



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

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## ***U.S. firearms unit sales forecast for November and December 2019***

(GREENVILLE, SC, USA & HALIFAX, NS, CANADA) – Due to media interest, *Small Arms Analytics & Forecasting* (SAAF) produced forecasts specifically for the November and December 2019 U.S. firearms sales season. We suggest that November 2019 sales (not FBI/NICS background checks!) may come in at about 1.5 million units, and December 2019 sales as high as 1.7 to 1.8 million, bringing the year's total to about 14 million units, somewhat above the 2018 total of 13.8 million but below the 2017 total of 14.7 million (and far below the 2016 total of 16.6 million).

Like other industry observers, SAAF's firearms unit sales estimates are based on raw data taken from the FBI's National Instant Criminal Background Check System (NICS) and adjusted for checks unlikely to be related to end-user firearms sales. For example, the FBI's raw numbers (for October, some 2,327,252) 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 October the state of Kentucky conducted over 280,000 so-called permit checks and rechecks alone whereas end-user checks at firearms retailers likely amounted to about 21,300 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.

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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 Analytics<sup>SM</sup> and Small Arms Analytics & Forecasting<sup>SM</sup> are legally protected Service Marks of Small Arms Analytics & Forecasting. (Contact [sales@SmallArmsAnalytics.com](mailto:sales@SmallArmsAnalytics.com) for sales and other information.)*