



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

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Despite further declines, November 2018 U.S. firearms sales were uncommonly strong

(GREENVILLE, SC, USA & HALIFAX, NS, CANADA) – *Small Arms Analytics & Forecasting* (SAAF) estimates November 2018 firearm sales at 1,404,729 units, a year-over-year decline of 9.3% from November 2017. Likely single handgun sales (643,229) fell year-over-year by 14.3% and single long-gun sales (627,323) fell year-over-year by 10.5%. All other likely firearms sales (134,176) increased year-over-year by 38.2%. This includes “multiple” sales where the allocation between handguns and long-guns cannot be determined from the data record. This category of sales has seen strong gains throughout the year and it would be helpful to market analysts if in future the FBI were to release more detailed information.

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 November, some 2,363,705) cannot be taken at face-value as very large numbers of background checks are unrelated to end-user sales. For example, in November the state of Kentucky conducted about 394,000 so-called permit checks alone whereas end-user checks at firearms retailers likely amounted to just under 28,000 checks.

SAAF Chief Economist Jurgen Brauer comments that “despite the year-over-year decline, November sales actually were uncommonly strong in that the increase from October to November is the second-largest observed over the past six years. Projected sales for the whole of 2018 are likely to range between 13.5 to 14 million units.”

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Chart attached: Approximate United States Firearms Sales (January 1999 to November 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 1999 to current (in millions)

