



The Economic Impact of Short-Term Rentals in Arizona

February 2022

Prepared By:



Rounds Consulting Group



Table of Contents

<i>Executive Summary</i>	1
Key Findings	1
<i>Introduction</i>	2
<i>Model Methodology & Assumptions</i>	3
Economic and Fiscal Impact Methodology	3
Data and Assumptions	5
<i>Economic and Fiscal Impacts</i>	6
Economic and Fiscal Impact Summaries by County	7
Jobs Impacts by Industry	10
<i>Appendix – Fiscal Impact Details</i>	12



Executive Summary

This report, prepared by Rounds Consulting Group, Inc. (RCG), is intended to provide context on the economic impacts of short-term rentals (STR) in Arizona. STRs provide travelers and tourists with alternatives to hotels and generate significant economic benefits for local communities.

The tourism industry is an integral part of the Arizona economy, where visitor spending supports local businesses, creates jobs, drives economic growth, and generates significant tax revenues. This is especially true in regions such as rural areas, where traditional accommodations are unavailable or unaffordable. Homeowners also benefit when they use their properties as STRs by earning alternative sources of income.

This analysis quantifies the jobs, income, economic output, and tax revenue impacts created by the visitors that stayed at STRs across the state in 2021. The analysis quantifies the direct impacts as well as the ripple effects created as the cycle of spending and re-spending circulates throughout the local economy.

The following summarizes the key findings of the analysis.

Key Findings

- In 2021, STR and visitor activity contributed over \$6.6B to Arizona's economy.
- The spending of visitors that stayed at STRs in 2021 supported approximately 75,500 jobs across the state.
- The economic activity generated by travelers staying at STRs produced \$2.8B in income for local residents.
- In total, STR and visitor spending activity generated \$538.4M in state and local (i.e., county and city) tax revenues in 2021.
- The state collected approximately \$275.3M in tax revenues and local governments collected approximately \$263.0M in tax revenues from STR and traveler activity.



- These tax revenues included the bed taxes levied on STR rental fees and the sales taxes levied on visitor spending as well as the tax revenues generated by the 75,500 jobs across the state.



Introduction

Rounds Consulting Group, Inc. (RCG) was contracted by Airbnb and Vrbo to analyze the economic and fiscal impacts of short-term rentals (STR) in Arizona. An economic and fiscal impact model was developed to quantify the direct and multiplier effects, or secondary effects, of the state's STR activity in 2021.

The impact estimates were based on certain proprietary information provided by Airbnb and Vrbo and research conducted by RCG. Impacts for each county were calculated based on the level of STR activity in each county and local tax structures. These impacts were then aggregated to determine the statewide impact as a whole.

The analysis is intended to provide accurate economic impact estimates, and is not a public policy opinion document.





Model Methodology & Assumptions

Economic and fiscal impact models are an effective way to demonstrate regional implications of a particular project, policy, business, development or other activities in a given area. The study area can range from a single neighborhood or city to an entire state or country. Typically, the level of effects resulting from the activity is estimated in terms of output, labor income, employment, and tax revenues.

RCG developed an economic and fiscal impact model to analyze the effects of short-term rentals in Arizona. The RCG proprietary model employs an input-output methodology commonly used by economists to determine impacts. This method was used to estimate the “multiplier” or “ripple” effects caused by the activities being analyzed. The activity was then converted into tax revenues in each of the relevant categories.

Economic and Fiscal Impact Methodology

An economic impact model provides a quantifiable method to estimate the economic activity of a particular activity in a given area. Impacts can be used to measure existing activity and to measure potential expansions/contractions of an area’s economy resulting from changes in economic activity.

Fiscal impact models provide estimates for the government revenues that are generated by a particular project, policy, business, development, or activity in a given area. Typically, fiscal impacts examine revenues that are likely to result from a project or activity and are determined by the study area’s tax structure.

The level of economic and fiscal impacts resulting from the activity is estimated in terms of output, labor income, employment, and tax revenues. These are defined as:

- **Output** captures the broader level of economic activity or the total value of goods and services produced in the region, similar to how statistics like gross domestic product (GDP) capture economic volume in individual states and across the country.
- **Labor income**, a component of output, represents employee-earned income and wages. The labor income component is used to measure the total change in income throughout the economy due to economic or business activity.
- **Employment** is the total number of full-time (or equivalent) jobs created in the economy on an annualized basis.
- **Tax revenues** is the sum of all the government taxes (i.e., sales taxes, excise taxes, lease taxes, transient lodging taxes, income taxes, property taxes, etc.) generated by the activity being analyzed.

The economic and fiscal effects occurring as a direct consequence of the initial activity create additional activity in the regional economy. This relationship is known as the “multiplier” or “ripple” effect. The basis



for multiplier effects is the interdependencies between industries, how one industry impacts other sectors, and the cycle of spending and re-spending within the regional economy. The cycle of spending works its way through the local economy until all the money is spent or makes its way out.

An input-output model is used to generate these multipliers. These multipliers quantify relationships among industries and estimate the extent that the area being analyzed can capture sales, labor income, and the job impacts within the region.

Input-output models measure impacts based on their source. *Direct* effects are the result of the initial activity being analyzed. The multiplier effects, or secondary effects, are measured as either *indirect* or *induced*. These are defined as:

- ***Direct effects, or impacts***, measure business activity at an individual site or the initial change in the economy attributed to the development under consideration. This includes the direct jobs, income, economic output, and state and local taxes generated by travelers and tourists as they spend their money in the local economy.

For example, visitors from around the world travel to Arizona and stay at STRs. While they visit, these travelers go out to dinner at local restaurants, visit museums, play golf, attend events, buy food and supplies at local grocery stores, etc. Local businesses respond to the inflow of spending by hiring additional staff, increasing the number of hours worked by their employees, and increasing wages.

The initial jobs, labor income, and economic output that is generated by visitor spending is the direct impact. Furthermore, the State of Arizona and local governments (i.e., counties and cities) directly collect tax revenues from the sales taxes that are levied on the goods and services purchased by travelers as well as the taxable spending and wages of the direct jobs.

- ***Secondary impacts (i.e., indirect and induced) impacts*** capture additional output, labor income, employment, and tax revenue changes generated as a result of increased demand in the industries which supply services or products to the direct businesses or owners of the STRs (i.e., the business-to-business purchases in the supply chain).

For example, owners of the STRs will hire house cleaning and gardening services supporting local secondary jobs. Furthermore, the above-mentioned direct businesses (i.e., the businesses impacted by visitor spending) increase the number of products or services that they sell, subsequently increasing the demand for supplier companies which respond by hiring new workers or increasing payroll hours.

Additionally, secondary impacts capture the effects generated by the re-spending of income in the local economy. As the jobs supported by the initial activity spend their household income on local goods and services, they generate additional jobs, labor income, economic output, and tax revenues. For example, this would include the additional grocery store, gas station, etc., employees that are supported by direct and supplier employee household spending in the local economy.



A commonly used input-output model used to generate economic multipliers is IMPLAN (short for “impact analysis for planning”). Originally developed by the U.S. Forest Service in the 1970s, the responsibility for developing IMPLAN data sets shifted to the University of Minnesota as demand grew for regional models. Now, IMPLAN runs as a private organization and is the leading provider of nationwide economic impact data and analytical software.

The RCG custom impact model employs this input-output model methodology and uses Arizona-specific IMPLAN multipliers. The model was designed to produce tax revenue information for the state and local (i.e., county and city) governments.

Data and Assumptions

The data and assumptions used in this report are subject to marginal uncertainty and variation. Therefore, actual impacts may vary, and some impacts may not materialize due to unanticipated events and changing circumstances. However, RCG has made extensive efforts to confirm the accuracy of the information contained in this analysis.

Airbnb and Vrbo provided proprietary monthly STR data by county for 2021. This data was utilized to estimate the income earned by STR owners and the taxes levied on rental fees. Estimates from the Arizona Office of Tourism on visitor profiles (i.e., purpose of trips, length of stay, ages, household incomes, and average per person expenditures including lodging, restaurant/food, retail, transportation, and recreation/entertainment) by region as well as national surveys were utilized to estimate the amount spent per party across the state in 2021.





Economic and Fiscal Impacts

The economic and fiscal impacts of STR and visitor spending activity in Arizona are significant. In 2021, 75,543 jobs were supported by the spending and re-spending of travelers staying in STRs. For context, this is nearly equivalent to the educational services industry (e.g., schools, colleges, universities, etc.) in Arizona, which employed approximately 71,400 individuals in 2021.

The total labor income produced by visitor spending and STR activity equaled \$2.8B in 2021. Across Arizona, \$6.6B in economic output (i.e., the total value of economic activity) was generated in 2021. This is approximately the same level of activity generated by the agriculture and mining industries in Arizona combined.

In 2021, \$538.4M in state and local tax revenues were generated by visitor spending, the taxes levied on STR fees, and the employee and business derived taxes. The state collected \$275.3M in tax revenues and local governments (i.e., counties and cities) collected \$263.0M in tax revenues in 2021. These tax dollars add value to Arizona’s taxpayers as they support essential services such as public safety, education, parks, roads, and infrastructure.

The following table summarizes the economic and fiscal impacts of STRs in Arizona in 2021.

Economic and Fiscal Impacts of Short-Term Rentals in Arizona - 2021				
County	Jobs	Labor Income	Economic Output	Tax Revenues
Apache	301	\$10,975,900	\$26,203,100	\$1,878,400
Cochise	426	\$15,545,500	\$37,113,500	\$2,903,900
Coconino	10,282	\$374,367,100	\$893,188,200	\$65,365,300
Gila	972	\$35,371,100	\$84,355,800	\$7,136,300
Graham	11	\$387,700	\$925,600	\$68,300
Greenlee	3	\$101,600	\$242,700	\$15,600
La Paz	235	\$8,562,300	\$20,442,500	\$1,631,700
Maricopa	41,134	\$1,499,586,200	\$3,579,791,100	\$306,777,100
Mohave	4,059	\$147,772,800	\$352,568,000	\$25,644,200
Navajo	2,285	\$83,110,200	\$198,219,600	\$14,024,300
Pima	6,012	\$219,272,300	\$523,529,900	\$43,233,100
Pinal	1,128	\$41,117,400	\$98,144,200	\$7,961,400
Santa Cruz	216	\$7,886,600	\$18,828,000	\$1,427,400
Yavapai	8,153	\$296,952,400	\$708,600,300	\$58,103,900
Yuma	325	\$11,859,500	\$28,309,800	\$2,186,000
Arizona	75,543	\$2,752,868,600	\$6,570,462,300	\$538,356,900

Note: In 2021 dollars. May not sum to total due to rounding.

Source: Airbnb; Vrbo; Arizona Office of Tourism; IMPLAN; Rounds Consulting Group, Inc.



Economic and Fiscal Impact Summaries by County

In 2021, visitor spending and STR activity supported 53,377 direct full-time equivalent (FTE) jobs in Arizona. These jobs were directly supported by visitor spending at local restaurants, grocery stores, retailers, recreational businesses, etc.

Throughout Arizona, 22,165 secondary (i.e., indirect and induced) jobs were created at supplier companies and local businesses by the re-spending of money in the local economy. These include the cleaning service jobs supported by owners of STRs, employees of supplier companies, and the jobs supported through household spending on local goods and services.

In total, 75,543 jobs were supported by visitor spending and STR activity in Arizona during 2021. The following table summarizes the job impact of STRs in Arizona by county. The job impact by industry is summarized in the next section.

Job Impact of Short-Term Rentals in Arizona - 2021			
County	Direct	Secondary	Total
Apache	213	88	301
Cochise	301	125	426
Coconino	7,269	3,013	10,282
Gila	688	285	972
Graham	8	3	11
Greenlee	2	1	3
La Paz	166	69	235
Maricopa	29,058	12,076	41,134
Mohave	2,869	1,189	4,059
Navajo	1,616	669	2,285
Pima	4,246	1,766	6,012
Pinal	797	331	1,128
Santa Cruz	153	64	216
Yavapai	5,763	2,390	8,153
Yuma	230	96	325
Arizona	53,377	22,165	75,543

Note: In 2021 dollars. May not sum to total due to rounding.

Source: Airbnb; Vrbo; Arizona Office of Tourism; IMPLAN; Rounds Consulting Group, Inc.



Visitor spending and STR activity created \$1.7B in direct labor income throughout the state in 2021. This includes the income and wages earned by the aforementioned 53,377 direct jobs.

Additionally, another \$1.1B in secondary labor income was generated during 2021 across Arizona. In total, \$2.8B in labor income was added to the Arizona economy in 2021 by STR activity and visitor spending. The following table summarizes the labor income impact in Arizona by county.

Labor Income Impact of Short-Term Rentals in Arizona - 2021			
County	Direct	Secondary	Total
Apache	\$6,644,500	\$4,331,400	\$10,975,900
Cochise	\$9,410,600	\$6,134,900	\$15,545,500
Coconino	\$226,701,000	\$147,666,100	\$374,367,100
Gila	\$21,423,700	\$13,947,400	\$35,371,100
Graham	\$234,700	\$153,000	\$387,700
Greenlee	\$61,500	\$40,100	\$101,600
La Paz	\$5,183,200	\$3,379,100	\$8,562,300
Maricopa	\$907,832,100	\$591,754,100	\$1,499,586,200
Mohave	\$89,484,700	\$58,288,100	\$147,772,800
Navajo	\$50,337,000	\$32,773,200	\$83,110,200
Pima	\$132,733,900	\$86,538,400	\$219,272,300
Pinal	\$24,893,300	\$16,224,100	\$41,117,400
Santa Cruz	\$4,774,300	\$3,112,300	\$7,886,600
Yavapai	\$179,807,400	\$117,145,000	\$296,952,400
Yuma	\$7,179,700	\$4,679,800	\$11,859,500
Arizona	\$1,666,701,600	\$1,086,167,000	\$2,752,868,600

Note: In 2021 dollars. May not sum to total due to rounding.

Source: Airbnb; Vrbo; Arizona Office of Tourism; IMPLAN; Rounds Consulting Group, Inc.



In 2021, visitor spending and STR activity generated \$3.2B in direct economic output across the state. Economic output is the total value of goods and services produced in the state, similar to how GDP captures economic volume.

Secondary economic output totaled \$3.3B in 2021. This is the economic activity generated by indirect and induced businesses as well as the re-spending of money throughout the state economy. In total, \$6.6B in economic activity was generated by visitor spending and STR activity in Arizona in 2021.

The following table summarizes the direct and secondary economic output generated by visitor spending and STR activity in Arizona by county.

Economic Output Impact of Short-Term Rentals in Arizona - 2021			
County	Direct	Secondary	Total
Apache	\$12,881,000	\$13,322,100	\$26,203,100
Cochise	\$18,244,300	\$18,869,200	\$37,113,500
Coconino	\$439,111,000	\$454,077,200	\$893,188,200
Gila	\$41,473,300	\$42,882,500	\$84,355,800
Graham	\$455,000	\$470,600	\$925,600
Greenlee	\$119,300	\$123,400	\$242,700
La Paz	\$10,049,100	\$10,393,400	\$20,442,500
Maricopa	\$1,759,780,500	\$1,820,010,600	\$3,579,791,100
Mohave	\$173,330,000	\$179,238,000	\$352,568,000
Navajo	\$97,453,500	\$100,766,100	\$198,219,600
Pima	\$257,355,400	\$266,174,500	\$523,529,900
Pinal	\$48,247,100	\$49,897,100	\$98,144,200
Santa Cruz	\$9,255,500	\$9,572,500	\$18,828,000
Yavapai	\$348,356,500	\$360,243,800	\$708,600,300
Yuma	\$13,916,800	\$14,393,000	\$28,309,800
Arizona	\$3,230,028,300	\$3,340,434,000	\$6,570,462,300

Note: In 2021 dollars. May not sum to total due to rounding.

Source: Airbnb; Vrbo; Arizona Office of Tourism; IMPLAN; Rounds Consulting Group, Inc.



The state and local governments in Arizona collected \$459.7M in direct tax revenues from visitor spending and the activity generated by STRs in 2021. These include the taxes levied on STR fees, visitor spending, direct employee spending, and direct business expenditures.

Approximately \$78.6M in state and local tax revenues were generated by secondary activity. This includes the activity generated by the household spending of both the direct and secondary employees and the business-to-business transactions throughout the supply chain.

In total, \$538.4M in state and local tax revenues were generated from visitor spending and STR activity in 2021. The following table summarizes the direct and secondary tax revenue impacts by county.

Tax Revenue Impact of Short-Term Rentals in Arizona - 2021			
County	Direct	Secondary	Total
Apache	\$1,612,900	\$265,500	\$1,878,400
Cochise	\$2,468,300	\$435,600	\$2,903,900
Coconino	\$56,733,700	\$8,631,600	\$65,365,300
Gila	\$6,061,700	\$1,074,600	\$7,136,300
Graham	\$59,300	\$9,000	\$68,300
Greenlee	\$13,500	\$2,100	\$15,600
La Paz	\$1,385,400	\$246,300	\$1,631,700
Maricopa	\$262,015,700	\$44,761,400	\$306,777,100
Mohave	\$21,530,800	\$4,113,400	\$25,644,200
Navajo	\$11,955,600	\$2,068,700	\$14,024,300
Pima	\$36,722,000	\$6,511,100	\$43,233,100
Pinal	\$6,873,400	\$1,088,000	\$7,961,400
Santa Cruz	\$1,223,500	\$203,900	\$1,427,400
Yavapai	\$49,222,400	\$8,881,500	\$58,103,900
Yuma	\$1,861,800	\$324,200	\$2,186,000
Arizona	\$459,740,000	\$78,616,900	\$538,356,900

Note: In 2021 dollars. May not sum to total due to rounding.

Source: Airbnb; Vrbo; Arizona Office of Tourism; IMPLAN; Rounds Consulting Group, Inc.

Jobs Impacts by Industry

In total, visitor spending and STR activity supported 75,543 jobs in Arizona. About 70.7% of the total jobs (i.e., 53,377 direct jobs) supported by this activity are in Arizona’s primary tourism and recreation industries. The remaining 29.3% of jobs (i.e., 22,165 secondary jobs) are in secondary supporting industries including finance, insurance, manufacturing, professional/businesses services, and government.

The following chart depicts the job impacts by industry.



Job Impact of Short-Term Rentals in Arizona by Industry - 2021	
Industry	Jobs
Direct Impact	53,377
Tourism, hospitality, recreation, etc.	53,377
Secondary Impact	22,165
Agriculture, forestry, fishing and hunting	946
Mining, quarrying, and oil and gas extraction	357
Utilities	54
Construction	221
Manufacturing	2,546
Wholesale trade	166
Retail trade	3,066
Transportation and warehousing	1,602
Information	2,149
Finance and insurance	1,575
Real estate and rental and leasing	546
Professional, scientific, and technical services	588
Management of companies and enterprises	258
Administrative and support and waste management and remediation services	1,366
Educational services	512
Health care and social assistance	1,590
Arts, entertainment, and recreation	1,448
Accommodation and food services	955
Other services	1,986
Public administration	234
Total	75,543

Note: May not sum to total due to rounding.

Source: Airbnb; Vrbo; Arizona Office of Tourism; IMPLAN; Rounds Consulting Group, Inc.



Appendix – Fiscal Impact Details

The following tables summarize the fiscal impacts generated in each county and the state as a whole by source.

Tax Revenue Impact of Short-Term Rentals in Apache County - 2021				
	State ⁹	County ¹⁰	City ¹¹	Total
Direct Tax Revenues	\$932,900	\$91,800	\$588,200	\$1,612,900
Retail Sales Taxes ¹	\$397,500	\$35,600	\$225,600	\$658,700
Bed Taxes ²	\$175,400	\$25,000	\$263,800	\$464,200
Restaurant & Bar Taxes ³	\$119,900	\$14,000	\$83,800	\$217,700
Lease Taxes ⁴	-	-	\$10,700	\$10,700
Property Taxes ⁵	-	\$12,000	\$0	\$12,000
Income & Payroll Taxes ⁶	\$203,000	-	-	\$203,000
Vehicle License Taxes & Fees ⁷	\$37,100	-	-	\$37,100
State Shared Revenues ⁸	-	\$5,200	\$4,300	\$9,500
Secondary Tax Revenues	\$226,700	\$7,300	\$31,500	\$265,500
Retail Sales Taxes ¹	\$82,000	\$4,000	\$29,800	\$115,800
Property Taxes ⁵	-	\$1,400	\$0	\$1,400
Income & Payroll Taxes ⁶	\$129,300	-	-	\$129,300
Vehicle License Taxes & Fees ⁷	\$15,400	-	-	\$15,400
State Shared Revenues ⁸	-	\$1,900	\$1,700	\$3,600
Total Tax Revenues	\$1,159,600	\$99,100	\$619,700	\$1,878,400

¹) Taxes levied on visitor and employee retail purchases, food/beverage purchases, and business utility use.

²) Taxes levied on short-term rental fees.

³) Taxes levied on restaurant and bar sales.

⁴) Taxes levied on commercial leases.

⁵) Taxes levied on employee- and business-owned real estate property.

⁶) Taxes levied on personal income and unemployment insurance.

⁷) Taxes levied on motor fuel, vehicle registration fees, etc.

⁸) State Shared Revenues include state generated income taxes, sales taxes, and other tax monies distributed to counties and cities (based on their population).

⁹) Sum of all the state tax collections.

¹⁰) Sum of all the Apache County tax collections.

¹¹) Sum of all the city and town tax collections in Apache County.

Note: In 2021 dollars. May not sum to total due to rounding.

Source: Airbnb; Vrbo; Arizona Office of Tourism; Arizona Department of Revenue; IMPLAN; Rounds Consulting Group, Inc.



Tax Revenue Impact of Short-Term Rentals in Cochise County - 2021				
	State ⁹	County ¹⁰	City ¹¹	Total
Direct Tax Revenues	\$1,308,000	\$257,900	\$902,400	\$2,468,300
Retail Sales Taxes ¹	\$549,600	\$58,200	\$330,500	\$938,300
Bed Taxes ²	\$248,500	\$35,400	\$399,900	\$683,800
Restaurant & Bar Taxes ³	\$169,900	\$19,800	\$118,500	\$308,200
Lease Taxes ⁴	-	-	\$12,800	\$12,800
Property Taxes ⁵	-	\$134,700	\$32,100	\$166,800
Income & Payroll Taxes ⁶	\$287,500	-	-	\$287,500
Vehicle License Taxes & Fees ⁷	\$52,500	-	-	\$52,500
State Shared Revenues ⁸	-	\$9,800	\$8,600	\$18,400
Secondary Tax Revenues	\$314,200	\$47,200	\$74,200	\$435,600
Retail Sales Taxes ¹	\$109,100	\$9,700	\$62,900	\$181,700
Property Taxes ⁵	-	\$34,400	\$8,100	\$42,500
Income & Payroll Taxes ⁶	\$183,200	-	-	\$183,200
Vehicle License Taxes & Fees ⁷	\$21,900	-	-	\$21,900
State Shared Revenues ⁸	-	\$3,100	\$3,200	\$6,300
Total Tax Revenues	\$1,622,200	\$305,100	\$976,600	\$2,903,900

¹) Taxes levied on visitor and employee retail purchases, food/beverage purchases, and business utility use.

²) Taxes levied on short-term rental fees.

³) Taxes levied on restaurant and bar sales.

⁴) Taxes levied on commercial leases.

⁵) Taxes levied on employee- and business-owned real estate property.

⁶) Taxes levied on personal income and unemployment insurance.

⁷) Taxes levied on motor fuel, vehicle registration fees, etc.

⁸) State Shared Revenues include state generated income taxes, sales taxes, and other tax monies distributed to counties and cities (based on their population).

⁹) Sum of all the state tax collections.

¹⁰) Sum of all the Cochise County tax collections.

¹¹) Sum of all the city and town tax collections in Cochise County.

Note: In 2021 dollars. May not sum to total due to rounding.

Source: Airbnb; Vrbo; Arizona Office of Tourism; Arizona Department of Revenue; IMPLAN; Rounds Consulting Group, Inc.



Tax Revenue Impact of Short-Term Rentals in Coconino County - 2021				
	State ⁹	County ¹⁰	City ¹¹	Total
Direct Tax Revenues	\$29,713,200	\$7,467,700	\$19,552,800	\$56,733,700
Retail Sales Taxes ¹	\$11,524,200	\$3,088,800	\$6,042,600	\$20,655,600
Bed Taxes ²	\$5,935,400	\$2,151,500	\$6,975,700	\$15,062,600
Restaurant & Bar Taxes ³	\$4,056,900	\$1,229,400	\$4,028,100	\$9,314,400
Lease Taxes ⁴	-	\$52,300	\$417,600	\$469,900
Property Taxes ⁵	-	\$660,600	\$1,873,100	\$2,533,700
Income & Payroll Taxes ⁶	\$6,927,800	-	-	\$6,927,800
Vehicle License Taxes & Fees ⁷	\$1,268,900	-	-	\$1,268,900
State Shared Revenues ⁸	-	\$285,100	\$215,700	\$500,800
Secondary Tax Revenues	\$6,702,100	\$582,000	\$1,347,500	\$8,631,600
Retail Sales Taxes ¹	\$1,767,800	\$332,200	\$759,600	\$2,859,600
Property Taxes ⁵	-	\$170,500	\$508,600	\$679,100
Income & Payroll Taxes ⁶	\$4,408,300	-	-	\$4,408,300
Vehicle License Taxes & Fees ⁷	\$526,000	-	-	\$526,000
State Shared Revenues ⁸	-	\$79,300	\$79,300	\$158,600
Total Tax Revenues	\$36,415,300	\$8,049,700	\$20,900,300	\$65,365,300

¹⁾ Taxes levied on visitor and employee retail purchases, food/beverage purchases, and business utility use.

²⁾ Taxes levied on short-term rental fees.

³⁾ Taxes levied on restaurant and bar sales.

⁴⁾ Taxes levied on commercial leases.

⁵⁾ Taxes levied on employee- and business-owned real estate property.

⁶⁾ Taxes levied on personal income and unemployment insurance.

⁷⁾ Taxes levied on motor fuel, vehicle registration fees, etc.

⁸⁾ State Shared Revenues include state generated income taxes, sales taxes, and other tax monies distributed to counties and cities (based on their population).

⁹⁾ Sum of all the state tax collections.

¹⁰⁾ Sum of all the Coconino County tax collections.

¹¹⁾ Sum of all the city and town tax collections in Coconino County.

Note: In 2021 dollars. May not sum to total due to rounding.

Source: Airbnb; Vrbo; Arizona Office of Tourism; Arizona Department of Revenue; IMPLAN; Rounds Consulting Group, Inc.



Tax Revenue Impact of Short-Term Rentals in Gila County - 2021				
	State ⁹	County ¹⁰	City ¹¹	Total
Direct Tax Revenues	\$3,012,300	\$1,002,000	\$2,047,400	\$6,061,700
Retail Sales Taxes ¹	\$1,298,400	\$251,600	\$715,500	\$2,265,500
Bed Taxes ²	\$557,800	\$158,900	\$906,100	\$1,622,800
Restaurant & Bar Taxes ³	\$381,300	\$88,900	\$235,000	\$705,200
Lease Taxes ⁴	-	\$8,300	\$42,400	\$50,700
Property Taxes ⁵	-	\$477,300	\$132,200	\$609,500
Income & Payroll Taxes ⁶	\$654,700	-	-	\$654,700
Vehicle License Taxes & Fees ⁷	\$120,100	-	-	\$120,100
State Shared Revenues ⁸	-	\$17,000	\$16,200	\$33,200
Secondary Tax Revenues	\$743,100	\$165,000	\$166,500	\$1,074,600
Retail Sales Taxes ¹	\$277,000	\$38,600	\$125,600	\$441,200
Property Taxes ⁵	-	\$120,300	\$34,600	\$154,900
Income & Payroll Taxes ⁶	\$416,400	-	-	\$416,400
Vehicle License Taxes & Fees ⁷	\$49,700	-	-	\$49,700
State Shared Revenues ⁸	-	\$6,100	\$6,300	\$12,400
Total Tax Revenues	\$3,755,400	\$1,167,000	\$2,213,900	\$7,136,300

¹) Taxes levied on visitor and employee retail purchases, food/beverage purchases, and business utility use.

²) Taxes levied on short-term rental fees.

³) Taxes levied on restaurant and bar sales.

⁴) Taxes levied on commercial leases.

⁵) Taxes levied on employee- and business-owned real estate property.

⁶) Taxes levied on personal income and unemployment insurance.

⁷) Taxes levied on motor fuel, vehicle registration fees, etc.

⁸) State Shared Revenues include state generated income taxes, sales taxes, and other tax monies distributed to counties and cities (based on their population).

⁹) Sum of all the state tax collections.

¹⁰) Sum of all the Gila County tax collections.

¹¹) Sum of all the city and town tax collections in Gila County.

Note: In 2021 dollars. May not sum to total due to rounding.

Source: Airbnb; Vrbo; Arizona Office of Tourism; Arizona Department of Revenue; IMPLAN; Rounds Consulting Group, Inc.



Tax Revenue Impact of Short-Term Rentals in Graham County - 2021				
	State ⁹	County ¹⁰	City ¹¹	Total
Direct Tax Revenues	\$31,600	\$8,100	\$19,600	\$59,300
Retail Sales Taxes ¹	\$12,700	\$2,600	\$6,500	\$21,800
Bed Taxes ²	\$6,200	\$1,700	\$9,800	\$17,700
Restaurant & Bar Taxes ³	\$4,200	\$1,000	\$2,400	\$7,600
Lease Taxes ⁴	-	-	\$400	\$400
Property Taxes ⁵	-	\$2,600	\$300	\$2,900
Income & Payroll Taxes ⁶	\$7,200	-	-	\$7,200
Vehicle License Taxes & Fees ⁷	\$1,300	-	-	\$1,300
State Shared Revenues ⁸	-	\$200	\$200	\$400
Secondary Tax Revenues	\$7,300	\$800	\$900	\$9,000
Retail Sales Taxes ¹	\$2,200	\$300	\$900	\$3,400
Property Taxes ⁵	-	\$500	-	\$500
Income & Payroll Taxes ⁶	\$4,600	-	-	\$4,600
Vehicle License Taxes & Fees ⁷	\$500	-	-	\$500
State Shared Revenues ⁸	-	-	-	-
Total Tax Revenues	\$38,900	\$8,900	\$20,500	\$68,300

¹) Taxes levied on visitor and employee retail purchases, food/beverage purchases, and business utility use.

²) Taxes levied on short-term rental fees.

³) Taxes levied on restaurant and bar sales.

⁴) Taxes levied on commercial leases.

⁵) Taxes levied on employee- and business-owned real estate property.

⁶) Taxes levied on personal income and unemployment insurance.

⁷) Taxes levied on motor fuel, vehicle registration fees, etc.

⁸) State Shared Revenues include state generated income taxes, sales taxes, and other tax monies distributed to counties and cities (based on their population).

⁹) Sum of all the state tax collections.

¹⁰) Sum of all the Graham County tax collections.

¹¹) Sum of all the city and town tax collections in Graham County.

Note: In 2021 dollars. May not sum to total due to rounding.

Source: Airbnb; Vrbo; Arizona Office of Tourism; Arizona Department of Revenue; IMPLAN; Rounds Consulting Group, Inc.



Tax Revenue Impact of Short-Term Rentals in Greenlee County - 2021				
	State ⁹	County ¹⁰	City ¹¹	Total
Direct Tax Revenues	\$8,200	\$800	\$4,500	\$13,500
Retail Sales Taxes ¹	\$3,300	\$400	\$1,800	\$5,500
Bed Taxes ²	\$1,600	\$200	\$1,400	\$3,200
Restaurant & Bar Taxes ³	\$1,100	\$100	\$700	\$1,900
Lease Taxes ⁴	-	-	\$100	\$100
Property Taxes ⁵	-	\$100	\$500	\$600
Income & Payroll Taxes ⁶	\$1,900	-	-	\$1,900
Vehicle License Taxes & Fees ⁷	\$300	-	-	\$300
State Shared Revenues ⁸	-	-	-	-
Secondary Tax Revenues	\$1,900	\$0	\$200	\$2,100
Retail Sales Taxes ¹	\$500	\$0	\$200	\$700
Property Taxes ⁵	-	\$0	\$0	\$0
Income & Payroll Taxes ⁶	\$1,300	-	-	\$1,300
Vehicle License Taxes & Fees ⁷	\$100	-	-	\$100
State Shared Revenues ⁸	-	-	-	-
Total Tax Revenues	\$10,100	\$800	\$4,700	\$15,600

¹) Taxes levied on visitor and employee retail purchases, food/beverage purchases, and business utility use.

²) Taxes levied on short-term rental fees.

³) Taxes levied on restaurant and bar sales.

⁴) Taxes levied on commercial leases.

⁵) Taxes levied on employee- and business-owned real estate property.

⁶) Taxes levied on personal income and unemployment insurance.

⁷) Taxes levied on motor fuel, vehicle registration fees, etc.

⁸) State Shared Revenues include state generated income taxes, sales taxes, and other tax monies distributed to counties and cities (based on their population).

⁹) Sum of all the state tax collections.

¹⁰) Sum of all the Greenlee County tax collections.

¹¹) Sum of all the city and town tax collections in Greenlee County.

Note: In 2021 dollars. May not sum to total due to rounding.

Source: Airbnb; Vrbo; Arizona Office of Tourism; Arizona Department of Revenue; IMPLAN; Rounds Consulting Group, Inc.



Tax Revenue Impact of Short-Term Rentals in La Paz County - 2021				
	State ⁹	County ¹⁰	City ¹¹	Total
Direct Tax Revenues	\$770,300	\$174,300	\$440,800	\$1,385,400
Retail Sales Taxes ¹	\$352,600	\$61,700	\$149,800	\$564,100
Bed Taxes ²	\$136,900	\$39,000	\$203,200	\$379,100
Restaurant & Bar Taxes ³	\$93,600	\$21,800	\$75,500	\$190,900
Lease Taxes ⁴	-	-	\$9,000	\$9,000
Property Taxes ⁵	-	\$48,300	\$0	\$48,300
Income & Payroll Taxes ⁶	\$158,300	-	-	\$158,300
Vehicle License Taxes & Fees ⁷	\$28,900	-	-	\$28,900
State Shared Revenues ⁸	-	\$3,500	\$3,300	\$6,800
Secondary Tax Revenues	\$198,800	\$19,500	\$28,000	\$246,300
Retail Sales Taxes ¹	\$86,000	\$9,500	\$26,600	\$122,100
Property Taxes ⁵	-	\$8,600	\$0	\$8,600
Income & Payroll Taxes ⁶	\$100,800	-	-	\$100,800
Vehicle License Taxes & Fees ⁷	\$12,000	-	-	\$12,000
State Shared Revenues ⁸	-	\$1,400	\$1,400	\$2,800
Total Tax Revenues	\$969,100	\$193,800	\$468,800	\$1,631,700

¹⁾ Taxes levied on visitor and employee retail purchases, food/beverage purchases, and business utility use.

²⁾ Taxes levied on short-term rental fees.

³⁾ Taxes levied on restaurant and bar sales.

⁴⁾ Taxes levied on commercial leases.

⁵⁾ Taxes levied on employee- and business-owned real estate property.

⁶⁾ Taxes levied on personal income and unemployment insurance.

⁷⁾ Taxes levied on motor fuel, vehicle registration fees, etc.

⁸⁾ State Shared Revenues include state generated income taxes, sales taxes, and other tax monies distributed to counties and cities (based on their population).

⁹⁾ Sum of all the state tax collections.

¹⁰⁾ Sum of all the La Paz County tax collections.

¹¹⁾ Sum of all the city and town tax collections in La Paz County.

Note: In 2021 dollars. May not sum to total due to rounding.

Source: Airbnb; Vrbo; Arizona Office of Tourism; Arizona Department of Revenue; IMPLAN; Rounds Consulting Group, Inc.



Tax Revenue Impact of Short-Term Rentals in Maricopa County - 2021				
	State ⁹	County ¹⁰	City ¹¹	Total
Direct Tax Revenues	\$120,127,500	\$45,479,300	\$96,408,900	\$262,015,700
Retail Sales Taxes ¹	\$47,004,600	\$7,344,300	\$24,275,100	\$78,624,000
Bed Taxes ²	\$23,944,700	\$10,973,400	\$35,743,100	\$70,661,200
Restaurant & Bar Taxes ³	\$16,366,400	\$2,670,600	\$8,950,900	\$27,987,900
Lease Taxes ⁴	-	\$348,700	\$1,511,000	\$1,859,700
Property Taxes ⁵	-	\$8,563,700	\$10,429,900	\$18,993,600
Income & Payroll Taxes ⁶	\$27,739,400	-	-	\$27,739,400
Vehicle License Taxes & Fees ⁷	\$5,072,400	-	-	\$5,072,400
State Shared Revenues ⁸	-	\$15,578,600	\$15,498,900	\$31,077,500
Secondary Tax Revenues	\$27,195,700	\$6,050,000	\$11,515,700	\$44,761,400
Retail Sales Taxes ¹	\$7,422,500	\$1,053,700	\$3,993,200	\$12,469,400
Property Taxes ⁵	-	\$2,462,800	\$3,027,700	\$5,490,500
Income & Payroll Taxes ⁶	\$17,665,200	-	-	\$17,665,200
Vehicle License Taxes & Fees ⁷	\$2,108,000	-	-	\$2,108,000
State Shared Revenues ⁸	-	\$2,533,500	\$4,494,800	\$7,028,300
Total Tax Revenues	\$147,323,200	\$51,529,300	\$107,924,600	\$306,777,100

¹) Taxes levied on visitor and employee retail purchases, food/beverage purchases, and business utility use.

²) Taxes levied on short-term rental fees.

³) Taxes levied on restaurant and bar sales.

⁴) Taxes levied on commercial leases.

⁵) Taxes levied on employee- and business-owned real estate property.

⁶) Taxes levied on personal income and unemployment insurance.

⁷) Taxes levied on motor fuel, vehicle registration fees, etc.

⁸) State Shared Revenues include state generated income taxes, sales taxes, and other tax monies distributed to counties and cities (based on their population).

⁹) Sum of all the state tax collections.

¹⁰) Sum of all the Maricopa County tax collections.

¹¹) Sum of all the city and town tax collections in Maricopa County.

Note: In 2021 dollars. May not sum to total due to rounding.

Source: Airbnb; Vrbo; Arizona Office of Tourism; Arizona Department of Revenue; IMPLAN; Rounds Consulting Group, Inc.



Tax Revenue Impact of Short-Term Rentals in Mohave County - 2021				
	State ⁹	County ¹⁰	City ¹¹	Total
Direct Tax Revenues	\$12,646,100	\$1,289,200	\$7,595,500	\$21,530,800
Retail Sales Taxes ¹	\$5,466,000	\$5,100	\$2,731,900	\$8,203,000
Bed Taxes ²	\$2,343,100	-	\$3,445,000	\$5,788,100
Restaurant & Bar Taxes ³	\$1,601,500	\$93,300	\$1,056,400	\$2,751,200
Lease Taxes ⁴	-	-	\$79,500	\$79,500
Property Taxes ⁵	-	\$1,066,200	\$179,600	\$1,245,800
Income & Payroll Taxes ⁶	\$2,734,600	-	-	\$2,734,600
Vehicle License Taxes & Fees ⁷	\$500,900	-	-	\$500,900
State Shared Revenues ⁸	-	\$124,600	\$103,100	\$227,700
Secondary Tax Revenues	\$3,120,200	\$330,500	\$662,700	\$4,113,400
Retail Sales Taxes ¹	\$1,172,500	\$0	\$573,100	\$1,745,600
Property Taxes ⁵	-	\$295,500	\$52,600	\$348,100
Income & Payroll Taxes ⁶	\$1,740,100	-	-	\$1,740,100
Vehicle License Taxes & Fees ⁷	\$207,600	-	-	\$207,600
State Shared Revenues ⁸	-	\$35,000	\$37,000	\$72,000
Total Tax Revenues	\$15,766,300	\$1,619,700	\$8,258,200	\$25,644,200

¹) Taxes levied on visitor and employee retail purchases, food/beverage purchases, and business utility use.

²) Taxes levied on short-term rental fees.

³) Taxes levied on restaurant and bar sales.

⁴) Taxes levied on commercial leases.

⁵) Taxes levied on employee- and business-owned real estate property.

⁶) Taxes levied on personal income and unemployment insurance.

⁷) Taxes levied on motor fuel, vehicle registration fees, etc.

⁸) State Shared Revenues include state generated income taxes, sales taxes, and other tax monies distributed to counties and cities (based on their population).

⁹) Sum of all the state tax collections.

¹⁰) Sum of all the Mohave County tax collections.

¹¹) Sum of all the city and town tax collections in Mohave County.

Note: In 2021 dollars. May not sum to total due to rounding.

Source: Airbnb; Vrbo; Arizona Office of Tourism; Arizona Department of Revenue; IMPLAN; Rounds Consulting Group, Inc.



Tax Revenue Impact of Short-Term Rentals in Navajo County - 2021				
	State ⁹	County ¹⁰	City ¹¹	Total
Direct Tax Revenues	\$6,936,000	\$1,144,400	\$3,875,200	\$11,955,600
Retail Sales Taxes ¹	\$2,907,300	\$472,900	\$1,500,000	\$4,880,200
Bed Taxes ²	\$1,311,700	\$264,900	\$1,462,000	\$3,038,600
Restaurant & Bar Taxes ³	\$896,600	\$173,500	\$688,300	\$1,758,400
Lease Taxes ⁴	-	-	\$95,600	\$95,600
Property Taxes ⁵	-	\$184,600	\$90,500	\$275,100
Income & Payroll Taxes ⁶	\$1,538,400	-	-	\$1,538,400
Vehicle License Taxes & Fees ⁷	\$282,000	-	-	\$282,000
State Shared Revenues ⁸	-	\$48,500	\$38,800	\$87,300
Secondary Tax Revenues	\$1,671,300	\$120,400	\$277,000	\$2,068,700
Retail Sales Taxes ¹	\$576,200	\$65,800	\$241,100	\$883,100
Property Taxes ⁵	-	\$38,900	\$20,800	\$59,700
Income & Payroll Taxes ⁶	\$978,400	-	-	\$978,400
Vehicle License Taxes & Fees ⁷	\$116,700	-	-	\$116,700
State Shared Revenues ⁸	-	\$15,700	\$15,100	\$30,800
Total Tax Revenues	\$8,607,300	\$1,264,800	\$4,152,200	\$14,024,300

¹) Taxes levied on visitor and employee retail purchases, food/beverage purchases, and business utility use.

²) Taxes levied on short-term rental fees.

³) Taxes levied on restaurant and bar sales.

⁴) Taxes levied on commercial leases.

⁵) Taxes levied on employee- and business-owned real estate property.

⁶) Taxes levied on personal income and unemployment insurance.

⁷) Taxes levied on motor fuel, vehicle registration fees, etc.

⁸) State Shared Revenues include state generated income taxes, sales taxes, and other tax monies distributed to counties and cities (based on their population).

⁹) Sum of all the state tax collections.

¹⁰) Sum of all the Navajo County tax collections.

¹¹) Sum of all the city and town tax collections in Navajo County.

Note: In 2021 dollars. May not sum to total due to rounding.

Source: Airbnb; Vrbo; Arizona Office of Tourism; Arizona Department of Revenue; IMPLAN; Rounds Consulting Group, Inc.



Tax Revenue Impact of Short-Term Rentals in Pima County - 2021				
	State ⁹	County ¹⁰	City ¹¹	Total
Direct Tax Revenues	\$18,009,600	\$5,626,000	\$13,086,400	\$36,722,000
Retail Sales Taxes ¹	\$7,306,100	\$798,500	\$4,448,500	\$12,553,100
Bed Taxes ²	\$3,508,600	\$499,600	\$5,685,100	\$9,693,300
Restaurant & Bar Taxes ³	\$2,398,100	\$279,500	\$1,443,300	\$4,120,900
Lease Taxes ⁴	-	\$51,000	\$246,700	\$297,700
Property Taxes ⁵	-	\$3,443,900	\$819,600	\$4,263,500
Income & Payroll Taxes ⁶	\$4,055,600	-	-	\$4,055,600
Vehicle License Taxes & Fees ⁷	\$741,200	-	-	\$741,200
State Shared Revenues ⁸	-	\$553,500	\$443,200	\$996,700
Secondary Tax Revenues	\$4,197,500	\$1,159,800	\$1,153,800	\$6,511,100
Retail Sales Taxes ¹	\$1,305,900	\$125,900	\$799,600	\$2,231,400
Property Taxes ⁵	-	\$924,000	\$216,000	\$1,140,000
Income & Payroll Taxes ⁶	\$2,583,300	-	-	\$2,583,300
Vehicle License Taxes & Fees ⁷	\$308,300	-	-	\$308,300
State Shared Revenues ⁸	-	\$109,900	\$138,200	\$248,100
Total Tax Revenues	\$22,207,100	\$6,785,800	\$14,240,200	\$43,233,100

¹⁾ Taxes levied on visitor and employee retail purchases, food/beverage purchases, and business utility use.

²⁾ Taxes levied on short-term rental fees.

³⁾ Taxes levied on restaurant and bar sales.

⁴⁾ Taxes levied on commercial leases.

⁵⁾ Taxes levied on employee- and business-owned real estate property.

⁶⁾ Taxes levied on personal income and unemployment insurance.

⁷⁾ Taxes levied on motor fuel, vehicle registration fees, etc.

⁸⁾ State Shared Revenues include state generated income taxes, sales taxes, and other tax monies distributed to counties and cities (based on their population).

⁹⁾ Sum of all the state tax collections.

¹⁰⁾ Sum of all the Pima County tax collections.

¹¹⁾ Sum of all the city and town tax collections in Pima County.

Note: In 2021 dollars. May not sum to total due to rounding.

Source: Airbnb; Vrbo; Arizona Office of Tourism; Arizona Department of Revenue; IMPLAN; Rounds Consulting Group, Inc.



Tax Revenue Impact of Short-Term Rentals in Pinal County - 2021				
	State ⁹	County ¹⁰	City ¹¹	Total
Direct Tax Revenues	\$3,370,200	\$1,367,800	\$2,135,400	\$6,873,400
Retail Sales Taxes ¹	\$1,366,800	\$428,000	\$644,100	\$2,438,900
Bed Taxes ²	\$655,600	\$296,700	\$929,400	\$1,881,700
Restaurant & Bar Taxes ³	\$448,100	\$167,100	\$255,700	\$870,900
Lease Taxes ⁴	-	\$9,600	\$40,900	\$50,500
Property Taxes ⁵	-	\$423,300	\$228,300	\$651,600
Income & Payroll Taxes ⁶	\$760,600	-	-	\$760,600
Vehicle License Taxes & Fees ⁷	\$139,100	-	-	\$139,100
State Shared Revenues ⁸	-	\$43,100	\$37,000	\$80,100
Secondary Tax Revenues	\$786,700	\$155,700	\$145,600	\$1,088,000
Retail Sales Taxes ¹	\$244,400	\$49,500	\$86,700	\$380,600
Property Taxes ⁵	-	\$95,400	\$46,300	\$141,700
Income & Payroll Taxes ⁶	\$484,400	-	-	\$484,400
Vehicle License Taxes & Fees ⁷	\$57,900	-	-	\$57,900
State Shared Revenues ⁸	-	\$10,800	\$12,600	\$23,400
Total Tax Revenues	\$4,156,900	\$1,523,500	\$2,281,000	\$7,961,400

¹) Taxes levied on visitor and employee retail purchases, food/beverage purchases, and business utility use.

²) Taxes levied on short-term rental fees.

³) Taxes levied on restaurant and bar sales.

⁴) Taxes levied on commercial leases.

⁵) Taxes levied on employee- and business-owned real estate property.

⁶) Taxes levied on personal income and unemployment insurance.

⁷) Taxes levied on motor fuel, vehicle registration fees, etc.

⁸) State Shared Revenues include state generated income taxes, sales taxes, and other tax monies distributed to counties and cities (based on their population).

⁹) Sum of all the state tax collections.

¹⁰) Sum of all the Pinal County tax collections.

¹¹) Sum of all the city and town tax collections in Pinal County.

Note: In 2021 dollars. May not sum to total due to rounding.

Source: Airbnb; Vrbo; Arizona Office of Tourism; Arizona Department of Revenue; IMPLAN; Rounds Consulting Group, Inc.



Tax Revenue Impact of Short-Term Rentals in Santa Cruz County - 2021				
	State ⁹	County ¹⁰	City ¹¹	Total
Direct Tax Revenues	\$648,700	\$206,200	\$368,600	\$1,223,500
Retail Sales Taxes ¹	\$264,100	\$55,300	\$121,000	\$440,400
Bed Taxes ²	\$126,000	\$35,900	\$195,800	\$357,700
Restaurant & Bar Taxes ³	\$86,100	\$20,100	\$41,000	\$147,200
Lease Taxes ⁴	-	-	\$7,500	\$7,500
Property Taxes ⁵	-	\$91,200	\$0	\$91,200
Income & Payroll Taxes ⁶	\$145,900	-	-	\$145,900
Vehicle License Taxes & Fees ⁷	\$26,600	-	-	\$26,600
State Shared Revenues ⁸	-	\$3,700	\$3,300	\$7,000
Secondary Tax Revenues	\$151,800	\$30,700	\$21,400	\$203,900
Retail Sales Taxes ¹	\$47,800	\$7,900	\$20,100	\$75,800
Property Taxes ⁵	-	\$21,500	\$0	\$21,500
Income & Payroll Taxes ⁶	\$92,900	-	-	\$92,900
Vehicle License Taxes & Fees ⁷	\$11,100	-	-	\$11,100
State Shared Revenues ⁸	-	\$1,300	\$1,300	\$2,600
Total Tax Revenues	\$800,500	\$236,900	\$390,000	\$1,427,400

¹⁾ Taxes levied on visitor and employee retail purchases, food/beverage purchases, and business utility use.

²⁾ Taxes levied on short-term rental fees.

³⁾ Taxes levied on restaurant and bar sales.

⁴⁾ Taxes levied on commercial leases.

⁵⁾ Taxes levied on employee- and business-owned real estate property.

⁶⁾ Taxes levied on personal income and unemployment insurance.

⁷⁾ Taxes levied on motor fuel, vehicle registration fees, etc.

⁸⁾ State Shared Revenues include state generated income taxes, sales taxes, and other tax monies distributed to counties and cities (based on their population).

⁹⁾ Sum of all the state tax collections.

¹⁰⁾ Sum of all the Santa Cruz County tax collections.

¹¹⁾ Sum of all the city and town tax collections in Santa Cruz County.

Note: In 2021 dollars. May not sum to total due to rounding.

Source: Airbnb; Vrbo; Arizona Office of Tourism; Arizona Department of Revenue; IMPLAN; Rounds Consulting Group, Inc.



Tax Revenue Impact of Short-Term Rentals in Yavapai County - 2021				
	State ⁹	County ¹⁰	City ¹¹	Total
Direct Tax Revenues	\$25,154,600	\$6,243,000	\$17,824,800	\$49,222,400
Retail Sales Taxes ¹	\$10,711,800	\$1,671,900	\$7,401,000	\$19,784,700
Bed Taxes ²	\$4,717,700	\$1,007,700	\$7,450,200	\$13,175,600
Restaurant & Bar Taxes ³	\$3,224,600	\$563,800	\$2,303,400	\$6,091,800
Lease Taxes ⁴	-	-	\$262,800	\$262,800
Property Taxes ⁵	-	\$2,712,500	\$191,300	\$2,903,800
Income & Payroll Taxes ⁶	\$5,494,600	-	-	\$5,494,600
Vehicle License Taxes & Fees ⁷	\$1,005,900	-	-	\$1,005,900
State Shared Revenues ⁸	-	\$287,100	\$216,100	\$503,200
Secondary Tax Revenues	\$6,124,700	\$1,187,900	\$1,568,900	\$8,881,500
Retail Sales Taxes ¹	\$2,210,300	\$284,800	\$1,432,500	\$3,927,600
Property Taxes ⁵	-	\$827,000	\$59,500	\$886,500
Income & Payroll Taxes ⁶	\$3,497,100	-	-	\$3,497,100
Vehicle License Taxes & Fees ⁷	\$417,300	-	-	\$417,300
State Shared Revenues ⁸	-	\$76,100	\$76,900	\$153,000
Total Tax Revenues	\$31,279,300	\$7,430,900	\$19,393,700	\$58,103,900

¹⁾ Taxes levied on visitor and employee retail purchases, food/beverage purchases, and business utility use.

²⁾ Taxes levied on short-term rental fees.

³⁾ Taxes levied on restaurant and bar sales.

⁴⁾ Taxes levied on commercial leases.

⁵⁾ Taxes levied on employee- and business-owned real estate property.

⁶⁾ Taxes levied on personal income and unemployment insurance.

⁷⁾ Taxes levied on motor fuel, vehicle registration fees, etc.

⁸⁾ State Shared Revenues include state generated income taxes, sales taxes, and other tax monies distributed to counties and cities (based on their population).

⁹⁾ Sum of all the state tax collections.

¹⁰⁾ Sum of all the Yavapai County tax collections.

¹¹⁾ Sum of all the city and town tax collections in Yavapai County.

Note: In 2021 dollars. May not sum to total due to rounding.

Source: Airbnb; Vrbo; Arizona Office of Tourism; Arizona Department of Revenue; IMPLAN; Rounds Consulting Group, Inc.



Tax Revenue Impact of Short-Term Rentals in Yuma County - 2021				
	State ⁹	County ¹⁰	City ¹¹	Total
Direct Tax Revenues	\$975,900	\$283,400	\$602,500	\$1,861,800
Retail Sales Taxes ¹	\$397,800	\$96,200	\$226,900	\$720,900
Bed Taxes ²	\$189,300	\$59,300	\$184,000	\$432,600
Restaurant & Bar Taxes ³	\$129,400	\$33,500	\$111,700	\$274,600
Lease Taxes ⁴	-	-	\$13,400	\$13,400
Property Taxes ⁵	-	\$85,100	\$57,700	\$142,800
Income & Payroll Taxes ⁶	\$219,300	-	-	\$219,300
Vehicle License Taxes & Fees ⁷	\$40,100	-	-	\$40,100
State Shared Revenues ⁸	-	\$9,300	\$8,800	\$18,100
Secondary Tax Revenues	\$228,400	\$37,700	\$58,100	\$324,200
Retail Sales Taxes ¹	\$72,200	\$15,300	\$41,200	\$128,700
Property Taxes ⁵	-	\$19,800	\$13,800	\$33,600
Income & Payroll Taxes ⁶	\$139,600	-	-	\$139,600
Vehicle License Taxes & Fees ⁷	\$16,600	-	-	\$16,600
State Shared Revenues ⁸	-	\$2,600	\$3,100	\$5,700
Total Tax Revenues	\$1,204,300	\$321,100	\$660,600	\$2,186,000

¹) Taxes levied on visitor and employee retail purchases, food/beverage purchases, and business utility use.

²) Taxes levied on short-term rental fees.

³) Taxes levied on restaurant and bar sales.

⁴) Taxes levied on commercial leases.

⁵) Taxes levied on employee- and business-owned real estate property.

⁶) Taxes levied on personal income and unemployment insurance.

⁷) Taxes levied on motor fuel, vehicle registration fees, etc.

⁸) State Shared Revenues include state generated income taxes, sales taxes, and other tax monies distributed to counties and cities (based on their population).

⁹) Sum of all the state tax collections.

¹⁰) Sum of all the Yuma County tax collections.

¹¹) Sum of all the city and town tax collections in Yuma County.

Note: In 2021 dollars. May not sum to total due to rounding.

Source: Airbnb; Vrbo; Arizona Office of Tourism; Arizona Department of Revenue; IMPLAN; Rounds Consulting Group, Inc.



Tax Revenue Impact of Short-Term Rentals in Total - 2021				
	State ⁹	County ¹⁰	City ¹¹	Total
Direct Tax Revenues	\$223,645,100	\$70,641,900	\$165,453,000	\$459,740,000
Retail Sales Taxes ¹	\$89,562,800	\$14,371,100	\$48,820,800	\$152,754,700
Bed Taxes ²	\$43,858,500	\$15,549,200	\$63,854,500	\$123,262,200
Restaurant & Bar Taxes ³	\$29,977,700	\$5,376,400	\$19,394,700	\$54,748,800
Lease Taxes ⁴	-	\$469,900	\$2,750,400	\$3,220,300
Property Taxes ⁵	-	\$17,906,100	\$14,035,100	\$31,941,200
Income & Payroll Taxes ⁶	\$50,928,800	-	-	\$50,928,800
Vehicle License Taxes & Fees ⁷	\$9,317,300	-	-	\$9,317,300
State Shared Revenues ⁸	-	\$16,969,200	\$16,597,500	\$33,566,700
Secondary Tax Revenues	\$51,670,400	\$9,894,500	\$17,052,000	\$78,616,900
Retail Sales Taxes ¹	\$15,376,400	\$1,997,200	\$8,193,100	\$25,566,700
Property Taxes ⁵	-	\$5,020,600	\$3,988,000	\$9,008,600
Income & Payroll Taxes ⁶	\$32,424,900	-	-	\$32,424,900
Vehicle License Taxes & Fees ⁷	\$3,869,100	-	-	\$3,869,100
State Shared Revenues ⁸	-	\$2,876,700	\$4,870,900	\$7,747,600
Total Tax Revenues	\$275,315,500	\$80,536,400	\$182,505,000	\$538,356,900

¹⁾ Taxes levied on visitor and employee retail purchases, food/beverage purchases, and business utility use.

²⁾ Taxes levied on short-term rental fees.

³⁾ Taxes levied on restaurant and bar sales.

⁴⁾ Taxes levied on commercial leases.

⁵⁾ Taxes levied on employee- and business-owned real estate property.

⁶⁾ Taxes levied on personal income and unemployment insurance.

⁷⁾ Taxes levied on motor fuel, vehicle registration fees, etc.

⁸⁾ State Shared Revenues include state generated income taxes, sales taxes, and other tax monies distributed to counties and cities (based on their population).

⁹⁾ Sum of all the state tax collections.

¹⁰⁾ Sum of all the county tax collections.

¹¹⁾ Sum of all the city and town tax collections.

Note: In 2021 dollars. May not sum to total due to rounding.

Source: Airbnb; Vrbo; Arizona Office of Tourism; Arizona Department of Revenue; IMPLAN; Rounds Consulting Group, Inc.