



Note to Editors: *Small Arms Analytics & Forecasting's Chief Economist Jurgen Brauer is available for interviews. Contact: jbrauer@SmallArmsAnalytics.com. Charts and images are available on request.*

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June 2018 U.S. firearms sales reach seasonal low Forecast for all of 2018 unchanged at 14.5 million units

(GREENVILLE, SC, USA & HALIFAX, NS, CANADA) – *Small Arms Analytics & Forecasting (SAAF)* estimates June 2018 total firearms sales at 937,600 units, a year-over-year decline of 11.9% from June 2017. May, June, and July are traditionally the industry's low-season sales months. For the first six months of 2018, unit sales are estimated at 6,934,656 units, a decline from 7,165,701 for the first half year of 2017 and 7,693,744 for the first half year of 2016.

June 2018 handguns-only sales (523,901) fell year-over-year by 16.6% and long guns-only sales (322,451) fell year-over-year by 11.9%. All other likely firearms sales (91,248) increased year-over-year by 29.6%. This includes so-called "multiple" sales where the allocation between handguns and long-guns cannot be determined from the data record. Although seasonality is not quite as pronounced as for the market as a whole, handgun sales also tend to reach their low sales months in June and July. For long-guns, the seasonality pattern is different but with the lowest sales months again in May, June, and July.

SAAF Chief Economist Jurgen Brauer comments that "SAAF's sales forecast for the whole of 2018 remains unchanged at about 14.5 million firearms units."

SAAF's firearms unit sales estimates are based on raw data taken from the FBI's National Instant Criminal Background Check System (NICS), adjusted for checks likely to be unrelated to end-user firearms sales. The FBI's raw numbers (for June, some 1, 912,838) cannot be taken at face-value as very large numbers of background checks are unrelated to end-user sales. For example, in June the state of Kentucky conducted about 396,000 so-called permit checks alone whereas end-user sales at firearms retailers likely amounted to under 15,000 units.

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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 AnalyticsSM and Small Arms Analytics & ForecastingSM are legally protected Service Marks of Small Arms Analytics & Forecasting. (Contact sales@SmallArmsAnalytics.com for sales and other information.)

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