

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

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U.S. firearms sales: Year-over-year sales rise in September 2019

(GREENVILLE, SC, USA & HALIFAX, NS, CANADA) – *Small Arms Analytics & Forecasting* (SAAF) estimates September 2019 U.S. firearms sales at 1,064,579 units, a year-over-year increase of 10.7% from September 2018. Likely single handgun sales (536,306) increased year-over-year by 11.6% while single long-gun sales (439,468) increased year-over-year by 7.2%. All other likely background check-related sales (88,805) increased year-over-year by 24.7%. 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 unlikely to be related to end-user firearms sales. For example, the FBI's raw numbers (for September, some 2,189,028) cannot be taken at face value, as very large numbers of background checks are unrelated to end-user sales. As a case in point, in September the state of Kentucky conducted over 286,000 so-called permit checks and rechecks alone whereas end-user checks at firearms retailers likely amounted to about 18,300 checks. SAAF makes certain other adjustments to the data based on retailer reports and other information; nonetheless, the estimates still likely understate the “true” number of unit sales.

SAAF Chief Economist Jurgen Brauer comments that “the industry will be pleased, having seen excellent sales numbers in August and September that have brought this year's year-to-date unit sales just 100,000 units short of last year's sales-to-date (Jan. to Sept. 2018).”

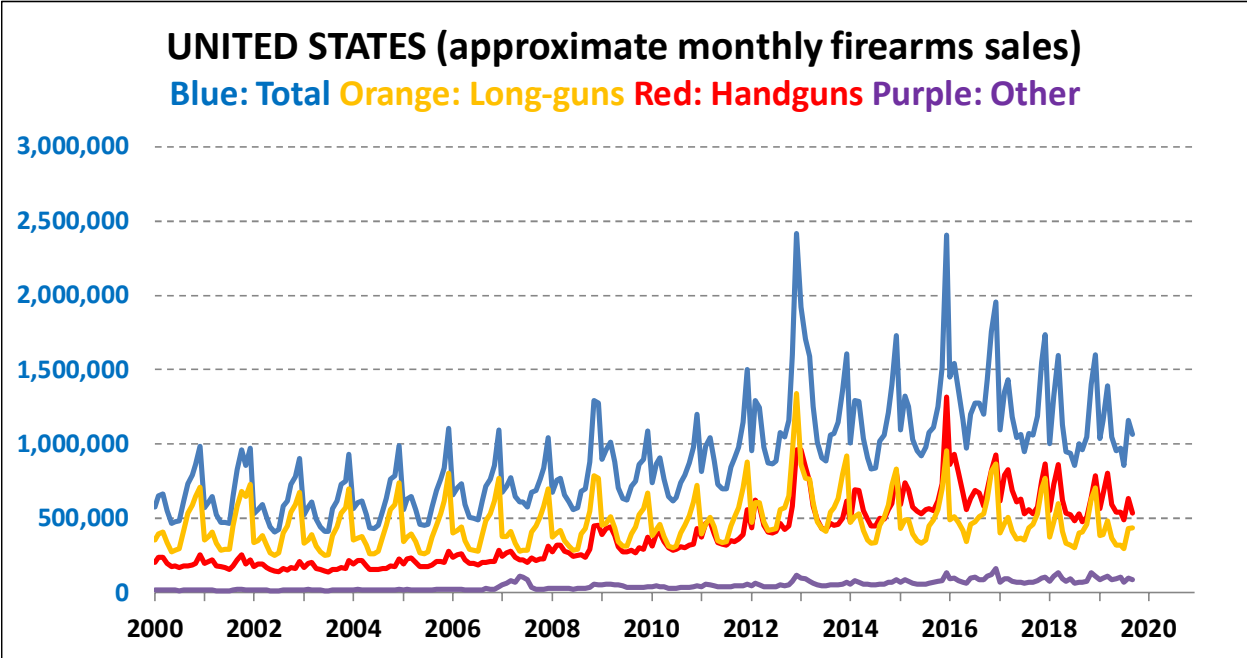
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Chart attached: Approximate United States Firearms Sales (January 1999 to September 2019).

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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