



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

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September 2018 U.S. firearms sales subdued

(GREENVILLE, SC, USA & HALIFAX, NS, CANADA) – *Small Arms Analytics & Forecasting* (SAAF) estimates September 2018 firearm sales at 961,399 units, a year-over-year decline of 9.1% from September 2017. This is the lowest September number since September 2011. Likely single handgun sales (480,369) fell year-over-year by 9.0% and single long-gun sales (409,827) fell year-over-year by 11.1%. All other likely firearms sales (71,203) increased year-over-year by 3.8%. This includes so-called “multiple” sales where the allocation between handguns and long-guns cannot be determined from the data record.

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 September, some 1, 895,841) cannot be taken at face-value as very large numbers of background checks are unrelated to end-user sales. For example, in September the state of Kentucky conducted about 393,000 so-called permit checks alone whereas end-user checks at firearms retailers likely amounted to just over 15,200 checks.

SAAF Chief Economist Jurgen Brauer comments that “the sum total of likely U.S. firearms sales for the first three-quarters of 2018 is about 9.8 million units, below the 11.4 million for the same time period in 2016 and the 10.2 million for the same time period in 2017. While decent financial results for certain publicly-traded firearms makers have been widely reported, this is due in part to price recovery following inventory sell-offs, industry restructuring by stronger suppliers, and at least temporary exit of weaker suppliers.”

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Chart attached: Approximate United States Firearms Sales (January 2007 to September 2018, 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 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.)

Approximate United States Firearms Sales

January 2007 to September 2018 (in millions)

