

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

**Gross Sales**

| <b>Apache</b> |                    | <b>Remote Seller</b> |                     |                     |                     |                     |                     |              |             |
|---------------|--------------------|----------------------|---------------------|---------------------|---------------------|---------------------|---------------------|--------------|-------------|
| <b>County</b> | <b>2019</b>        | <b>2020</b>          | <b>2021</b>         | <b>2022</b>         | <b>2023</b>         | <b>2024</b>         | <b>2025</b>         | <b>2026</b>  | <b>% Ch</b> |
| January       |                    | \$1,414,282          | \$2,995,309         | \$2,987,642         | \$3,134,190         | \$4,250,127         | \$4,122,172         | \$10,090,798 | 144.8%      |
| February      |                    | 1,559,858            | 3,230,910           | 3,049,827           | 3,668,199           | 3,664,980           | 4,150,669           | 6,076,324    | 46.4%       |
| March         |                    | 1,671,921            | 4,338,200           | 4,881,117           | 4,108,989           | 4,591,511           | 4,892,229           | 8,160,516    | 66.8%       |
| April         |                    | 2,446,983            | 3,467,596           | 4,725,413           | 3,823,630           | 4,618,479           | 13,618,822          | 6,369,336    | -53.2%      |
| May           |                    | 2,767,709            | 3,163,256           | 3,191,887           | 4,250,586           | 4,704,298           | 11,004,170          | 5,953,714    | -45.9%      |
| June          |                    | 2,861,074            | 3,508,380           | 4,130,054           | 4,505,288           | 4,650,005           | 10,638,629          | 6,598,194    | -38.0%      |
| July          |                    | 3,386,600            | 3,304,451           | 3,485,683           | 4,299,911           | 4,826,505           | 8,423,742           |              |             |
| August        |                    | 2,874,268            | 3,258,619           | 4,556,313           | 4,392,087           | 4,209,849           | 7,704,509           |              |             |
| September     |                    | 2,563,552            | 3,202,075           | 3,902,998           | 5,903,856           | 4,564,854           | 5,668,947           |              |             |
| October       | 1,210,111          | 2,816,303            | 3,387,152           | 3,959,021           | 4,442,568           | 4,920,692           | 7,500,533           |              |             |
| November      | 1,986,899          | 3,644,820            | 3,758,929           | 4,600,317           | 5,303,824           | 5,344,108           | 9,356,171           |              |             |
| December      | 2,149,892          | 3,596,733            | 3,873,112           | 3,982,197           | 4,742,699           | 5,512,446           | 9,385,415           |              |             |
| <b>Total</b>  | <b>\$5,346,902</b> | <b>\$31,604,103</b>  | <b>\$41,487,989</b> | <b>\$47,452,469</b> | <b>\$52,575,827</b> | <b>\$55,857,854</b> | <b>\$96,466,008</b> |              |             |

**Gross Sales**

| <b>Cochise</b> |                     | <b>Remote Seller</b> |                      |                      |                      |                      |                      |              |             |
|----------------|---------------------|----------------------|----------------------|----------------------|----------------------|----------------------|----------------------|--------------|-------------|
| <b>County</b>  | <b>2019</b>         | <b>2020</b>          | <b>2021</b>          | <b>2022</b>          | <b>2023</b>          | <b>2024</b>          | <b>2025</b>          | <b>2026</b>  | <b>% Ch</b> |
| January        |                     | \$8,357,653          | \$12,051,862         | \$13,281,625         | \$14,395,798         | \$15,101,974         | \$18,357,586         | \$20,342,807 | 10.8%       |
| February       |                     | 6,992,957            | 10,859,885           | 12,830,768           | 14,119,217           | 16,788,603           | 17,490,110           | 21,673,818   | 23.9%       |
| March          |                     | 7,771,783            | 14,680,730           | 14,975,852           | 16,355,569           | 18,105,235           | 20,256,370           | 23,780,173   | 17.4%       |
| April          |                     | 9,556,015            | 13,533,841           | 13,948,397           | 14,684,425           | 17,679,621           | 20,269,280           | 22,632,798   | 11.7%       |
| May            |                     | 10,229,664           | 12,468,401           | 13,527,993           | 15,911,956           | 18,182,044           | 19,877,797           | 23,214,815   | 16.8%       |
| June           |                     | 9,893,635            | 12,696,606           | 13,365,660           | 15,548,518           | 17,130,943           | 21,414,329           | 24,139,070   | 12.7%       |
| July           |                     | 10,422,642           | 11,656,418           | 14,426,083           | 16,759,907           | 17,792,348           | 20,196,204           |              |             |
| August         |                     | 9,982,580            | 12,834,497           | 14,016,193           | 15,711,408           | 16,967,836           | 21,475,515           |              |             |
| September      |                     | 9,618,110            | 12,347,927           | 13,159,293           | 14,687,796           | 17,067,537           | 19,454,079           |              |             |
| October        | 4,919,174           | 10,608,778           | 12,613,475           | 14,872,283           | 16,323,515           | 18,180,492           | 20,934,394           |              |             |
| November       | 8,148,658           | 12,155,276           | 15,077,732           | 16,918,328           | 19,694,185           | 20,270,551           | 23,324,352           |              |             |
| December       | 9,722,201           | 14,181,735           | 16,618,973           | 19,306,576           | 21,510,603           | 24,011,227           | 28,004,598           |              |             |
| <b>Total</b>   | <b>\$22,790,033</b> | <b>\$119,770,828</b> | <b>\$157,440,347</b> | <b>\$174,629,051</b> | <b>\$195,702,897</b> | <b>\$217,278,411</b> | <b>\$251,054,614</b> |              |             |

**Gross Sales**

| <b>Coconino</b> |                     | <b>Remote Seller</b> |                      |                      |                      |                      |                      |              |             |
|-----------------|---------------------|----------------------|----------------------|----------------------|----------------------|----------------------|----------------------|--------------|-------------|
| <b>County</b>   | <b>2019</b>         | <b>2020</b>          | <b>2021</b>          | <b>2022</b>          | <b>2023</b>          | <b>2024</b>          | <b>2025</b>          | <b>2026</b>  | <b>% Ch</b> |
| January         |                     | \$7,672,180          | \$12,689,376         | \$14,623,008         | \$15,576,202         | \$17,574,220         | \$19,876,931         | \$21,333,482 | 7.3%        |
| February        |                     | 7,109,150            | 11,439,189           | 13,769,760           | 14,649,572           | 15,959,163           | 17,737,366           | 20,771,948   | 17.1%       |
| March           |                     | 7,635,571            | 15,441,077           | 16,094,264           | 16,450,714           | 19,421,722           | 19,647,010           | 27,144,333   | 38.2%       |
| April           |                     | 9,179,121            | 14,013,336           | 15,664,564           | 16,262,569           | 19,455,587           | 21,686,966           | 24,995,804   | 15.3%       |
| May             |                     | 11,211,594           | 14,048,020           | 17,419,783           | 19,000,996           | 21,437,339           | 22,782,974           | 29,968,530   | 31.5%       |
| June            |                     | 11,408,969           | 15,810,505           | 15,987,088           | 18,086,926           | 19,671,948           | 27,170,866           | 31,007,630   | 14.1%       |
| July            |                     | 12,235,437           | 13,742,335           | 16,273,602           | 18,840,697           | 20,702,421           | 23,773,915           |              |             |
| August          |                     | 12,696,262           | 15,767,890           | 17,352,644           | 19,649,520           | 20,759,485           | 25,639,435           |              |             |
| September       |                     | 12,395,690           | 14,781,730           | 17,002,406           | 19,159,247           | 20,611,416           | 23,377,696           |              |             |
| October         | 6,566,052           | 11,840,760           | 15,448,851           | 20,725,882           | 19,020,265           | 21,053,288           | 23,324,053           |              |             |
| November        | 7,924,911           | 12,693,724           | 16,870,223           | 18,884,061           | 21,984,329           | 22,335,429           | 24,298,285           |              |             |
| December        | 9,726,526           | 15,096,955           | 17,819,606           | 19,263,474           | 20,662,731           | 24,096,986           | 27,611,883           |              |             |
| <b>Total</b>    | <b>\$24,217,489</b> | <b>\$131,175,413</b> | <b>\$177,872,138</b> | <b>\$203,060,536</b> | <b>\$219,343,768</b> | <b>\$243,079,004</b> | <b>\$276,927,380</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

| Gila         |                    | Remote Seller       |                     |                     |                     |                     |                     |             |       |
|--------------|--------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|-------------|-------|
| County       | 2019               | 2020                | 2021                | 2022                | 2023                | 2024                | 2025                | 2026        | % Ch  |
| January      |                    | \$2,307,974         | \$4,167,860         | \$4,722,005         | \$5,145,423         | \$6,273,082         | \$7,014,813         | \$7,538,787 | 7.5%  |
| February     |                    | 2,341,201           | 3,948,963           | 4,718,384           | 5,070,440           | 6,004,874           | 6,611,139           | 7,464,912   | 12.9% |
| March        |                    | 2,694,856           | 5,743,591           | 5,593,785           | 5,856,798           | 6,880,187           | 7,237,754           | 9,250,217   | 27.8% |
| April        |                    | 3,343,122           | 5,193,271           | 5,349,495           | 5,796,077           | 6,934,971           | 7,214,175           | 8,243,183   | 14.3% |
| May          |                    | 3,786,998           | 4,892,191           | 5,368,407           | 6,744,020           | 6,846,922           | 7,411,684           | 8,815,188   | 18.9% |
| June         |                    | 3,810,820           | 4,900,217           | 6,747,812           | 6,263,672           | 6,449,940           | 7,558,417           | 9,135,913   | 20.9% |
| July         |                    | 4,063,361           | 4,706,080           | 5,312,059           | 6,154,681           | 7,957,763           | 8,321,525           |             |       |
| August       |                    | 3,917,829           | 4,814,546           | 5,615,608           | 6,130,142           | 6,761,331           | 8,247,069           |             |       |
| September    |                    | 4,070,684           | 4,711,150           | 5,244,816           | 6,323,496           | 6,523,862           | 7,640,627           |             |       |
| October      | 1,749,696          | 3,989,602           | 5,223,286           | 5,583,656           | 6,628,487           | 7,123,410           | 8,034,151           |             |       |
| November     | 2,757,522          | 4,481,998           | 5,975,016           | 6,706,384           | 8,087,474           | 8,070,379           | 8,903,613           |             |       |
| December     | 3,325,701          | 5,470,958           | 6,645,123           | 7,121,033           | 7,521,456           | 8,777,282           | 10,019,784          |             |       |
| <b>Total</b> | <b>\$7,832,919</b> | <b>\$44,279,403</b> | <b>\$60,921,294</b> | <b>\$68,083,444</b> | <b>\$75,722,166</b> | <b>\$84,604,003</b> | <b>\$94,214,751</b> |             |       |

### Gross Sales

| Graham       |                    | Remote Seller       |                     |                     |                     |                     |                     |             |       |
|--------------|--------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|-------------|-------|
| County       | 2019               | 2020                | 2021                | 2022                | 2023                | 2024                | 2025                | 2026        | % Ch  |
| January      |                    | \$1,364,425         | \$2,637,583         | \$2,987,239         | \$3,397,973         | \$4,042,169         | \$5,014,933         | \$5,677,959 | 13.2% |
| February     |                    | 1,514,965           | 2,465,755           | 3,090,448           | 3,387,431           | 4,017,583           | 4,824,684           | 5,831,526   | 20.9% |
| March        |                    | 1,828,336           | 3,677,949           | 3,827,182           | 4,065,123           | 5,051,517           | 6,121,019           | 6,687,855   | 9.3%  |
| April        |                    | 2,156,164           | 3,239,440           | 3,328,632           | 3,567,217           | 4,800,941           | 5,266,689           | 6,212,467   | 18.0% |
| May          |                    | 2,332,918           | 3,042,074           | 3,301,641           | 4,282,113           | 4,685,704           | 5,491,894           | 6,227,876   | 13.4% |
| June         |                    | 2,444,423           | 2,901,157           | 3,120,688           | 3,810,448           | 4,509,551           | 5,310,412           | 7,405,554   | 39.5% |
| July         |                    | 2,364,326           | 2,564,144           | 3,170,414           | 4,073,879           | 4,459,481           | 5,799,004           |             |       |
| August       |                    | 2,448,421           | 2,929,456           | 3,388,932           | 4,200,998           | 4,537,722           | 6,165,309           |             |       |
| September    |                    | 2,286,056           | 2,804,764           | 3,280,353           | 4,441,127           | 4,497,897           | 5,410,398           |             |       |
| October      | 1,064,660          | 2,375,384           | 2,871,355           | 3,567,070           | 3,952,270           | 5,435,398           | 5,425,864           |             |       |
| November     | 1,668,987          | 2,890,076           | 4,077,633           | 4,381,906           | 5,620,276           | 5,904,658           | 6,501,248           |             |       |
| December     | 2,139,604          | 3,372,399           | 4,207,763           | 5,045,271           | 5,161,761           | 6,675,688           | 7,502,511           |             |       |
| <b>Total</b> | <b>\$4,873,251</b> | <b>\$27,377,893</b> | <b>\$37,419,073</b> | <b>\$42,489,776</b> | <b>\$49,960,616</b> | <b>\$58,618,309</b> | <b>\$68,833,965</b> |             |       |

### Gross Sales

| Greenlee     |                    | Remote Seller      |                     |                     |                     |                     |                     |             |        |
|--------------|--------------------|--------------------|---------------------|---------------------|---------------------|---------------------|---------------------|-------------|--------|
| County       | 2019               | 2020               | 2021                | 2022                | 2023                | 2024                | 2025                | 2026        | % Ch   |
| January      |                    | \$475,335          | \$836,448           | \$844,577           | \$943,027           | \$1,022,487         | \$1,395,607         | \$1,484,614 | 6.4%   |
| February     |                    | 559,590            | 789,117             | 970,759             | 982,443             | 1,322,940           | 1,685,361           | 1,738,990   | 3.2%   |
| March        |                    | 620,700            | 1,318,646           | 1,140,785           | 1,230,825           | 1,421,212           | 1,846,726           | 1,930,902   | 4.6%   |
| April        |                    | 682,584            | 1,064,210           | 1,007,060           | 1,009,733           | 1,224,595           | 1,544,605           | 1,885,251   | 22.1%  |
| May          |                    | 779,544            | 906,001             | 933,043             | 1,206,072           | 1,362,258           | 2,347,474           | 2,243,189   | -4.4%  |
| June         |                    | 1,079,391          | 860,117             | 1,027,532           | 912,301             | 1,173,337           | 3,318,166           | 1,985,567   | -40.2% |
| July         |                    | 963,354            | 732,379             | 916,458             | 1,186,732           | 1,225,071           | 2,677,438           |             |        |
| August       |                    | 810,916            | 881,619             | 913,176             | 1,135,880           | 1,267,061           | 1,919,041           |             |        |
| September    |                    | 743,626            | 812,274             | 814,689             | 1,123,458           | 1,487,844           | 1,893,833           |             |        |
| October      | 343,442            | 737,872            | 743,492             | 893,420             | 1,065,947           | 1,254,590           | 1,850,705           |             |        |
| November     | 601,056            | 962,859            | 1,119,087           | 1,142,516           | 1,544,342           | 1,705,157           | 2,115,373           |             |        |
| December     | 677,764            | 1,047,343          | 1,129,380           | 1,291,925           | 1,323,359           | 1,766,701           | 2,142,775           |             |        |
| <b>Total</b> | <b>\$1,622,262</b> | <b>\$9,463,114</b> | <b>\$11,192,770</b> | <b>\$11,895,940</b> | <b>\$13,664,119</b> | <b>\$16,233,253</b> | <b>\$24,737,104</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

| La Paz       |                    | Remote Seller       |                     |                     |                     |                     |                     |             |       |
|--------------|--------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|-------------|-------|
| County       | 2019               | 2020                | 2021                | 2022                | 2023                | 2024                | 2025                | 2026        | % Ch  |
| January      |                    | \$1,453,055         | \$2,172,536         | \$2,448,895         | \$3,242,729         | \$3,831,320         | \$4,193,546         | \$4,606,315 | 9.8%  |
| February     |                    | 1,397,987           | 1,996,016           | 2,476,876           | 2,923,639           | 3,358,799           | 3,633,581           | 4,318,704   | 18.9% |
| March        |                    | 1,378,457           | 2,578,618           | 2,375,387           | 3,027,906           | 3,353,121           | 3,699,869           | 3,731,885   | 0.9%  |
| April        |                    | 1,510,838           | 2,111,912           | 1,972,652           | 2,373,670           | 2,688,449           | 2,912,652           | 3,369,210   | 15.7% |
| May          |                    | 1,506,882           | 1,576,941           | 1,835,277           | 2,222,705           | 2,266,131           | 2,911,127           | 3,077,782   | 5.7%  |
| June         |                    | 1,260,259           | 1,621,113           | 1,672,688           | 2,537,582           | 2,579,067           | 2,805,050           | 3,004,889   | 7.1%  |
| July         |                    | 1,389,521           | 1,416,476           | 1,634,037           | 1,954,696           | 2,222,471           | 2,965,057           |             |       |
| August       |                    | 1,202,933           | 1,481,011           | 1,797,054           | 2,021,342           | 2,038,256           | 4,004,150           |             |       |
| September    |                    | 1,324,554           | 1,369,014           | 1,814,165           | 2,112,608           | 2,760,824           | 3,401,452           |             |       |
| October      | 752,952            | 1,570,099           | 1,882,549           | 2,726,971           | 2,692,586           | 3,088,893           | 3,367,406           |             |       |
| November     | 1,328,150          | 1,986,092           | 2,433,381           | 3,384,630           | 3,761,397           | 4,182,504           | 4,628,279           |             |       |
| December     | 1,573,316          | 2,351,829           | 2,879,204           | 3,406,059           | 3,610,101           | 7,961,775           | 5,635,550           |             |       |
| <b>Total</b> | <b>\$3,654,418</b> | <b>\$18,332,506</b> | <b>\$23,518,771</b> | <b>\$27,544,691</b> | <b>\$32,480,961</b> | <b>\$40,331,610</b> | <b>\$44,157,719</b> |             |       |

### Gross Sales

| Maricopa     |                      | Remote Seller          |                        |                        |                        |                        |                         |               |       |
|--------------|----------------------|------------------------|------------------------|------------------------|------------------------|------------------------|-------------------------|---------------|-------|
| County       | 2019                 | 2020                   | 2021                   | 2022                   | 2023                   | 2024                   | 2025                    | 2026          | % Ch  |
| January      |                      | \$243,326,459          | \$450,133,842          | \$585,936,398          | \$674,130,220          | \$738,202,759          | \$844,585,995           | \$948,332,885 | 12.3% |
| February     |                      | 237,398,179            | 433,646,026            | 544,893,825            | 648,503,861            | 708,955,487            | 779,864,587             | 915,661,084   | 17.4% |
| March        |                      | 279,687,062            | 574,427,929            | 633,560,731            | 729,101,756            | 842,299,272            | 889,397,729             | 1,066,805,920 | 19.9% |
| April        |                      | 332,279,959            | 509,885,638            | 582,698,350            | 657,658,741            | 769,199,544            | 901,175,471             | 1,021,046,339 | 13.3% |
| May          |                      | 356,127,435            | 517,176,077            | 607,240,271            | 690,443,164            | 791,721,177            | 856,486,606             | 1,033,326,172 | 20.6% |
| June         |                      | 357,041,179            | 486,634,841            | 599,905,130            | 628,823,981            | 726,635,854            | 860,797,357             | 1,048,217,812 | 21.8% |
| July         |                      | 385,316,906            | 457,818,310            | 601,192,468            | 680,914,793            | 768,371,539            | 923,408,165             |               |       |
| August       |                      | 386,940,655            | 509,857,134            | 599,495,929            | 698,754,301            | 736,276,119            | 965,257,850             |               |       |
| September    |                      | 376,532,372            | 513,618,830            | 617,395,757            | 686,482,182            | 763,238,966            | 834,173,574             |               |       |
| October      | 181,006,178          | 420,127,357            | 538,055,444            | 794,181,646            | 797,970,299            | 810,475,416            | 952,573,450             |               |       |
| November     | 267,603,543          | 478,465,141            | 676,016,344            | 761,189,517            | 869,572,676            | 918,028,895            | 1,032,982,952           |               |       |
| December     | 342,221,961          | 577,682,952            | 756,168,411            | 860,224,621            | 912,816,638            | 1,108,823,552          | 1,254,143,296           |               |       |
| <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> | <b>\$8,675,172,612</b> | <b>\$9,682,228,580</b> | <b>\$11,094,847,032</b> |               |       |

### Gross Sales

| Mohave       |                     | Remote Seller        |                      |                      |                      |                      |                      |              |       |
|--------------|---------------------|----------------------|----------------------|----------------------|----------------------|----------------------|----------------------|--------------|-------|
| County       | 2019                | 2020                 | 2021                 | 2022                 | 2023                 | 2024                 | 2025                 | 2026         | % Ch  |
| January      |                     | \$11,252,690         | \$19,775,433         | \$23,424,235         | \$26,694,869         | \$30,981,413         | \$36,216,341         | \$41,179,733 | 13.7% |
| February     |                     | 11,246,571           | 18,842,533           | 23,443,599           | 27,018,019           | 30,812,849           | 36,170,792           | 38,848,332   | 7.4%  |
| March        |                     | 12,410,444           | 25,903,730           | 29,145,435           | 29,865,826           | 33,676,237           | 39,446,784           | 45,812,076   | 16.1% |
| April        |                     | 17,191,262           | 23,627,508           | 25,679,412           | 27,625,993           | 32,716,618           | 38,877,598           | 41,836,751   | 7.6%  |
| May          |                     | 16,414,624           | 21,895,258           | 25,453,519           | 28,850,077           | 33,173,634           | 39,067,123           | 41,812,066   | 7.0%  |
| June         |                     | 15,824,526           | 21,434,875           | 24,726,624           | 27,092,762           | 30,500,816           | 36,515,524           | 44,496,378   | 21.9% |
| July         |                     | 16,489,026           | 19,290,085           | 23,313,883           | 29,291,171           | 31,696,045           | 38,202,503           |              |       |
| August       |                     | 15,565,725           | 20,069,380           | 23,264,040           | 28,138,955           | 30,337,688           | 37,132,816           |              |       |
| September    |                     | 15,513,171           | 20,040,049           | 22,727,133           | 28,078,363           | 31,526,037           | 39,753,760           |              |       |
| October      | 7,321,090           | 16,778,293           | 21,785,248           | 28,825,914           | 32,459,846           | 36,309,782           | 39,873,839           |              |       |
| November     | 11,959,886          | 19,621,936           | 25,906,689           | 31,009,476           | 38,022,778           | 43,224,870           | 45,930,444           |              |       |
| December     | 14,561,431          | 23,920,275           | 29,528,610           | 33,734,390           | 37,323,895           | 45,724,962           | 51,259,452           |              |       |
| <b>Total</b> | <b>\$33,842,407</b> | <b>\$192,228,543</b> | <b>\$268,099,398</b> | <b>\$314,747,660</b> | <b>\$360,462,554</b> | <b>\$410,680,951</b> | <b>\$478,446,976</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

| Navajo       |                     | Remote Seller       |                      |                      |                      |                      |                      |              |       |
|--------------|---------------------|---------------------|----------------------|----------------------|----------------------|----------------------|----------------------|--------------|-------|
| County       | 2019                | 2020                | 2021                 | 2022                 | 2023                 | 2024                 | 2025                 | 2026         | % Ch  |
| January      |                     | \$3,510,996         | \$6,667,743          | \$8,233,569          | \$8,948,399          | \$9,627,996          | \$11,737,030         | \$13,072,708 | 11.4% |
| February     |                     | 3,445,631           | 6,358,835            | 7,708,042            | 8,569,342            | 9,804,155            | 10,734,644           | 12,969,054   | 20.8% |
| March        |                     | 4,163,553           | 9,123,403            | 9,291,505            | 10,592,791           | 11,205,426           | 13,588,709           | 15,347,105   | 12.9% |
| April        |                     | 5,373,908           | 8,729,648            | 9,044,667            | 9,284,170            | 10,996,463           | 13,043,318           | 15,203,920   | 16.6% |
| May          |                     | 6,366,481           | 8,405,602            | 9,732,029            | 11,110,602           | 12,166,163           | 14,303,094           | 16,234,412   | 13.5% |
| June         |                     | 6,647,993           | 9,597,754            | 9,835,740            | 10,838,318           | 11,876,665           | 15,055,138           | 17,968,804   | 19.4% |
| July         |                     | 7,154,229           | 8,488,651            | 10,843,044           | 11,485,433           | 12,922,470           | 15,631,891           |              |       |
| August       |                     | 6,811,413           | 8,855,021            | 10,137,453           | 11,482,134           | 12,151,355           | 15,974,974           |              |       |
| September    |                     | 6,117,800           | 8,454,793            | 9,366,933            | 12,568,855           | 12,127,209           | 13,737,234           |              |       |
| October      | 2,726,394           | 6,502,001           | 8,605,522            | 10,065,108           | 11,092,765           | 12,024,290           | 14,660,444           |              |       |
| November     | 4,173,778           | 7,133,646           | 9,888,124            | 11,156,258           | 13,222,820           | 13,086,897           | 15,234,519           |              |       |
| December     | 4,946,279           | 8,628,949           | 10,856,861           | 11,629,152           | 12,847,102           | 15,058,006           | 17,433,682           |              |       |
| <b>Total</b> | <b>\$11,846,451</b> | <b>\$71,856,600</b> | <b>\$104,031,957</b> | <b>\$117,043,500</b> | <b>\$132,042,731</b> | <b>\$143,047,095</b> | <b>\$171,134,677</b> |              |       |

### Gross Sales

| Pima         |                      | Remote Seller        |                        |                        |                        |                        |                        |               |       |
|--------------|----------------------|----------------------|------------------------|------------------------|------------------------|------------------------|------------------------|---------------|-------|
| County       | 2019                 | 2020                 | 2021                   | 2022                   | 2023                   | 2024                   | 2025                   | 2026          | % Ch  |
| January      |                      | \$53,004,528         | \$94,743,681           | \$114,574,782          | \$126,051,155          | \$136,613,074          | \$156,667,411          | \$170,119,249 | 8.6%  |
| February     |                      | 52,920,545           | 85,985,539             | 103,644,747            | 120,223,525            | 132,127,106            | 141,030,359            | 164,318,104   | 16.5% |
| March        |                      | 59,417,229           | 119,328,548            | 124,394,549            | 133,956,178            | 149,928,747            | 162,254,648            | 196,212,663   | 20.9% |
| April        |                      | 73,756,799           | 104,730,174            | 110,855,871            | 127,221,286            | 141,394,972            | 157,776,077            | 180,502,217   | 14.4% |
| May          |                      | 79,878,832           | 100,868,015            | 111,295,226            | 130,125,177            | 141,701,118            | 158,542,738            | 182,377,443   | 15.0% |
| June         |                      | 76,495,171           | 100,368,929            | 108,232,055            | 123,443,513            | 134,926,556            | 150,235,524            | 189,120,131   | 25.9% |
| July         |                      | 82,147,359           | 90,033,358             | 113,390,745            | 130,843,922            | 140,721,612            | 162,137,779            |               |       |
| August       |                      | 80,703,981           | 101,211,832            | 113,641,206            | 130,758,495            | 138,290,279            | 175,931,896            |               |       |
| September    |                      | 77,769,805           | 99,626,737             | 110,821,729            | 131,163,256            | 139,628,419            | 155,627,245            |               |       |
| October      | 41,328,576           | 85,019,071           | 101,533,571            | 162,216,613            | 144,093,908            | 150,701,817            | 174,930,875            |               |       |
| November     | 57,896,590           | 94,410,987           | 126,401,878            | 138,110,657            | 160,622,399            | 170,480,721            | 191,091,289            |               |       |
| December     | 71,845,173           | 116,238,765          | 142,441,603            | 163,241,472            | 168,499,719            | 200,951,854            | 224,684,530            |               |       |
| <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> | <b>\$1,627,002,533</b> | <b>\$1,777,466,275</b> | <b>\$2,010,910,371</b> |               |       |

### Gross Sales

| Pinal        |                     | Remote Seller        |                      |                      |                      |                      |                      |              |       |
|--------------|---------------------|----------------------|----------------------|----------------------|----------------------|----------------------|----------------------|--------------|-------|
| County       | 2019                | 2020                 | 2021                 | 2022                 | 2023                 | 2024                 | 2025                 | 2026         | % Ch  |
| January      |                     | \$18,756,929         | \$36,549,839         | \$46,457,954         | \$55,737,747         | \$58,957,831         | \$73,395,548         | \$81,386,305 | 10.9% |
| February     |                     | 18,897,746           | 33,107,294           | 45,867,874           | 55,071,852           | 64,332,546           | 71,489,270           | 84,306,274   | 17.9% |
| March        |                     | 21,456,321           | 46,902,154           | 53,459,573           | 62,487,072           | 68,938,334           | 82,600,393           | 98,357,098   | 19.1% |
| April        |                     | 27,731,616           | 42,683,687           | 47,520,025           | 54,696,342           | 61,006,733           | 74,855,470           | 84,980,642   | 13.5% |
| May          |                     | 29,061,062           | 38,955,675           | 47,256,489           | 56,373,221           | 61,597,043           | 74,100,239           | 85,363,230   | 15.2% |
| June         |                     | 29,131,173           | 38,635,886           | 44,149,828           | 52,265,814           | 59,184,214           | 80,719,538           | 88,575,844   | 9.7%  |
| July         |                     | 29,478,809           | 35,368,806           | 46,205,243           | 53,108,473           | 61,610,298           | 74,419,490           |              |       |
| August       |                     | 28,276,830           | 37,428,458           | 45,004,416           | 52,608,322           | 59,067,470           | 76,438,123           |              |       |
| September    |                     | 27,421,696           | 37,094,732           | 45,678,524           | 55,095,697           | 58,912,291           | 69,151,419           |              |       |
| October      | 12,643,060          | 30,313,252           | 40,313,621           | 51,997,995           | 56,962,391           | 66,115,001           | 79,549,580           |              |       |
| November     | 20,370,929          | 35,799,085           | 51,390,285           | 62,308,550           | 71,281,216           | 79,370,196           | 91,623,294           |              |       |
| December     | 26,660,004          | 44,962,850           | 59,351,131           | 70,860,468           | 76,776,974           | 93,597,999           | 110,125,097          |              |       |
| <b>Total</b> | <b>\$59,673,993</b> | <b>\$341,287,369</b> | <b>\$497,781,568</b> | <b>\$606,766,939</b> | <b>\$702,465,121</b> | <b>\$792,689,956</b> | <b>\$958,467,461</b> |              |       |

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                 | 2026         | % Ch  |
| January      |                     | \$4,283,215         | \$5,730,508         | \$6,662,149         | \$8,226,116          | \$9,651,991          | \$10,899,682         | \$11,381,936 | 4.4%  |
| February     |                     | 4,383,778           | 4,791,698           | 6,181,550           | 8,029,204            | 9,293,608            | 9,474,302            | 10,901,121   | 15.1% |
| March        |                     | 4,142,764           | 6,910,555           | 7,645,707           | 9,431,613            | 9,970,646            | 10,833,267           | 12,119,266   | 11.9% |
| April        |                     | 3,774,762           | 5,829,704           | 6,909,076           | 7,387,732            | 9,767,765            | 9,689,564            | 11,270,853   | 16.3% |
| May          |                     | 4,286,596           | 5,754,542           | 6,839,599           | 8,667,257            | 10,120,825           | 9,618,790            | 12,642,331   | 31.4% |
| June         |                     | 4,477,782           | 5,581,726           | 6,794,814           | 7,638,156            | 9,463,696            | 10,611,980           | 12,884,356   | 21.4% |
| July         |                     | 4,583,069           | 5,437,265           | 6,815,183           | 8,246,036            | 9,466,939            | 10,728,331           |              |       |
| August       |                     | 4,686,882           | 5,965,954           | 7,478,241           | 8,484,293            | 8,920,293            | 10,977,122           |              |       |
| September    |                     | 4,569,241           | 5,751,322           | 6,360,024           | 8,571,099            | 8,985,654            | 11,305,635           |              |       |
| October      | 2,195,899           | 4,990,352           | 6,182,437           | 7,578,560           | 9,472,045            | 9,488,869            | 11,106,669           |              |       |
| November     | 6,049,955           | 6,398,595           | 7,345,433           | 8,766,013           | 10,927,187           | 11,559,521           | 11,749,672           |              |       |
| December     | 5,482,920           | 6,572,268           | 8,119,758           | 10,505,625          | 10,162,123           | 12,087,315           | 13,080,699           |              |       |
| <b>Total</b> | <b>\$13,728,774</b> | <b>\$57,149,304</b> | <b>\$73,400,902</b> | <b>\$88,536,541</b> | <b>\$105,242,861</b> | <b>\$118,777,122</b> | <b>\$130,075,713</b> |              |       |

### Gross Sales

| Yavapai      |                     | Remote Seller        |                      |                      |                      |                      |                      |              |        |
|--------------|---------------------|----------------------|----------------------|----------------------|----------------------|----------------------|----------------------|--------------|--------|
| County       | 2019                | 2020                 | 2021                 | 2022                 | 2023                 | 2024                 | 2025                 | 2026         | % Ch   |
| January      |                     | \$14,566,191         | \$24,865,953         | \$30,700,397         | \$34,283,051         | \$38,482,412         | \$43,900,919         | \$49,338,513 | 12.4%  |
| February     |                     | 14,315,059           | 23,044,924           | 29,640,955           | 33,004,628           | 37,416,842           | 57,487,991           | 46,538,819   | -19.0% |
| March        |                     | 16,285,791           | 31,415,453           | 34,495,915           | 36,850,487           | 43,609,410           | 46,882,698           | 56,656,743   | 20.8%  |
| April        |                     | 19,360,829           | 28,909,791           | 32,070,051           | 36,748,240           | 40,868,570           | 45,912,488           | 53,869,110   | 17.3%  |
| May          |                     | 21,422,752           | 29,317,750           | 33,687,740           | 38,423,361           | 43,929,570           | 47,232,697           | 56,025,173   | 18.6%  |
| June         |                     | 20,962,930           | 29,543,837           | 32,797,102           | 37,231,385           | 40,577,290           | 46,241,914           | 58,718,177   | 27.0%  |
| July         |                     | 22,333,163           | 26,632,480           | 31,573,606           | 38,259,191           | 41,916,937           | 48,980,772           |              |        |
| August       |                     | 23,266,850           | 29,109,561           | 32,313,006           | 38,385,143           | 41,687,076           | 49,721,613           |              |        |
| September    |                     | 21,785,106           | 28,147,060           | 32,525,234           | 37,340,211           | 43,002,707           | 46,517,366           |              |        |
| October      | 10,911,688          | 23,166,811           | 29,683,516           | 35,645,229           | 41,059,954           | 44,345,128           | 50,533,729           |              |        |
| November     | 16,838,828          | 25,822,702           | 35,384,281           | 39,813,021           | 47,065,130           | 50,136,024           | 56,328,505           |              |        |
| December     | 20,011,043          | 31,283,987           | 38,542,544           | 44,967,858           | 47,483,445           | 59,110,912           | 63,591,284           |              |        |
| <b>Total</b> | <b>\$47,761,559</b> | <b>\$254,572,171</b> | <b>\$354,597,150</b> | <b>\$410,230,114</b> | <b>\$466,134,226</b> | <b>\$525,082,878</b> | <b>\$603,331,976</b> |              |        |

### Gross Sales

| Yuma         |                     | Remote Seller        |                      |                      |                      |                      |                      |              |       |
|--------------|---------------------|----------------------|----------------------|----------------------|----------------------|----------------------|----------------------|--------------|-------|
| County       | 2019                | 2020                 | 2021                 | 2022                 | 2023                 | 2024                 | 2025                 | 2026         | % Ch  |
| January      |                     | \$8,492,596          | \$15,548,092         | \$18,401,704         | \$19,353,501         | \$23,613,909         | \$25,491,293         | \$29,609,183 | 16.2% |
| February     |                     | 8,641,577            | 14,061,505           | 17,242,716           | 20,278,942           | 23,072,895           | 23,756,827           | 29,557,196   | 24.4% |
| March        |                     | 9,119,950            | 19,360,380           | 18,978,691           | 21,881,807           | 25,497,046           | 26,543,520           | 33,340,829   | 25.6% |
| April        |                     | 11,098,467           | 16,478,537           | 17,489,684           | 19,564,289           | 22,552,830           | 24,380,572           | 29,560,546   | 21.2% |
| May          |                     | 12,321,354           | 14,931,417           | 14,903,045           | 19,002,465           | 21,950,069           | 22,733,299           | 29,070,250   | 27.9% |
| June         |                     | 12,214,267           | 15,162,050           | 16,257,191           | 18,159,889           | 20,524,984           | 22,151,249           | 29,189,079   | 31.8% |
| July         |                     | 12,557,477           | 13,150,561           | 15,232,849           | 18,659,528           | 21,511,072           | 24,350,019           |              |       |
| August       |                     | 11,798,998           | 14,101,331           | 16,346,089           | 18,993,693           | 20,825,764           | 25,286,097           |              |       |
| September    |                     | 11,158,843           | 13,968,103           | 15,672,503           | 19,094,395           | 21,504,391           | 23,712,464           |              |       |
| October      | 5,056,517           | 13,201,913           | 15,067,276           | 19,207,738           | 20,914,756           | 23,656,216           | 25,473,297           |              |       |
| November     | 9,524,271           | 14,411,667           | 18,661,496           | 21,248,622           | 26,054,667           | 28,151,621           | 31,167,795           |              |       |
| December     | 11,025,159          | 19,572,924           | 21,239,588           | 24,271,686           | 27,152,634           | 30,487,394           | 35,931,171           |              |       |
| <b>Total</b> | <b>\$25,605,947</b> | <b>\$144,590,033</b> | <b>\$191,730,336</b> | <b>\$215,252,518</b> | <b>\$249,110,566</b> | <b>\$283,348,191</b> | <b>\$310,977,603</b> |              |       |

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             | 2023             | 2024             | 2025             | 2026            | % Ch  |
| January   |                 | \$380,238,509   | \$691,566,065   | \$876,286,181    | \$999,260,401    | \$1,098,226,764  | \$1,262,869,807  | \$1,415,495,276 | 12.1% |
| February  |                 | 372,724,793     | 654,568,190     | 819,530,131      | 965,500,312      | 1,066,932,430    | 1,186,141,682    | 1,370,976,203   | 15.6% |
| March     |                 | 430,284,736     | 881,150,962     | 959,860,479      | 1,085,263,454    | 1,243,949,624    | 1,335,248,725    | 1,605,337,583   | 20.2% |
| April     |                 | 519,442,428     | 783,498,292     | 878,263,348      | 987,704,115      | 1,145,906,138    | 1,338,223,746    | 1,511,978,429   | 13.0% |
| May       |                 | 558,494,446     | 777,401,221     | 901,985,947      | 1,036,613,773    | 1,175,844,296    | 1,293,911,705    | 1,536,352,169   | 18.7% |
| June      |                 | 555,553,591     | 749,257,993     | 888,750,007      | 957,158,553      | 1,089,854,866    | 1,300,544,092    | 1,572,447,398   | 20.9% |
| July      |                 | 594,885,280     | 694,341,799     | 893,785,358      | 1,024,079,049    | 1,147,402,973    | 1,370,015,835    |                 |       |
| August    |                 | 591,984,544     | 768,566,309     | 895,320,300      | 1,040,846,712    | 1,104,097,583    | 1,431,875,519    |                 |       |
| September |                 | 573,870,305     | 766,730,561     | 905,766,557      | 1,032,145,644    | 1,136,439,909    | 1,260,825,731    |                 |       |
| October   | 279,795,490     | 634,037,848     | 803,396,795     | 1,162,047,107    | 1,168,151,603    | 1,214,173,282    | 1,419,138,987    |                 |       |
| November  | 418,833,964     | 720,878,603     | 1,000,306,532   | 1,129,620,257    | 1,302,764,699    | 1,381,851,530    | 1,555,235,792    |                 |       |
| December  | 526,068,975     | 873,980,923     | 1,119,421,666   | 1,278,851,808    | 1,357,595,239    | 1,644,644,100    | 1,860,551,728    |                 |       |
| 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 | \$16,614,583,349 |                 |       |

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

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