

The Remote Seller and Online Marketplace Sector began October 2019

Gross Sales

Apache County	2019	Remote Seller 2020	2021	2022	% Ch
January		\$1,414,282	\$2,995,309	\$2,987,642	-0.3%
February		1,559,858	3,230,910	3,049,827	-5.6%
March		1,671,921	4,338,200	4,881,117	12.5%
April		2,446,983	3,467,596	4,725,413	36.3%
May		2,767,709	3,163,256		
June		2,861,074	3,508,380		
July		3,386,600	3,304,451		
August		2,874,268	3,258,619		
September		2,563,552	3,202,075		
October	1,210,111	2,816,303	3,387,152		
November	1,986,899	3,644,820	3,758,929		
December	2,149,892	3,596,733	3,873,112		
Total	\$5,346,902	\$31,604,103	\$41,487,989		

Gross Sales

Cochise County	2019	Remote Seller 2020	2021	2022	% Ch
January		\$8,357,653	\$12,051,862	\$13,281,625	10.2%
February		6,992,957	10,859,885	12,830,768	18.1%
March		7,771,783	14,680,730	14,975,852	2.0%
April		9,556,015	13,533,841	13,948,397	3.1%
May		10,229,664	12,468,401		
June		9,893,635	12,696,606		
July		10,422,642	11,656,418		
August		9,982,580	12,834,497		
September		9,618,110	12,347,927		
October	4,919,174	10,608,778	12,613,475		
November	8,148,658	12,155,276	15,077,732		
December	9,722,201	14,181,735	16,618,973		
Total	\$22,790,033	\$119,770,828	\$157,440,347		

Gross Sales

Coconino County	2019	Remote Seller 2020	2021	2022	% Ch
January		\$7,672,180	\$12,689,376	\$14,623,008	15.2%
February		7,109,150	11,439,189	13,769,760	20.4%
March		7,635,571	15,441,077	16,094,264	4.2%
April		9,179,121	14,013,336	15,664,564	11.8%
May		11,211,594	14,048,020		
June		11,408,969	15,810,505		
July		12,235,437	13,742,335		
August		12,696,262	15,767,890		
September		12,395,690	14,781,730		
October	6,566,052	11,840,760	15,448,851		
November	7,924,911	12,693,724	16,870,223		
December	9,726,526	15,096,955	17,819,606		
Total	\$24,217,489	\$131,175,413	\$177,872,138		

Note: Data is entered in the month sales occurred and not the following reporting month.

Source: Arizona Department of Revenue, Taxable Sales by County.

Compiled by: Arizona Hospitality Research and Resource Center (AHRRC), Northern Arizona University.

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Gross Sales

Gila		Remote Seller			
County	2019	2020	2021	2022	% Ch
January		\$2,307,974	\$4,167,860	\$4,722,005	13.3%
February		2,341,201	3,948,963	4,718,384	19.5%
March		2,694,856	5,743,591	5,593,785	-2.6%
April		3,343,122	5,193,271	5,349,495	3.0%
May		3,786,998	4,892,191		
June		3,810,820	4,900,217		
July		4,063,361	4,706,080		
August		3,917,829	4,814,546		
September		4,070,684	4,711,150		
October	1,749,696	3,989,602	5,223,286		
November	2,757,522	4,481,998	5,975,016		
December	3,325,701	5,470,958	6,645,123		
Total	\$7,832,919	\$44,279,403	\$60,921,294		

Gross Sales

Graham		Remote Seller			
County	2019	2020	2021	2022	% Ch
January		\$1,364,425	\$2,637,583	\$2,987,239	13.3%
February		1,514,965	2,465,755	3,090,448	25.3%
March		1,828,336	3,677,949	3,827,182	4.1%
April		2,156,164	3,239,440	3,328,632	2.8%
May		2,332,918	3,042,074		
June		2,444,423	2,901,157		
July		2,364,326	2,564,144		
August		2,448,421	2,929,456		
September		2,286,056	2,804,764		
October	1,064,660	2,375,384	2,871,355		
November	1,668,987	2,890,076	4,077,633		
December	2,139,604	3,372,399	4,207,763		
Total	\$4,873,251	\$27,377,893	\$37,419,073		

Gross Sales

Greenlee		Remote Seller			
County	2019	2020	2021	2022	% Ch
January		\$475,335	\$836,448	\$844,577	1.0%
February		559,590	789,117	970,759	23.0%
March		620,700	1,318,646	1,140,785	-13.5%
April		682,584	1,064,210	1,007,060	-5.4%
May		779,544	906,001		
June		1,079,391	860,117		
July		963,354	732,379		
August		810,916	881,619		
September		743,626	812,274		
October	343,442	737,872	743,492		
November	601,056	962,859	1,119,087		
December	677,764	1,047,343	1,129,380		
Total	\$1,622,262	\$9,463,114	\$11,192,770		

Note: Data is entered in the month sales occurred and not the following reporting month.

Source: Arizona Department of Revenue, Taxable Sales by County.

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Gross Sales

La Paz		Remote Seller			
County	2019	2020	2021	2022	% Ch
January		\$1,453,055	\$2,172,536	\$2,448,895	12.7%
February		1,397,987	1,996,016	2,476,876	24.1%
March		1,378,457	2,578,618	2,375,387	-7.9%
April		1,510,838	2,111,912	1,972,652	-6.6%
May		1,506,882	1,576,941		
June		1,260,259	1,621,113		
July		1,389,521	1,416,476		
August		1,202,933	1,481,011		
September		1,324,554	1,369,014		
October	752,952	1,570,099	1,882,549		
November	1,328,150	1,986,092	2,433,381		
December	1,573,316	2,351,829	2,879,204		
Total	\$3,654,418	\$18,332,506	\$23,518,771		

Gross Sales

Maricopa		Remote Seller			
County	2019	2020	2021	2022	% Ch
January		\$243,326,459	\$450,133,842	\$585,936,398	30.2%
February		237,398,179	433,646,026	544,893,825	25.7%
March		279,687,062	574,427,929	633,560,731	10.3%
April		332,279,959	509,885,638	582,698,350	14.3%
May		356,127,435	517,176,077		
June		357,041,179	486,634,841		
July		385,316,906	457,818,310		
August		386,940,655	509,857,134		
September		376,532,372	513,618,830		
October	181,006,178	420,127,357	538,055,444		
November	267,603,543	478,465,141	676,016,344		
December	342,221,961	577,682,952	756,168,411		
Total	\$790,831,682	\$4,430,925,656	\$6,423,438,826		

Gross Sales

Mohave		Remote Seller			
County	2019	2020	2021	2022	% Ch
January		\$11,252,690	\$19,775,433	\$23,424,235	18.5%
February		11,246,571	18,842,533	23,443,599	24.4%
March		12,410,444	25,903,730	29,145,435	12.5%
April		17,191,262	23,627,508	25,679,412	8.7%
May		16,414,624	21,895,258		
June		15,824,526	21,434,875		
July		16,489,026	19,290,085		
August		15,565,725	20,069,380		
September		15,513,171	20,040,049		
October	7,321,090	16,778,293	21,785,248		
November	11,959,886	19,621,936	25,906,689		
December	14,561,431	23,920,275	29,528,610		
Total	\$33,842,407	\$192,228,543	\$268,099,398		

Note: Data is entered in the month sales occurred and not the following reporting month.

Source: Arizona Department of Revenue, Taxable Sales by County.

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Gross Sales

Navajo		Remote Seller			
County	2019	2020	2021	2022	% Ch
January		\$3,510,996	\$6,667,743	\$8,233,569	23.5%
February		3,445,631	6,358,835	7,708,042	21.2%
March		4,163,553	9,123,403	9,291,505	1.8%
April		5,373,908	8,729,648	9,044,667	3.6%
May		6,366,481	8,405,602		
June		6,647,993	9,597,754		
July		7,154,229	8,488,651		
August		6,811,413	8,855,021		
September		6,117,800	8,454,793		
October	2,726,394	6,502,001	8,605,522		
November	4,173,778	7,133,646	9,888,124		
December	4,946,279	8,628,949	10,856,861		
Total	\$11,846,451	\$71,856,600	\$104,031,957		

Gross Sales

Pima		Remote Seller			
County	2019	2020	2021	2022	% Ch
January		\$53,004,528	\$94,743,681	\$114,574,782	20.9%
February		52,920,545	85,985,539	103,644,747	20.5%
March		59,417,229	119,328,548	124,394,549	4.2%
April		73,756,799	104,730,174	110,855,871	5.8%
May		79,878,832	100,868,015		
June		76,495,171	100,368,929		
July		82,147,359	90,033,358		
August		80,703,981	101,211,832		
September		77,769,805	99,626,737		
October	41,328,576	85,019,071	101,533,571		
November	57,896,590	94,410,987	126,401,878		
December	71,845,173	116,238,765	142,441,603		
Total	\$171,070,339	\$931,763,072	\$1,267,273,865		

Gross Sales

Pinal		Remote Seller			
County	2019	2020	2021	2022	% Ch
January		\$18,756,929	\$36,549,839	\$46,457,954	27.1%
February		18,897,746	33,107,294	45,867,874	38.5%
March		21,456,321	46,902,154	53,459,573	14.0%
April		27,731,616	42,683,687	47,520,025	11.3%
May		29,061,062	38,955,675		
June		29,131,173	38,635,886		
July		29,478,809	35,368,806		
August		28,276,830	37,428,458		
September		27,421,696	37,094,732		
October	12,643,060	30,313,252	40,313,621		
November	20,370,929	35,799,085	51,390,285		
December	26,660,004	44,962,850	59,351,131		
Total	\$59,673,993	\$341,287,369	\$497,781,568		

Note: Data is entered in the month sales occurred and not the following reporting month.

Source: Arizona Department of Revenue, Taxable Sales by County.

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Gross Sales

Santa Cruz	Remote Seller				
County	2019	2020	2021	2022	% Ch
January		\$4,283,215	\$5,730,508	\$6,662,149	16.3%
February		4,383,778	4,791,698	6,181,550	29.0%
March		4,142,764	6,910,555	7,645,707	10.6%
April		3,774,762	5,829,704	6,909,076	18.5%
May		4,286,596	5,754,542		
June		4,477,782	5,581,726		
July		4,583,069	5,437,265		
August		4,686,882	5,965,954		
September		4,569,241	5,751,322		
October	2,195,899	4,990,352	6,182,437		
November	6,049,955	6,398,595	7,345,433		
December	5,482,920	6,572,268	8,119,758		
Total	\$13,728,774	\$57,149,304	\$73,400,902		

Gross Sales

Yavapai	Remote Seller				
County	2019	2020	2021	2022	% Ch
January		\$14,566,191	\$24,865,953	\$30,700,397	23.5%
February		14,315,059	23,044,924	29,640,955	28.6%
March		16,285,791	31,415,453	34,495,915	9.8%
April		19,360,829	28,909,791	32,070,051	10.9%
May		21,422,752	29,317,750		
June		20,962,930	29,543,837		
July		22,333,163	26,632,480		
August		23,266,850	29,109,561		
September		21,785,106	28,147,060		
October	10,911,688	23,166,811	29,683,516		
November	16,838,828	25,822,702	35,384,281		
December	20,011,043	31,283,987	38,542,544		
Total	\$47,761,559	\$254,572,171	\$354,597,150		

Gross Sales

Yuma	Remote Seller				
County	2019	2020	2021	2022	% Ch
January		\$8,492,596	\$15,548,092	\$18,401,704	18.4%
February		8,641,577	14,061,505	17,242,716	22.6%
March		9,119,950	19,360,380	18,978,691	-2.0%
April		11,098,467	16,478,537	17,489,684	6.1%
May		12,321,354	14,931,417		
June		12,214,267	15,162,050		
July		12,557,477	13,150,561		
August		11,798,998	14,101,331		
September		11,158,843	13,968,103		
October	5,056,517	13,201,913	15,067,276		
November	9,524,271	14,411,667	18,661,496		
December	11,025,159	19,572,924	21,239,588		
Total	\$25,605,947	\$144,590,033	\$191,730,336		

Note: Data is entered in the month sales occurred and not the following reporting month.

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Gross Sales

Arizona		Remote Seller			
Total	2019	2020	2021	2022	% Ch
January		\$380,238,509	\$691,566,065	\$876,286,181	26.7%
February		372,724,793	654,568,190	819,530,131	25.2%
March		430,284,736	881,150,962	959,860,479	8.9%
April		519,442,428	783,498,292	878,263,348	12.1%
May		558,494,446	777,401,221		
June		555,553,591	749,257,993		
July		594,885,280	694,341,799		
August		591,984,544	768,566,309		
September		573,870,305	766,730,561		
October	279,795,490	634,037,848	803,396,795		
November	418,833,964	720,878,603	1,000,306,532		
December	526,068,975	873,980,923	1,119,421,666		
Total	\$1,224,698,429	\$6,806,376,006	\$9,690,206,385		

Note: Data is entered in the month sales occurred and not the following reporting month.

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