

## ***BEAUTY SALONS & BARBER SHOPS***

The business activities of a beauty salon or barber shop can be defined as “retail sales”, “rental, leasing, and licensing for use of real property”, and “direct customer services”.

### ***HOW DO I DETERMINE THE PROPER CLASSIFICATION FOR AN ACTIVITY?***

#### **Retail Sales**

When you sell tangible personal property (beauty supplies), that is for use outside the salon, you are considered to be making a retail sale. For example, sales of shampoos, conditioners, hair clips, nail polish, etc. would be classified as retail sales.

Products that are used during the services performed which are considered inconsequential are not

subject to sales tax. For the product to be inconsequential, the product must represent less than 15% of the price charged for the service and must be consumed during the course of the service.

Products and equipment that are not resold, but used in the ongoing business of the salon or barber shop, may be subject to use tax if no such sales tax was paid at the time of purchase. See guidelines for use tax.

#### **Rental, Leasing, and Licensing for Use of Real Property.**

If you rent a stall or space to other stylists, manicurists, or barbers, all amounts collected are subject to sales tax and as such are classified as rental, leasing or licensing for use of real property. This includes, but is not

limited to, fixed based rents as well as a percentage of sales.

#### **Direct Customer Service**

If you perform an activity which does not involve the transfer of tangible personal property, the activity is considered direct customer service. Examples of direct customer services include, but are not limited to, haircuts, hair colorings, shaves, manicures, permanent waves, sets and styles.

### ***HOW ARE THE DIFFERENT CLASSIFICATIONS TAXED?***

#### **Retail Sales**

You are liable for a total Transaction Privilege (Sales) Tax of 9.30%, 6.35% State and County, 2.95% Prescott, is imposed on the gross income of retail sales based on the total sales price of the tangible personal property.

## Rental, Leasing, and Licensing for Use of Real Property

You are liable for a total Transaction Privilege (Sales) Tax of 2.95% (Prescott), on rental, leasing, and licensing for use of real property based on the gross income received from the stylists, manicurists, and/or barbers. A factored tax deduction may also be allowed if certain criterion is met.

## Direct Customer Services

Direct customer services are not taxable.

## Transaction Privilege Tax License:

You are required to be licensed through the Arizona Department of Revenue (ADOR) and must pay tax on your gross income. You can apply, report, and pay taxes online at [www.aztaxes.gov](http://www.aztaxes.gov).

To view a complete copy of the City tax code, please go to: <http://www.prescott-az.gov>



**Finance Department  
Tax & Licensing Division**  
201 N. Montezuma Street  
Prescott, AZ 86301  
Phone: (928) 777-1268  
Fax: (928) 777-1255  
Email: [salestax@prescott-az.gov](mailto:salestax@prescott-az.gov)

# PRESCOTT PRIVILEGE TAX

## BEAUTY SALONS & BARBER SHOPS



k11387337 fotosearch.com ©

This publication is for general information regarding Transaction Privilege (Sales) Tax on beauty salons and barber shops. For complete details, refer to the City of Prescott Privilege & Use Tax Code and related regulations. In the case of an inconsistency or omission in this publication, the language of the Tax Code will prevail. The transaction privilege tax is commonly referred to as a sales tax, however, under State of Arizona law, the tax is on the privilege of doing business in Prescott and is not a true sales tax.

April 2025