

## The Remote Seller and Online Marketplace Sector began October 2019

### Gross Sales

Apache County	2019	Remote Seller 2020	2021	2022	2023	% Ch
January		\$1,414,282	\$2,995,309	\$2,987,642	\$3,134,190	4.9%
February		1,559,858	3,230,910	3,049,827	3,668,199	20.3%
March		1,671,921	4,338,200	4,881,117	4,108,989	-15.8%
April		2,446,983	3,467,596	4,725,413	3,823,630	-19.1%
May		2,767,709	3,163,256	3,191,887	4,250,586	33.2%
June		2,861,074	3,508,380	4,130,054	4,505,288	9.1%
July		3,386,600	3,304,451	3,485,683	4,299,911	23.4%
August		2,874,268	3,258,619	4,556,313		
September		2,563,552	3,202,075	3,902,998		
October	1,210,111	2,816,303	3,387,152	3,959,021		
November	1,986,899	3,644,820	3,758,929	4,600,317		
December	2,149,892	3,596,733	3,873,112	3,982,197		
<b>Total</b>	<b>\$5,346,902</b>	<b>\$31,604,103</b>	<b>\$41,487,989</b>	<b>\$47,452,469</b>		

### Gross Sales

Cochise County	2019	Remote Seller 2020	2021	2022	2023	% Ch
January		\$8,357,653	\$12,051,862	\$13,281,625	\$14,395,798	8.4%
February		6,992,957	10,859,885	12,830,768	14,119,217	10.0%
March		7,771,783	14,680,730	14,975,852	16,355,569	9.2%
April		9,556,015	13,533,841	13,948,397	14,684,425	5.3%
May		10,229,664	12,468,401	13,527,993	15,911,956	17.6%
June		9,893,635	12,696,606	13,365,660	15,548,518	16.3%
July		10,422,642	11,656,418	14,426,083	16,759,907	16.2%
August		9,982,580	12,834,497	14,016,193		
September		9,618,110	12,347,927	13,159,293		
October	4,919,174	10,608,778	12,613,475	14,872,283		
November	8,148,658	12,155,276	15,077,732	16,918,328		
December	9,722,201	14,181,735	16,618,973	19,306,576		
<b>Total</b>	<b>\$22,790,033</b>	<b>\$119,770,828</b>	<b>\$157,440,347</b>	<b>\$174,629,051</b>		

### Gross Sales

Coconino County	2019	Remote Seller 2020	2021	2022	2023	% Ch
January		\$7,672,180	\$12,689,376	\$14,623,008	\$15,576,202	6.5%
February		7,109,150	11,439,189	13,769,760	14,649,572	6.4%
March		7,635,571	15,441,077	16,094,264	16,450,714	2.2%
April		9,179,121	14,013,336	15,664,564	16,262,569	3.8%
May		11,211,594	14,048,020	17,419,783	19,000,996	9.1%
June		11,408,969	15,810,505	15,987,088	18,086,926	13.1%
July		12,235,437	13,742,335	16,273,602	18,840,697	15.8%
August		12,696,262	15,767,890	17,352,644		
September		12,395,690	14,781,730	17,002,406		
October	6,566,052	11,840,760	15,448,851	20,725,882		
November	7,924,911	12,693,724	16,870,223	18,884,061		
December	9,726,526	15,096,955	17,819,606	19,263,474		
<b>Total</b>	<b>\$24,217,489</b>	<b>\$131,175,413</b>	<b>\$177,872,138</b>	<b>\$203,060,536</b>		

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**

<b>Gila</b>		<b>Remote Seller</b>				
<b>County</b>	<b>2019</b>	<b>2020</b>	<b>2021</b>	<b>2022</b>	<b>2023</b>	<b>% Ch</b>
January		\$2,307,974	\$4,167,860	\$4,722,005	\$5,145,423	9.0%
February		2,341,201	3,948,963	4,718,384	5,070,440	7.5%
March		2,694,856	5,743,591	5,593,785	5,856,798	4.7%
April		3,343,122	5,193,271	5,349,495	5,796,077	8.3%
May		3,786,998	4,892,191	5,368,407	6,744,020	25.6%
June		3,810,820	4,900,217	6,747,812	6,263,672	-7.2%
July		4,063,361	4,706,080	5,312,059	6,154,681	15.9%
August		3,917,829	4,814,546	5,615,608		
September		4,070,684	4,711,150	5,244,816		
October	1,749,696	3,989,602	5,223,286	5,583,656		
November	2,757,522	4,481,998	5,975,016	6,706,384		
December	3,325,701	5,470,958	6,645,123	7,121,033		
<b>Total</b>	<b>\$7,832,919</b>	<b>\$44,279,403</b>	<b>\$60,921,294</b>	<b>\$68,083,444</b>		

**Gross Sales**

<b>Graham</b>		<b>Remote Seller</b>				
<b>County</b>	<b>2019</b>	<b>2020</b>	<b>2021</b>	<b>2022</b>	<b>2023</b>	<b>% Ch</b>
January		\$1,364,425	\$2,637,583	\$2,987,239	\$3,397,973	13.7%
February		1,514,965	2,465,755	3,090,448	3,387,431	9.6%
March		1,828,336	3,677,949	3,827,182	4,065,123	6.2%
April		2,156,164	3,239,440	3,328,632	3,567,217	7.2%
May		2,332,918	3,042,074	3,301,641	4,282,113	29.7%
June		2,444,423	2,901,157	3,120,688	3,810,448	22.1%
July		2,364,326	2,564,144	3,170,414	4,073,879	28.5%
August		2,448,421	2,929,456	3,388,932		
September		2,286,056	2,804,764	3,280,353		
October	1,064,660	2,375,384	2,871,355	3,567,070		
November	1,668,987	2,890,076	4,077,633	4,381,906		
December	2,139,604	3,372,399	4,207,763	5,045,271		
<b>Total</b>	<b>\$4,873,251</b>	<b>\$27,377,893</b>	<b>\$37,419,073</b>	<b>\$42,489,776</b>		

**Gross Sales**

<b>Greenlee</b>		<b>Remote Seller</b>				
<b>County</b>	<b>2019</b>	<b>2020</b>	<b>2021</b>	<b>2022</b>	<b>2023</b>	<b>% Ch</b>
January		\$475,335	\$836,448	\$844,577	\$943,027	11.7%
February		559,590	789,117	970,759	982,443	1.2%
March		620,700	1,318,646	1,140,785	1,230,825	7.9%
April		682,584	1,064,210	1,007,060	1,009,733	0.3%
May		779,544	906,001	933,043	1,206,072	29.3%
June		1,079,391	860,117	1,027,532	912,301	-11.2%
July		963,354	732,379	916,458	1,186,732	29.5%
August		810,916	881,619	913,176		
September		743,626	812,274	814,689		
October	343,442	737,872	743,492	893,420		
November	601,056	962,859	1,119,087	1,142,516		
December	677,764	1,047,343	1,129,380	1,291,925		
<b>Total</b>	<b>\$1,622,262</b>	<b>\$9,463,114</b>	<b>\$11,192,770</b>	<b>\$11,895,940</b>		

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**

<b>La Paz</b>		<b>Remote Seller</b>				
<b>County</b>	<b>2019</b>	<b>2020</b>	<b>2021</b>	<b>2022</b>	<b>2023</b>	<b>% Ch</b>
January		\$1,453,055	\$2,172,536	\$2,448,895	\$3,242,729	32.4%
February		1,397,987	1,996,016	2,476,876	2,923,639	18.0%
March		1,378,457	2,578,618	2,375,387	3,027,906	27.5%
April		1,510,838	2,111,912	1,972,652	2,373,670	20.3%
May		1,506,882	1,576,941	1,835,277	2,222,705	21.1%
June		1,260,259	1,621,113	1,672,688	2,537,582	51.7%
July		1,389,521	1,416,476	1,634,037	1,954,696	19.6%
August		1,202,933	1,481,011	1,797,054		
September		1,324,554	1,369,014	1,814,165		
October	752,952	1,570,099	1,882,549	2,726,971		
November	1,328,150	1,986,092	2,433,381	3,384,630		
December	1,573,316	2,351,829	2,879,204	3,406,059		
<b>Total</b>	<b>\$3,654,418</b>	<b>\$18,332,506</b>	<b>\$23,518,771</b>	<b>\$27,544,691</b>		

**Gross Sales**

<b>Maricopa</b>		<b>Remote Seller</b>				
<b>County</b>	<b>2019</b>	<b>2020</b>	<b>2021</b>	<b>2022</b>	<b>2023</b>	<b>% Ch</b>
January		\$243,326,459	\$450,133,842	\$585,936,398	\$674,130,220	15.1%
February		237,398,179	433,646,026	544,893,825	648,503,861	19.0%
March		279,687,062	574,427,929	633,560,731	729,101,756	15.1%
April		332,279,959	509,885,638	582,698,350	657,658,741	12.9%
May		356,127,435	517,176,077	607,240,271	690,443,164	13.7%
June		357,041,179	486,634,841	599,905,130	628,823,981	4.8%
July		385,316,906	457,818,310	601,192,468	680,914,793	13.3%
August		386,940,655	509,857,134	599,495,929		
September		376,532,372	513,618,830	617,395,757		
October	181,006,178	420,127,357	538,055,444	794,181,646		
November	267,603,543	478,465,141	676,016,344	761,189,517		
December	342,221,961	577,682,952	756,168,411	860,224,621		
<b>Total</b>	<b>\$790,831,682</b>	<b>\$4,430,925,656</b>	<b>\$6,423,438,826</b>	<b>\$7,787,914,643</b>		

**Gross Sales**

<b>Mohave</b>		<b>Remote Seller</b>				
<b>County</b>	<b>2019</b>	<b>2020</b>	<b>2021</b>	<b>2022</b>	<b>2023</b>	<b>% Ch</b>
January		\$11,252,690	\$19,775,433	\$23,424,235	\$26,694,869	14.0%
February		11,246,571	18,842,533	23,443,599	27,018,019	15.2%
March		12,410,444	25,903,730	29,145,435	29,865,826	2.5%
April		17,191,262	23,627,508	25,679,412	27,625,993	7.6%
May		16,414,624	21,895,258	25,453,519	28,850,077	13.3%
June		15,824,526	21,434,875	24,726,624	27,092,762	9.6%
July		16,489,026	19,290,085	23,313,883	29,291,171	25.6%
August		15,565,725	20,069,380	23,264,040		
September		15,513,171	20,040,049	22,727,133		
October	7,321,090	16,778,293	21,785,248	28,825,914		
November	11,959,886	19,621,936	25,906,689	31,009,476		
December	14,561,431	23,920,275	29,528,610	33,734,390		
<b>Total</b>	<b>\$33,842,407</b>	<b>\$192,228,543</b>	<b>\$268,099,398</b>	<b>\$314,747,660</b>		

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

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**Gross Sales**

<b>Navajo</b>		<b>Remote Seller</b>				
<b>County</b>	<b>2019</b>	<b>2020</b>	<b>2021</b>	<b>2022</b>	<b>2023</b>	<b>% Ch</b>
January		\$3,510,996	\$6,667,743	\$8,233,569	\$8,948,399	8.7%
February		3,445,631	6,358,835	7,708,042	8,569,342	11.2%
March		4,163,553	9,123,403	9,291,505	10,592,791	14.0%
April		5,373,908	8,729,648	9,044,667	9,284,170	2.6%
May		6,366,481	8,405,602	9,732,029	11,110,602	14.2%
June		6,647,993	9,597,754	9,835,740	10,838,318	10.2%
July		7,154,229	8,488,651	10,843,044	11,485,433	5.9%
August		6,811,413	8,855,021	10,137,453		
September		6,117,800	8,454,793	9,366,933		
October	2,726,394	6,502,001	8,605,522	10,065,108		
November	4,173,778	7,133,646	9,888,124	11,156,258		
December	4,946,279	8,628,949	10,856,861	11,629,152		
<b>Total</b>	<b>\$11,846,451</b>	<b>\$71,856,600</b>	<b>\$104,031,957</b>	<b>\$117,043,500</b>		

**Gross Sales**

<b>Pima</b>		<b>Remote Seller</b>				
<b>County</b>	<b>2019</b>	<b>2020</b>	<b>2021</b>	<b>2022</b>	<b>2023</b>	<b>% Ch</b>
January		\$53,004,528	\$94,743,681	\$114,574,782	\$126,051,155	10.0%
February		52,920,545	85,985,539	103,644,747	120,223,525	16.0%
March		59,417,229	119,328,548	124,394,549	133,956,178	7.7%
April		73,756,799	104,730,174	110,855,871	127,221,286	14.8%
May		79,878,832	100,868,015	111,295,226	130,125,177	16.9%
June		76,495,171	100,368,929	108,232,055	123,443,513	14.1%
July		82,147,359	90,033,358	113,390,745	130,843,922	15.4%
August		80,703,981	101,211,832	113,641,206		
September		77,769,805	99,626,737	110,821,729		
October	41,328,576	85,019,071	101,533,571	162,216,613		
November	57,896,590	94,410,987	126,401,878	138,110,657		
December	71,845,173	116,238,765	142,441,603	163,241,472		
<b>Total</b>	<b>\$171,070,339</b>	<b>\$931,763,072</b>	<b>\$1,267,273,865</b>	<b>\$1,474,419,652</b>		

**Gross Sales**

<b>Pinal</b>		<b>Remote Seller</b>				
<b>County</b>	<b>2019</b>	<b>2020</b>	<b>2021</b>	<b>2022</b>	<b>2023</b>	<b>% Ch</b>
January		\$18,756,929	\$36,549,839	\$46,457,954	\$55,737,747	20.0%
February		18,897,746	33,107,294	45,867,874	55,071,852	20.1%
March		21,456,321	46,902,154	53,459,573	62,487,072	16.9%
April		27,731,616	42,683,687	47,520,025	54,696,342	15.1%
May		29,061,062	38,955,675	47,256,489	56,373,221	19.3%
June		29,131,173	38,635,886	44,149,828	52,265,814	18.4%
July		29,478,809	35,368,806	46,205,243	53,108,473	14.9%
August		28,276,830	37,428,458	45,004,416		
September		27,421,696	37,094,732	45,678,524		
October	12,643,060	30,313,252	40,313,621	51,997,995		
November	20,370,929	35,799,085	51,390,285	62,308,550		
December	26,660,004	44,962,850	59,351,131	70,860,468		
<b>Total</b>	<b>\$59,673,993</b>	<b>\$341,287,369</b>	<b>\$497,781,568</b>	<b>\$606,766,939</b>		

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**Gross Sales**

<b>Santa Cruz</b>		<b>Remote Seller</b>				
<b>County</b>	<b>2019</b>	<b>2020</b>	<b>2021</b>	<b>2022</b>	<b>2023</b>	<b>% Ch</b>
January		\$4,283,215	\$5,730,508	\$6,662,149	\$8,226,116	23.5%
February		4,383,778	4,791,698	6,181,550	8,029,204	29.9%
March		4,142,764	6,910,555	7,645,707	9,431,613	23.4%
April		3,774,762	5,829,704	6,909,076	7,387,732	6.9%
May		4,286,596	5,754,542	6,839,599	8,667,257	26.7%
June		4,477,782	5,581,726	6,794,814	7,638,156	12.4%
July		4,583,069	5,437,265	6,815,183	8,246,036	21.0%
August		4,686,882	5,965,954	7,478,241		
September		4,569,241	5,751,322	6,360,024		
October	2,195,899	4,990,352	6,182,437	7,578,560		
November	6,049,955	6,398,595	7,345,433	8,766,013		
December	5,482,920	6,572,268	8,119,758	10,505,625		
<b>Total</b>	<b>\$13,728,774</b>	<b>\$57,149,304</b>	<b>\$73,400,902</b>	<b>\$88,536,541</b>		

**Gross Sales**

<b>Yavapai</b>		<b>Remote Seller</b>				
<b>County</b>	<b>2019</b>	<b>2020</b>	<b>2021</b>	<b>2022</b>	<b>2023</b>	<b>% Ch</b>
January		\$14,566,191	\$24,865,953	\$30,700,397	\$34,283,051	11.7%
February		14,315,059	23,044,924	29,640,955	33,004,628	11.3%
March		16,285,791	31,415,453	34,495,915	36,850,487	6.8%
April		19,360,829	28,909,791	32,070,051	36,748,240	14.6%
May		21,422,752	29,317,750	33,687,740	38,423,361	14.1%
June		20,962,930	29,543,837	32,797,102	37,231,385	13.5%
July		22,333,163	26,632,480	31,573,606	38,259,191	21.2%
August		23,266,850	29,109,561	32,313,006		
September		21,785,106	28,147,060	32,525,234		
October	10,911,688	23,166,811	29,683,516	35,645,229		
November	16,838,828	25,822,702	35,384,281	39,813,021		
December	20,011,043	31,283,987	38,542,544	44,967,858		
<b>Total</b>	<b>\$47,761,559</b>	<b>\$254,572,171</b>	<b>\$354,597,150</b>	<b>\$410,230,114</b>		

**Gross Sales**

<b>Yuma</b>		<b>Remote Seller</b>				
<b>County</b>	<b>2019</b>	<b>2020</b>	<b>2021</b>	<b>2022</b>	<b>2023</b>	<b>% Ch</b>
January		\$8,492,596	\$15,548,092	\$18,401,704	\$19,353,501	5.2%
February		8,641,577	14,061,505	17,242,716	20,278,942	17.6%
March		9,119,950	19,360,380	18,978,691	21,881,807	15.3%
April		11,098,467	16,478,537	17,489,684	19,564,289	11.9%
May		12,321,354	14,931,417	14,903,045	19,002,465	27.5%
June		12,214,267	15,162,050	16,257,191	18,159,889	11.7%
July		12,557,477	13,150,561	15,232,849	18,659,528	22.5%
August		11,798,998	14,101,331	16,346,089		
September		11,158,843	13,968,103	15,672,503		
October	5,056,517	13,201,913	15,067,276	19,207,738		
November	9,524,271	14,411,667	18,661,496	21,248,622		
December	11,025,159	19,572,924	21,239,588	24,271,686		
<b>Total</b>	<b>\$25,605,947</b>	<b>\$144,590,033</b>	<b>\$191,730,336</b>	<b>\$215,252,518</b>		

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**

<b>Arizona</b>		<b>Remote Seller</b>				
<b>Total</b>	<b>2019</b>	<b>2020</b>	<b>2021</b>	<b>2022</b>	<b>2023</b>	<b>% Ch</b>
January		\$380,238,509	\$691,566,065	\$876,286,181	\$999,260,401	14.0%
February		372,724,793	654,568,190	819,530,131	965,500,312	17.8%
March		430,284,736	881,150,962	959,860,479	1,085,263,454	13.1%
April		519,442,428	783,498,292	878,263,348	987,704,115	12.5%
May		558,494,446	777,401,221	901,985,947	1,036,613,773	14.9%
June		555,553,591	749,257,993	888,750,007	957,158,553	7.7%
July		594,885,280	694,341,799	893,785,358	1,024,079,049	14.6%
August		591,984,544	768,566,309	895,320,300		
September		573,870,305	766,730,561	905,766,557		
October	279,795,490	634,037,848	803,396,795	1,162,047,107		
November	418,833,964	720,878,603	1,000,306,532	1,129,620,257		
December	526,068,975	873,980,923	1,119,421,666	1,278,851,808		
<b>Total</b>	<b>\$1,224,698,429</b>	<b>\$6,806,376,006</b>	<b>\$9,690,206,385</b>	<b>\$11,590,067,480</b>		

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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