	\$3,528,555	\$3,619,201	-2.5%	-5.0%
Hotel/Motel	\$394,207	\$537,030	-26.6%	-29.0%	\$1,363,925	\$1,580,024	-13.7%	-16.2%
Bisbee								
Retail	\$2,103,076	\$2,296,269	-8.4%	-10.8%	\$6,076,157	\$6,262,377	-3.0%	-5.5%
Restaurant/Bar	\$1,276,813	\$906,814	40.8%	38.4%	\$3,127,198	\$2,566,410	21.9%	19.3%
Hotel/Motel	\$326,063	\$431,414	-24.4%	-26.8%	\$844,817	\$1,107,135	-23.7%	-26.2%
Douglas								
Retail***	\$7,273,298	\$11,347,189	-35.9%	-38.3%	\$19,157,524	\$29,965,604	-36.1%	-38.6%
Restaurant/Bar	\$1,446,726	\$1,271,413	13.8%	11.4%	\$3,302,533	\$3,721,048	-11.2%	-13.8%
Hotel/Motel	\$246,158	\$202,679	21.5%	19.1%	\$667,991	\$607,788	9.9%	7.4%
Huachuca City								
Retail	\$488,525	\$399,664	22.2%	19.9%	\$1,304,719	\$1,251,103	4.3%	1.7%
Sierra Vista								
Retail	\$42,894,822	\$40,821,327	5.1%	2.7%	\$113,059,681	\$112,720,098	0.3%	-2.2%
Restaurant/Bar	\$6,799,268	\$7,188,449	-5.4%	-7.8%	\$20,227,240	\$20,759,235	-2.6%	-5.1%
Hotel/Motel	\$1,589,021	\$1,240,789	28.1%	25.7%	\$4,439,805	\$3,823,079	16.1%	13.6%
Tombstone								
Retail	\$1,253,041	\$1,557,848	-19.6%	-21.9%	\$3,343,293	\$3,720,183	-10.1%	-12.7%
Willcox								
Retail****	\$2,883,278	\$2,824,821	2.1%	-0.3%	\$8,361,633	\$8,910,205	-6.2%	-8.7%
Restaurant/Bar	\$781,776	\$695,357	12.4%	10.0%	\$2,022,715	\$1,960,003	3.2%	0.7%
Hotel/Motel	\$531,083	\$361,918	46.7%	44.4%	\$1,305,035	\$1,064,513	22.6%	20.1%

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.