



**Note to Editors:** Chief Economist Brauer is available for phone interviews at +1-706-267-6072. To arrange a time, email [jbrauer@SmallArmsAnalytics.com](mailto:jbrauer@SmallArmsAnalytics.com). Additional charts and images are available on request.

For Immediate Release, October 5, 2017

## ***U.S. firearms sales Projected 11% sales decline from 2016 to 2017***

***Third Quarter 2017 actual: 3.1 million units  
Fourth Quarter 2017 forecast: 4.6 million units***

**(GREENVILLE, SC, USA & HALIFAX, NS, CANADA)** – *Small Arms Analytics & Forecasting* (SAAF) estimates that third quarter 2017 U.S. firearms sales amounted to 3.1 million units (July: 950,101; August: 1,069,398; September: 1,0577,476) and projects fourth quarter sales of 4.6 million units (October to December). For comparison, SAAF-adjusted firearms sales in the fourth quarter of 2017 were 5.1 million. For the whole year of 2017, SAAF now expects unit sales of 14.8 million units, an 11% decline from the 16.6 million for the whole of 2016.

SAAF-adjusted firearms sales and forecasts are based on raw data taken from the FBI's National Instant Criminal Background Check System (NICS), adjusted for checks unrelated to end-user firearms sales such as so-called permit checks. Forecasts made public by SAAF are technical forecasts given past data and are not intended to anticipate firearms-related events or controversies that may sway sales.

SAAF Chief Economist Jurgen Brauer comments that "despite revived debate regarding firearms legislation in the wake of the Las Vegas mass shooting on October 1, 2017, which tends to increase sales, and despite the upcoming hunting, Thanksgiving, and Christmas seasons, the industry still is likely to experience overall sales reductions in 2017 relative to 2016."

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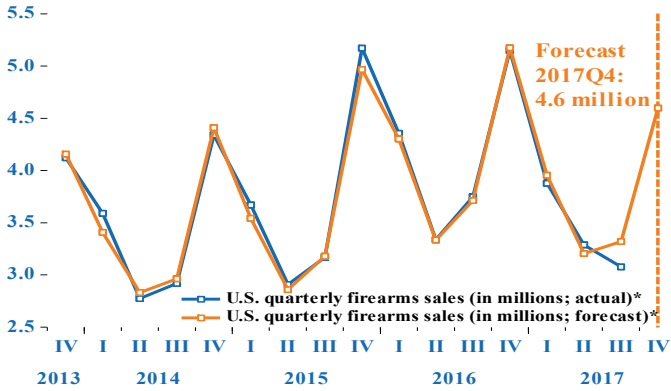
Chart attached: United States. Firearms quarterly sales forecast (2017Q4; in millions).

### ***ABOUT Small Arms Analytics & Forecasting:***

*Small Arms Analytics & Forecasting (SAAF) is a research consultancy focusing on the business & economics of the global small arms and ammunition markets. Politically unaffiliated, SAAF is an independent, evidenced-based resource for industry, advocacy, research, and policymaking alike, as well as for financial analysts and members of the media. Among other services, SAAF produces forecasts of U.S. civilian firearms unit sales, nationwide and for most states. Small Arms Analytics<sup>SM</sup> and Small Arms Analytics & Forecasting<sup>SM</sup> both are legally protected Service Marks of Small Arms Analytics & Forecasting, LLC. (Contact [sales@SmallArmsAnalytics.com](mailto:sales@SmallArmsAnalytics.com) for sales and other information.)*

# United States

## Firearms quarterly sales forecast (2017Q4)\*



\*SAAF-adjusted firearms sales and forecasts are based on raw data taken from the FBI's National Instant Criminal Background Check System (NICS), adjusted for checks unrelated to end-user firearms sales such as so-called permit checks.

Source: SAAF computation based on FBI/National Instant Criminal Background Check data.



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