

The Remote Seller and Online Marketplace Sector began October 2019

Gross Sales

Apache County	2019	Remote Seller 2020	2021	2022	2023	2024	2025	% Ch
January		\$1,414,282	\$2,995,309	\$2,987,642	\$3,134,190	\$4,250,127	\$4,122,172	-3.0%
February		1,559,858	3,230,910	3,049,827	3,668,199	3,664,980	4,150,669	13.3%
March		1,671,921	4,338,200	4,881,117	4,108,989	4,591,511	4,892,229	6.5%
April		2,446,983	3,467,596	4,725,413	3,823,630	4,618,479	13,618,822	194.9%
May		2,767,709	3,163,256	3,191,887	4,250,586	4,704,298	11,004,170	133.9%
June		2,861,074	3,508,380	4,130,054	4,505,288	4,650,005	10,638,629	128.8%
July		3,386,600	3,304,451	3,485,683	4,299,911	4,826,505	8,423,742	74.5%
August		2,874,268	3,258,619	4,556,313	4,392,087	4,209,849	7,704,509	83.0%
September		2,563,552	3,202,075	3,902,998	5,903,856	4,564,854		
October	1,210,111	2,816,303	3,387,152	3,959,021	4,442,568	4,920,692		
November	1,986,899	3,644,820	3,758,929	4,600,317	5,303,824	5,344,108		
December	2,149,892	3,596,733	3,873,112	3,982,197	4,742,699	5,512,446		
Total	\$5,346,902	\$31,604,103	\$41,487,989	\$47,452,469	\$52,575,827	\$55,857,854		

Gross Sales

Cochise County	2019	Remote Seller 2020	2021	2022	2023	2024	2025	% Ch
January		\$8,357,653	\$12,051,862	\$13,281,625	\$14,395,798	\$15,101,974	\$18,357,586	21.6%
February		6,992,957	10,859,885	12,830,768	14,119,217	16,788,603	17,490,110	4.2%
March		7,771,783	14,680,730	14,975,852	16,355,569	18,105,235	20,256,370	11.9%
April		9,556,015	13,533,841	13,948,397	14,684,425	17,679,621	20,269,280	14.6%
May		10,229,664	12,468,401	13,527,993	15,911,956	18,182,044	19,877,797	9.3%
June		9,893,635	12,696,606	13,365,660	15,548,518	17,130,943	21,414,329	25.0%
July		10,422,642	11,656,418	14,426,083	16,759,907	17,792,348	20,196,204	13.5%
August		9,982,580	12,834,497	14,016,193	15,711,408	16,967,836	21,475,515	26.6%
September		9,618,110	12,347,927	13,159,293	14,687,796	17,067,537		
October	4,919,174	10,608,778	12,613,475	14,872,283	16,323,515	18,180,492		
November	8,148,658	12,155,276	15,077,732	16,918,328	19,694,185	20,270,551		
December	9,722,201	14,181,735	16,618,973	19,306,576	21,510,603	24,011,227		
Total	\$22,790,033	\$119,770,828	\$157,440,347	\$174,629,051	\$195,702,897	\$217,278,411		

Gross Sales

Coconino County	2019	Remote Seller 2020	2021	2022	2023	2024	2025	% Ch
January		\$7,672,180	\$12,689,376	\$14,623,008	\$15,576,202	\$17,574,220	\$19,876,931	13.1%
February		7,109,150	11,439,189	13,769,760	14,649,572	15,959,163	17,737,366	11.1%
March		7,635,571	15,441,077	16,094,264	16,450,714	19,421,722	19,647,010	1.2%
April		9,179,121	14,013,336	15,664,564	16,262,569	19,455,587	21,686,966	11.5%
May		11,211,594	14,048,020	17,419,783	19,000,996	21,437,339	22,782,974	6.3%
June		11,408,969	15,810,505	15,987,088	18,086,926	19,671,948	27,170,866	38.1%
July		12,235,437	13,742,335	16,273,602	18,840,697	20,702,421	23,773,915	14.8%
August		12,696,262	15,767,890	17,352,644	19,649,520	20,759,485	25,639,435	23.5%
September		12,395,690	14,781,730	17,002,406	19,159,247	20,611,416		
October	6,566,052	11,840,760	15,448,851	20,725,882	19,020,265	21,053,288		
November	7,924,911	12,693,724	16,870,223	18,884,061	21,984,329	22,335,429		
December	9,726,526	15,096,955	17,819,606	19,263,474	20,662,731	24,096,986		
Total	\$24,217,489	\$131,175,413	\$177,872,138	\$203,060,536	\$219,343,768	\$243,079,004		

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	2025	% Ch
January		\$2,307,974	\$4,167,860	\$4,722,005	\$5,145,423	\$6,273,082	\$7,014,813	11.8%
February		2,341,201	3,948,963	4,718,384	5,070,440	6,004,874	6,611,139	10.1%
March		2,694,856	5,743,591	5,593,785	5,856,798	6,880,187	7,237,754	5.2%
April		3,343,122	5,193,271	5,349,495	5,796,077	6,934,971	7,214,175	4.0%
May		3,786,998	4,892,191	5,368,407	6,744,020	6,846,922	7,411,684	8.2%
June		3,810,820	4,900,217	6,747,812	6,263,672	6,449,940	7,558,417	17.2%
July		4,063,361	4,706,080	5,312,059	6,154,681	7,957,763	8,321,525	4.6%
August		3,917,829	4,814,546	5,615,608	6,130,142	6,761,331	8,247,069	22.0%
September		4,070,684	4,711,150	5,244,816	6,323,496	6,523,862		
October	1,749,696	3,989,602	5,223,286	5,583,656	6,628,487	7,123,410		
November	2,757,522	4,481,998	5,975,016	6,706,384	8,087,474	8,070,379		
December	3,325,701	5,470,958	6,645,123	7,121,033	7,521,456	8,777,282		
Total	\$7,832,919	\$44,279,403	\$60,921,294	\$68,083,444	\$75,722,166	\$84,604,003		

Gross Sales

Graham		Remote Seller						
County	2019	2020	2021	2022	2023	2024	2025	% Ch
January		\$1,364,425	\$2,637,583	\$2,987,239	\$3,397,973	\$4,042,169	\$5,014,933	24.1%
February		1,514,965	2,465,755	3,090,448	3,387,431	4,017,583	4,824,684	20.1%
March		1,828,336	3,677,949	3,827,182	4,065,123	5,051,517	6,121,019	21.2%
April		2,156,164	3,239,440	3,328,632	3,567,217	4,800,941	5,266,689	9.7%
May		2,332,918	3,042,074	3,301,641	4,282,113	4,685,704	5,491,894	17.2%
June		2,444,423	2,901,157	3,120,688	3,810,448	4,509,551	5,310,412	17.8%
July		2,364,326	2,564,144	3,170,414	4,073,879	4,459,481	5,799,004	30.0%
August		2,448,421	2,929,456	3,388,932	4,200,998	4,537,722	6,165,309	35.9%
September		2,286,056	2,804,764	3,280,353	4,441,127	4,497,897		
October	1,064,660	2,375,384	2,871,355	3,567,070	3,952,270	5,435,398		
November	1,668,987	2,890,076	4,077,633	4,381,906	5,620,276	5,904,658		
December	2,139,604	3,372,399	4,207,763	5,045,271	5,161,761	6,675,688		
Total	\$4,873,251	\$27,377,893	\$37,419,073	\$42,489,776	\$49,960,616	\$58,618,309		

Gross Sales

Greenlee		Remote Seller						
County	2019	2020	2021	2022	2023	2024	2025	% Ch
January		\$475,335	\$836,448	\$844,577	\$943,027	\$1,022,487	\$1,395,607	36.5%
February		559,590	789,117	970,759	982,443	1,322,940	1,685,361	27.4%
March		620,700	1,318,646	1,140,785	1,230,825	1,421,212	1,846,726	29.9%
April		682,584	1,064,210	1,007,060	1,009,733	1,224,595	1,544,605	26.1%
May		779,544	906,001	933,043	1,206,072	1,362,258	2,347,474	72.3%
June		1,079,391	860,117	1,027,532	912,301	1,173,337	3,318,166	182.8%
July		963,354	732,379	916,458	1,186,732	1,225,071	2,677,438	118.6%
August		810,916	881,619	913,176	1,135,880	1,267,061	1,919,041	51.5%
September		743,626	812,274	814,689	1,123,458	1,487,844		
October	343,442	737,872	743,492	893,420	1,065,947	1,254,590		
November	601,056	962,859	1,119,087	1,142,516	1,544,342	1,705,157		
December	677,764	1,047,343	1,129,380	1,291,925	1,323,359	1,766,701		
Total	\$1,622,262	\$9,463,114	\$11,192,770	\$11,895,940	\$13,664,119	\$16,233,253		

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	2025	% Ch
January		\$1,453,055	\$2,172,536	\$2,448,895	\$3,242,729	\$3,831,320	\$4,193,546	9.5%
February		1,397,987	1,996,016	2,476,876	2,923,639	3,358,799	3,633,581	8.2%
March		1,378,457	2,578,618	2,375,387	3,027,906	3,353,121	3,699,869	10.3%
April		1,510,838	2,111,912	1,972,652	2,373,670	2,688,449	2,912,652	8.3%
May		1,506,882	1,576,941	1,835,277	2,222,705	2,266,131	2,911,127	28.5%
June		1,260,259	1,621,113	1,672,688	2,537,582	2,579,067	2,805,050	8.8%
July		1,389,521	1,416,476	1,634,037	1,954,696	2,222,471	2,965,057	33.4%
August		1,202,933	1,481,011	1,797,054	2,021,342	2,038,256	4,004,150	96.4%
September		1,324,554	1,369,014	1,814,165	2,112,608	2,760,824		
October	752,952	1,570,099	1,882,549	2,726,971	2,692,586	3,088,893		
November	1,328,150	1,986,092	2,433,381	3,384,630	3,761,397	4,182,504		
December	1,573,316	2,351,829	2,879,204	3,406,059	3,610,101	7,961,775		
Total	\$3,654,418	\$18,332,506	\$23,518,771	\$27,544,691	\$32,480,961	\$40,331,610		

Gross Sales

Maricopa		Remote Seller						
County	2019	2020	2021	2022	2023	2024	2025	% Ch
January		\$243,326,459	\$450,133,842	\$585,936,398	\$674,130,220	\$738,202,759	\$844,585,995	14.4%
February		237,398,179	433,646,026	544,893,825	648,503,861	708,955,487	779,864,587	10.0%
March		279,687,062	574,427,929	633,560,731	729,101,756	842,299,272	889,397,729	5.6%
April		332,279,959	509,885,638	582,698,350	657,658,741	769,199,544	901,175,471	17.2%
May		356,127,435	517,176,077	607,240,271	690,443,164	791,721,177	856,486,606	8.2%
June		357,041,179	486,634,841	599,905,130	628,823,981	726,635,854	860,797,357	18.5%
July		385,316,906	457,818,310	601,192,468	680,914,793	768,371,539	923,408,165	20.2%
August		386,940,655	509,857,134	599,495,929	698,754,301	736,276,119	965,257,850	31.1%
September		376,532,372	513,618,830	617,395,757	686,482,182	763,238,966		
October	181,006,178	420,127,357	538,055,444	794,181,646	797,970,299	810,475,416		
November	267,603,543	478,465,141	676,016,344	761,189,517	869,572,676	918,028,895		
December	342,221,961	577,682,952	756,168,411	860,224,621	912,816,638	1,108,823,552		
Total	\$790,831,682	\$4,430,925,656	\$6,423,438,826	\$7,787,914,643	\$8,675,172,612	\$9,682,228,580		

Gross Sales

Mohave		Remote Seller						
County	2019	2020	2021	2022	2023	2024	2025	% Ch
January		\$11,252,690	\$19,775,433	\$23,424,235	\$26,694,869	\$30,981,413	\$36,216,341	16.9%
February		11,246,571	18,842,533	23,443,599	27,018,019	30,812,849	36,170,792	17.4%
March		12,410,444	25,903,730	29,145,435	29,865,826	33,676,237	39,446,784	17.1%
April		17,191,262	23,627,508	25,679,412	27,625,993	32,716,618	38,877,598	18.8%
May		16,414,624	21,895,258	25,453,519	28,850,077	33,173,634	39,067,123	17.8%
June		15,824,526	21,434,875	24,726,624	27,092,762	30,500,816	36,515,524	19.7%
July		16,489,026	19,290,085	23,313,883	29,291,171	31,696,045	38,202,503	20.5%
August		15,565,725	20,069,380	23,264,040	28,138,955	30,337,688	37,132,816	22.4%
September		15,513,171	20,040,049	22,727,133	28,078,363	31,526,037		
October	7,321,090	16,778,293	21,785,248	28,825,914	32,459,846	36,309,782		
November	11,959,886	19,621,936	25,906,689	31,009,476	38,022,778	43,224,870		
December	14,561,431	23,920,275	29,528,610	33,734,390	37,323,895	45,724,962		
Total	\$33,842,407	\$192,228,543	\$268,099,398	\$314,747,660	\$360,462,554	\$410,680,951		

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 County	2019	Remote Seller	2020	2021	2022	2023	2024	2025	% Ch
January			\$3,510,996	\$6,667,743	\$8,233,569	\$8,948,399	\$9,627,996	\$11,737,030	21.9%
February			3,445,631	6,358,835	7,708,042	8,569,342	9,804,155	10,734,644	9.5%
March			4,163,553	9,123,403	9,291,505	10,592,791	11,205,426	13,588,709	21.3%
April			5,373,908	8,729,648	9,044,667	9,284,170	10,996,463	13,043,318	18.6%
May			6,366,481	8,405,602	9,732,029	11,110,602	12,166,163	14,303,094	17.6%
June			6,647,993	9,597,754	9,835,740	10,838,318	11,876,665	15,055,138	26.8%
July			7,154,229	8,488,651	10,843,044	11,485,433	12,922,470	15,631,891	21.0%
August			6,811,413	8,855,021	10,137,453	11,482,134	12,151,355	15,974,974	31.5%
September			6,117,800	8,454,793	9,366,933	12,568,855	12,127,209		
October	2,726,394		6,502,001	8,605,522	10,065,108	11,092,765	12,024,290		
November	4,173,778		7,133,646	9,888,124	11,156,258	13,222,820	13,086,897		
December	4,946,279		8,628,949	10,856,861	11,629,152	12,847,102	15,058,006		
Total	\$11,846,451		\$71,856,600	\$104,031,957	\$117,043,500	\$132,042,731	\$143,047,095		

Gross Sales

Pima County	2019	Remote Seller	2020	2021	2022	2023	2024	2025	% Ch
January			\$53,004,528	\$94,743,681	\$114,574,782	\$126,051,155	\$136,613,074	\$156,667,411	14.7%
February			52,920,545	85,985,539	103,644,747	120,223,525	132,127,106	141,030,359	6.7%
March			59,417,229	119,328,548	124,394,549	133,956,178	149,928,747	162,254,648	8.2%
April			73,756,799	104,730,174	110,855,871	127,221,286	141,394,972	157,776,077	11.6%
May			79,878,832	100,868,015	111,295,226	130,125,177	141,701,118	158,542,738	11.9%
June			76,495,171	100,368,929	108,232,055	123,443,513	134,926,556	150,235,524	11.3%
July			82,147,359	90,033,358	113,390,745	130,843,922	140,721,612	162,137,779	15.2%
August			80,703,981	101,211,832	113,641,206	130,758,495	138,290,279	175,931,896	27.2%
September			77,769,805	99,626,737	110,821,729	131,163,256	139,628,419		
October	41,328,576		85,019,071	101,533,571	162,216,613	144,093,908	150,701,817		
November	57,896,590		94,410,987	126,401,878	138,110,657	160,622,399	170,480,721		
December	71,845,173		116,238,765	142,441,603	163,241,472	168,499,719	200,951,854		
Total	\$171,070,339		\$931,763,072	\$1,267,273,865	\$1,474,419,652	\$1,627,002,533	\$1,777,466,275		

Gross Sales

Pinal County	2019	Remote Seller	2020	2021	2022	2023	2024	2025	% Ch
January			\$18,756,929	\$36,549,839	\$46,457,954	\$55,737,747	\$58,957,831	\$73,395,548	24.5%
February			18,897,746	33,107,294	45,867,874	55,071,852	64,332,546	71,489,270	11.1%
March			21,456,321	46,902,154	53,459,573	62,487,072	68,938,334	82,600,393	19.8%
April			27,731,616	42,683,687	47,520,025	54,696,342	61,006,733	74,855,470	22.7%
May			29,061,062	38,955,675	47,256,489	56,373,221	61,597,043	74,100,239	20.3%
June			29,131,173	38,635,886	44,149,828	52,265,814	59,184,214	80,719,538	36.4%
July			29,478,809	35,368,806	46,205,243	53,108,473	61,610,298	74,419,490	20.8%
August			28,276,830	37,428,458	45,004,416	52,608,322	59,067,470	76,438,123	29.4%
September			27,421,696	37,094,732	45,678,524	55,095,697	58,912,291		
October	12,643,060		30,313,252	40,313,621	51,997,995	56,962,391	66,115,001		
November	20,370,929		35,799,085	51,390,285	62,308,550	71,281,216	79,370,196		
December	26,660,004		44,962,850	59,351,131	70,860,468	76,776,974	93,597,999		
Total	\$59,673,993		\$341,287,369	\$497,781,568	\$606,766,939	\$702,465,121	\$792,689,956		

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	2025	% Ch
January		\$4,283,215	\$5,730,508	\$6,662,149	\$8,226,116	\$9,651,991	\$10,899,682	12.9%
February		4,383,778	4,791,698	6,181,550	8,029,204	9,293,608	9,474,302	1.9%
March		4,142,764	6,910,555	7,645,707	9,431,613	9,970,646	10,833,267	8.7%
April		3,774,762	5,829,704	6,909,076	7,387,732	9,767,765	9,689,564	-0.8%
May		4,286,596	5,754,542	6,839,599	8,667,257	10,120,825	9,618,790	-5.0%
June		4,477,782	5,581,726	6,794,814	7,638,156	9,463,696	10,611,980	12.1%
July		4,583,069	5,437,265	6,815,183	8,246,036	9,466,939	10,728,331	13.3%
August		4,686,882	5,965,954	7,478,241	8,484,293	8,920,293	10,977,122	23.1%
September		4,569,241	5,751,322	6,360,024	8,571,099	8,985,654		
October	2,195,899	4,990,352	6,182,437	7,578,560	9,472,045	9,488,869		
November	6,049,955	6,398,595	7,345,433	8,766,013	10,927,187	11,559,521		
December	5,482,920	6,572,268	8,119,758	10,505,625	10,162,123	12,087,315		
Total	\$13,728,774	\$57,149,304	\$73,400,902	\$88,536,541	\$105,242,861	\$118,777,122		

Gross Sales

Yavapai		Remote Seller						
County	2019	2020	2021	2022	2023	2024	2025	% Ch
January		\$14,566,191	\$24,865,953	\$30,700,397	\$34,283,051	\$38,482,412	\$43,900,919	14.1%
February		14,315,059	23,044,924	29,640,955	33,004,628	37,416,842	57,487,991	53.6%
March		16,285,791	31,415,453	34,495,915	36,850,487	43,609,410	46,882,698	7.5%
April		19,360,829	28,909,791	32,070,051	36,748,240	40,868,570	45,912,488	12.3%
May		21,422,752	29,317,750	33,687,740	38,423,361	43,929,570	47,232,697	7.5%
June		20,962,930	29,543,837	32,797,102	37,231,385	40,577,290	46,241,914	14.0%
July		22,333,163	26,632,480	31,573,606	38,259,191	41,916,937	48,980,772	16.9%
August		23,266,850	29,109,561	32,313,006	38,385,143	41,687,076	49,721,613	19.3%
September		21,785,106	28,147,060	32,525,234	37,340,211	43,002,707		
October	10,911,688	23,166,811	29,683,516	35,645,229	41,059,954	44,345,128		
November	16,838,828	25,822,702	35,384,281	39,813,021	47,065,130	50,136,024		
December	20,011,043	31,283,987	38,542,544	44,967,858	47,483,445	59,110,912		
Total	\$47,761,559	\$254,572,171	\$354,597,150	\$410,230,114	\$466,134,226	\$525,082,878		

Gross Sales

Yuma		Remote Seller						
County	2019	2020	2021	2022	2023	2024	2025	% Ch
January		\$8,492,596	\$15,548,092	\$18,401,704	\$19,353,501	\$23,613,909	\$25,491,293	8.0%
February		8,641,577	14,061,505	17,242,716	20,278,942	23,072,895	23,756,827	3.0%
March		9,119,950	19,360,380	18,978,691	21,881,807	25,497,046	26,543,520	4.1%
April		11,098,467	16,478,537	17,489,684	19,564,289	22,552,830	24,380,572	8.1%
May		12,321,354	14,931,417	14,903,045	19,002,465	21,950,069	22,733,299	3.6%
June		12,214,267	15,162,050	16,257,191	18,159,889	20,524,984	22,151,249	7.9%
July		12,557,477	13,150,561	15,232,849	18,659,528	21,511,072	24,350,019	13.2%
August		11,798,998	14,101,331	16,346,089	18,993,693	20,825,764	25,286,097	21.4%
September		11,158,843	13,968,103	15,672,503	19,094,395	21,504,391		
October	5,056,517	13,201,913	15,067,276	19,207,738	20,914,756	23,656,216		
November	9,524,271	14,411,667	18,661,496	21,248,622	26,054,667	28,151,621		
December	11,025,159	19,572,924	21,239,588	24,271,686	27,152,634	30,487,394		
Total	\$25,605,947	\$144,590,033	\$191,730,336	\$215,252,518	\$249,110,566	\$283,348,191		

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

Arizona		Remote Seller						
Total	2019	2020	2021	2022	2023	2024	2025	% Ch
January		\$380,238,509	\$691,566,065	\$876,286,181	\$999,260,401	\$1,098,226,764	\$1,262,869,807	15.0%
February		372,724,793	654,568,190	819,530,131	965,500,312	1,066,932,430	1,186,141,682	11.2%
March		430,284,736	881,150,962	959,860,479	1,085,263,454	1,243,949,624	1,335,248,725	7.3%
April		519,442,428	783,498,292	878,263,348	987,704,115	1,145,906,138	1,338,223,746	16.8%
May		558,494,446	777,401,221	901,985,947	1,036,613,773	1,175,844,296	1,293,911,705	10.0%
June		555,553,591	749,257,993	888,750,007	957,158,553	1,089,854,866	1,300,544,092	19.3%
July		594,885,280	694,341,799	893,785,358	1,024,079,049	1,147,402,973	1,370,015,835	19.4%
August		591,984,544	768,566,309	895,320,300	1,040,846,712	1,104,097,583	1,431,875,519	29.7%
September		573,870,305	766,730,561	905,766,557	1,032,145,644	1,136,439,909		
October	279,795,490	634,037,848	803,396,795	1,162,047,107	1,168,151,603	1,214,173,282		
November	418,833,964	720,878,603	1,000,306,532	1,129,620,257	1,302,764,699	1,381,851,530		
December	526,068,975	873,980,923	1,119,421,666	1,278,851,808	1,357,595,239	1,644,644,100		
Total	\$1,224,698,429	\$6,806,376,006	\$9,690,206,385	\$11,590,067,480	\$12,957,083,554	\$14,449,323,495		

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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