

The Remote Seller and Online Marketplace Sector began October 2019

Gross Sales

Apache County	2019	Remote Seller 2020	2021	2022	2023	2024	% Ch
January		\$1,414,282	\$2,995,309	\$2,987,642	\$3,134,190	\$4,250,127	35.6%
February		1,559,858	3,230,910	3,049,827	3,668,199	3,664,980	-0.1%
March		1,671,921	4,338,200	4,881,117	4,108,989		
April		2,446,983	3,467,596	4,725,413	3,823,630		
May		2,767,709	3,163,256	3,191,887	4,250,586		
June		2,861,074	3,508,380	4,130,054	4,505,288		
July		3,386,600	3,304,451	3,485,683	4,299,911		
August		2,874,268	3,258,619	4,556,313	4,392,087		
September		2,563,552	3,202,075	3,902,998	5,903,856		
October	1,210,111	2,816,303	3,387,152	3,959,021	4,442,568		
November	1,986,899	3,644,820	3,758,929	4,600,317	5,303,824		
December	2,149,892	3,596,733	3,873,112	3,982,197	4,742,699		
Total	\$5,346,902	\$31,604,103	\$41,487,989	\$47,452,469	\$52,575,827		

Gross Sales

Cochise County	2019	Remote Seller 2020	2021	2022	2023	2024	% Ch
January		\$8,357,653	\$12,051,862	\$13,281,625	\$14,395,798	\$15,101,974	4.9%
February		6,992,957	10,859,885	12,830,768	14,119,217	16,788,603	18.9%
March		7,771,783	14,680,730	14,975,852	16,355,569		
April		9,556,015	13,533,841	13,948,397	14,684,425		
May		10,229,664	12,468,401	13,527,993	15,911,956		
June		9,893,635	12,696,606	13,365,660	15,548,518		
July		10,422,642	11,656,418	14,426,083	16,759,907		
August		9,982,580	12,834,497	14,016,193	15,711,408		
September		9,618,110	12,347,927	13,159,293	14,687,796		
October	4,919,174	10,608,778	12,613,475	14,872,283	16,323,515		
November	8,148,658	12,155,276	15,077,732	16,918,328	19,694,185		
December	9,722,201	14,181,735	16,618,973	19,306,576	21,510,603		
Total	\$22,790,033	\$119,770,828	\$157,440,347	\$174,629,051	\$195,702,897		

Gross Sales

Coconino County	2019	Remote Seller 2020	2021	2022	2023	2024	% Ch
January		\$7,672,180	\$12,689,376	\$14,623,008	\$15,576,202	\$17,574,220	12.8%
February		7,109,150	11,439,189	13,769,760	14,649,572	15,959,163	8.9%
March		7,635,571	15,441,077	16,094,264	16,450,714		
April		9,179,121	14,013,336	15,664,564	16,262,569		
May		11,211,594	14,048,020	17,419,783	19,000,996		
June		11,408,969	15,810,505	15,987,088	18,086,926		
July		12,235,437	13,742,335	16,273,602	18,840,697		
August		12,696,262	15,767,890	17,352,644	19,649,520		
September		12,395,690	14,781,730	17,002,406	19,159,247		
October	6,566,052	11,840,760	15,448,851	20,725,882	19,020,265		
November	7,924,911	12,693,724	16,870,223	18,884,061	21,984,329		
December	9,726,526	15,096,955	17,819,606	19,263,474	20,662,731		
Total	\$24,217,489	\$131,175,413	\$177,872,138	\$203,060,536	\$219,343,768		

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	2023	2024	% Ch
January		\$2,307,974	\$4,167,860	\$4,722,005	\$5,145,423	\$6,273,082	21.9%
February		2,341,201	3,948,963	4,718,384	5,070,440	6,004,874	18.4%
March		2,694,856	5,743,591	5,593,785	5,856,798		
April		3,343,122	5,193,271	5,349,495	5,796,077		
May		3,786,998	4,892,191	5,368,407	6,744,020		
June		3,810,820	4,900,217	6,747,812	6,263,672		
July		4,063,361	4,706,080	5,312,059	6,154,681		
August		3,917,829	4,814,546	5,615,608	6,130,142		
September		4,070,684	4,711,150	5,244,816	6,323,496		
October	1,749,696	3,989,602	5,223,286	5,583,656	6,628,487		
November	2,757,522	4,481,998	5,975,016	6,706,384	8,087,474		
December	3,325,701	5,470,958	6,645,123	7,121,033	7,521,456		
Total	\$7,832,919	\$44,279,403	\$60,921,294	\$68,083,444	\$75,722,166		

Gross Sales

Graham		Remote Seller					
County	2019	2020	2021	2022	2023	2024	% Ch
January		\$1,364,425	\$2,637,583	\$2,987,239	\$3,397,973	\$4,042,169	19.0%
February		1,514,965	2,465,755	3,090,448	3,387,431	4,017,583	18.6%
March		1,828,336	3,677,949	3,827,182	4,065,123		
April		2,156,164	3,239,440	3,328,632	3,567,217		
May		2,332,918	3,042,074	3,301,641	4,282,113		
June		2,444,423	2,901,157	3,120,688	3,810,448		
July		2,364,326	2,564,144	3,170,414	4,073,879		
August		2,448,421	2,929,456	3,388,932	4,200,998		
September		2,286,056	2,804,764	3,280,353	4,441,127		
October	1,064,660	2,375,384	2,871,355	3,567,070	3,952,270		
November	1,668,987	2,890,076	4,077,633	4,381,906	5,620,276		
December	2,139,604	3,372,399	4,207,763	5,045,271	5,161,761		
Total	\$4,873,251	\$27,377,893	\$37,419,073	\$42,489,776	\$49,960,616		

Gross Sales

Greenlee		Remote Seller					
County	2019	2020	2021	2022	2023	2024	% Ch
January		\$475,335	\$836,448	\$844,577	\$943,027	\$1,022,487	8.4%
February		559,590	789,117	970,759	982,443	1,322,940	34.7%
March		620,700	1,318,646	1,140,785	1,230,825		
April		682,584	1,064,210	1,007,060	1,009,733		
May		779,544	906,001	933,043	1,206,072		
June		1,079,391	860,117	1,027,532	912,301		
July		963,354	732,379	916,458	1,186,732		
August		810,916	881,619	913,176	1,135,880		
September		743,626	812,274	814,689	1,123,458		
October	343,442	737,872	743,492	893,420	1,065,947		
November	601,056	962,859	1,119,087	1,142,516	1,544,342		
December	677,764	1,047,343	1,129,380	1,291,925	1,323,359		
Total	\$1,622,262	\$9,463,114	\$11,192,770	\$11,895,940	\$13,664,119		

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	2023	2024	% Ch
January		\$1,453,055	\$2,172,536	\$2,448,895	\$3,242,729	\$3,831,320	18.2%
February		1,397,987	1,996,016	2,476,876	2,923,639	3,358,799	14.9%
March		1,378,457	2,578,618	2,375,387	3,027,906		
April		1,510,838	2,111,912	1,972,652	2,373,670		
May		1,506,882	1,576,941	1,835,277	2,222,705		
June		1,260,259	1,621,113	1,672,688	2,537,582		
July		1,389,521	1,416,476	1,634,037	1,954,696		
August		1,202,933	1,481,011	1,797,054	2,021,342		
September		1,324,554	1,369,014	1,814,165	2,112,608		
October	752,952	1,570,099	1,882,549	2,726,971	2,692,586		
November	1,328,150	1,986,092	2,433,381	3,384,630	3,761,397		
December	1,573,316	2,351,829	2,879,204	3,406,059	3,610,101		
Total	\$3,654,418	\$18,332,506	\$23,518,771	\$27,544,691	\$32,480,961		

Gross Sales

Maricopa	Remote Seller						
County	2019	2020	2021	2022	2023	2024	% Ch
January		\$243,326,459	\$450,133,842	\$585,936,398	\$674,130,220	\$738,202,759	9.5%
February		237,398,179	433,646,026	544,893,825	648,503,861	708,955,487	9.3%
March		279,687,062	574,427,929	633,560,731	729,101,756		
April		332,279,959	509,885,638	582,698,350	657,658,741		
May		356,127,435	517,176,077	607,240,271	690,443,164		
June		357,041,179	486,634,841	599,905,130	628,823,981		
July		385,316,906	457,818,310	601,192,468	680,914,793		
August		386,940,655	509,857,134	599,495,929	698,754,301		
September		376,532,372	513,618,830	617,395,757	686,482,182		
October	181,006,178	420,127,357	538,055,444	794,181,646	797,970,299		
November	267,603,543	478,465,141	676,016,344	761,189,517	869,572,676		
December	342,221,961	577,682,952	756,168,411	860,224,621	912,816,638		
Total	\$790,831,682	\$4,430,925,656	\$6,423,438,826	\$7,787,914,643	\$8,675,172,612		

Gross Sales

Mohave	Remote Seller						
County	2019	2020	2021	2022	2023	2024	% Ch
January		\$11,252,690	\$19,775,433	\$23,424,235	\$26,694,869	\$30,981,413	16.1%
February		11,246,571	18,842,533	23,443,599	27,018,019	30,812,849	14.0%
March		12,410,444	25,903,730	29,145,435	29,865,826		
April		17,191,262	23,627,508	25,679,412	27,625,993		
May		16,414,624	21,895,258	25,453,519	28,850,077		
June		15,824,526	21,434,875	24,726,624	27,092,762		
July		16,489,026	19,290,085	23,313,883	29,291,171		
August		15,565,725	20,069,380	23,264,040	28,138,955		
September		15,513,171	20,040,049	22,727,133	28,078,363		
October	7,321,090	16,778,293	21,785,248	28,825,914	32,459,846		
November	11,959,886	19,621,936	25,906,689	31,009,476	38,022,778		
December	14,561,431	23,920,275	29,528,610	33,734,390	37,323,895		
Total	\$33,842,407	\$192,228,543	\$268,099,398	\$314,747,660	\$360,462,554		

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

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Gross Sales

Navajo	Remote Seller						
County	2019	2020	2021	2022	2023	2024	% Ch
January		\$3,510,996	\$6,667,743	\$8,233,569	\$8,948,399	\$9,627,996	7.6%
February		3,445,631	6,358,835	7,708,042	8,569,342	9,804,155	14.4%
March		4,163,553	9,123,403	9,291,505	10,592,791		
April		5,373,908	8,729,648	9,044,667	9,284,170		
May		6,366,481	8,405,602	9,732,029	11,110,602		
June		6,647,993	9,597,754	9,835,740	10,838,318		
July		7,154,229	8,488,651	10,843,044	11,485,433		
August		6,811,413	8,855,021	10,137,453	11,482,134		
September		6,117,800	8,454,793	9,366,933	12,568,855		
October	2,726,394	6,502,001	8,605,522	10,065,108	11,092,765		
November	4,173,778	7,133,646	9,888,124	11,156,258	13,222,820		
December	4,946,279	8,628,949	10,856,861	11,629,152	12,847,102		
Total	\$11,846,451	\$71,856,600	\$104,031,957	\$117,043,500	\$132,042,731		

Gross Sales

Pima	Remote Seller						
County	2019	2020	2021	2022	2023	2024	% Ch
January		\$53,004,528	\$94,743,681	\$114,574,782	\$126,051,155	\$136,613,074	8.4%
February		52,920,545	85,985,539	103,644,747	120,223,525	132,127,106	9.9%
March		59,417,229	119,328,548	124,394,549	133,956,178		
April		73,756,799	104,730,174	110,855,871	127,221,286		
May		79,878,832	100,868,015	111,295,226	130,125,177		
June		76,495,171	100,368,929	108,232,055	123,443,513		
July		82,147,359	90,033,358	113,390,745	130,843,922		
August		80,703,981	101,211,832	113,641,206	130,758,495		
September		77,769,805	99,626,737	110,821,729	131,163,256		
October	41,328,576	85,019,071	101,533,571	162,216,613	144,093,908		
November	57,896,590	94,410,987	126,401,878	138,110,657	160,622,399		
December	71,845,173	116,238,765	142,441,603	163,241,472	168,499,719		
Total	\$171,070,339	\$931,763,072	\$1,267,273,865	\$1,474,419,652	\$1,627,002,533		

Gross Sales

Pinal	Remote Seller						
County	2019	2020	2021	2022	2023	2024	% Ch
January		\$18,756,929	\$36,549,839	\$46,457,954	\$55,737,747	\$58,957,831	5.8%
February		18,897,746	33,107,294	45,867,874	55,071,852	64,332,546	16.8%
March		21,456,321	46,902,154	53,459,573	62,487,072		
April		27,731,616	42,683,687	47,520,025	54,696,342		
May		29,061,062	38,955,675	47,256,489	56,373,221		
June		29,131,173	38,635,886	44,149,828	52,265,814		
July		29,478,809	35,368,806	46,205,243	53,108,473		
August		28,276,830	37,428,458	45,004,416	52,608,322		
September		27,421,696	37,094,732	45,678,524	55,095,697		
October	12,643,060	30,313,252	40,313,621	51,997,995	56,962,391		
November	20,370,929	35,799,085	51,390,285	62,308,550	71,281,216		
December	26,660,004	44,962,850	59,351,131	70,860,468	76,776,974		
Total	\$59,673,993	\$341,287,369	\$497,781,568	\$606,766,939	\$702,465,121		

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

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Gross Sales

Santa Cruz	Remote Seller						
County	2019	2020	2021	2022	2023	2024	% Ch
January		\$4,283,215	\$5,730,508	\$6,662,149	\$8,226,116	\$9,651,991	17.3%
February		4,383,778	4,791,698	6,181,550	8,029,204	9,293,608	15.7%
March		4,142,764	6,910,555	7,645,707	9,431,613		
April		3,774,762	5,829,704	6,909,076	7,387,732		
May		4,286,596	5,754,542	6,839,599	8,667,257		
June		4,477,782	5,581,726	6,794,814	7,638,156		
July		4,583,069	5,437,265	6,815,183	8,246,036		
August		4,686,882	5,965,954	7,478,241	8,484,293		
September		4,569,241	5,751,322	6,360,024	8,571,099		
October	2,195,899	4,990,352	6,182,437	7,578,560	9,472,045		
November	6,049,955	6,398,595	7,345,433	8,766,013	10,927,187		
December	5,482,920	6,572,268	8,119,758	10,505,625	10,162,123		
Total	\$13,728,774	\$57,149,304	\$73,400,902	\$88,536,541	\$105,242,861		

Gross Sales

Yavapai	Remote Seller						
County	2019	2020	2021	2022	2023	2024	% Ch
January		\$14,566,191	\$24,865,953	\$30,700,397	\$34,283,051	\$38,482,412	12.2%
February		14,315,059	23,044,924	29,640,955	33,004,628	37,416,842	13.4%
March		16,285,791	31,415,453	34,495,915	36,850,487		
April		19,360,829	28,909,791	32,070,051	36,748,240		
May		21,422,752	29,317,750	33,687,740	38,423,361		
June		20,962,930	29,543,837	32,797,102	37,231,385		
July		22,333,163	26,632,480	31,573,606	38,259,191		
August		23,266,850	29,109,561	32,313,006	38,385,143		
September		21,785,106	28,147,060	32,525,234	37,340,211		
October	10,911,688	23,166,811	29,683,516	35,645,229	41,059,954		
November	16,838,828	25,822,702	35,384,281	39,813,021	47,065,130		
December	20,011,043	31,283,987	38,542,544	44,967,858	47,483,445		
Total	\$47,761,559	\$254,572,171	\$354,597,150	\$410,230,114	\$466,134,226		

Gross Sales

Yuma	Remote Seller						
County	2019	2020	2021	2022	2023	2024	% Ch
January		\$8,492,596	\$15,548,092	\$18,401,704	\$19,353,501	\$23,613,909	22.0%
February		8,641,577	14,061,505	17,242,716	20,278,942	23,072,895	13.8%
March		9,119,950	19,360,380	18,978,691	21,881,807		
April		11,098,467	16,478,537	17,489,684	19,564,289		
May		12,321,354	14,931,417	14,903,045	19,002,465		
June		12,214,267	15,162,050	16,257,191	18,159,889		
July		12,557,477	13,150,561	15,232,849	18,659,528		
August		11,798,998	14,101,331	16,346,089	18,993,693		
September		11,158,843	13,968,103	15,672,503	19,094,395		
October	5,056,517	13,201,913	15,067,276	19,207,738	20,914,756		
November	9,524,271	14,411,667	18,661,496	21,248,622	26,054,667		
December	11,025,159	19,572,924	21,239,588	24,271,686	27,152,634		
Total	\$25,605,947	\$144,590,033	\$191,730,336	\$215,252,518	\$249,110,566		

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

Arizona		Remote Seller					
Total	2019	2020	2021	2022	2023	2024	% Ch
January		\$380,238,509	\$691,566,065	\$876,286,181	\$999,260,401	\$1,098,226,764	9.9%
February		372,724,793	654,568,190	819,530,131	965,500,312	1,066,932,430	10.5%
March		430,284,736	881,150,962	959,860,479	1,085,263,454		
April		519,442,428	783,498,292	878,263,348	987,704,115		
May		558,494,446	777,401,221	901,985,947	1,036,613,773		
June		555,553,591	749,257,993	888,750,007	957,158,553		
July		594,885,280	694,341,799	893,785,358	1,024,079,049		
August		591,984,544	768,566,309	895,320,300	1,040,846,712		
September		573,870,305	766,730,561	905,766,557	1,032,145,644		
October	279,795,490	634,037,848	803,396,795	1,162,047,107	1,168,151,603		
November	418,833,964	720,878,603	1,000,306,532	1,129,620,257	1,302,764,699		
December	526,068,975	873,980,923	1,119,421,666	1,278,851,808	1,357,595,239		
Total	\$1,224,698,429	\$6,806,376,006	\$9,690,206,385	\$11,590,067,480	\$12,957,083,554		

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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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