

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: January 2020 units sales shoot up drastically

(GREENVILLE, SC, USA & HALIFAX, NS, CANADA) – *Small Arms Analytics & Forecasting* (SAAF) estimates January 2020 U.S. firearms sales at 1,273,531 units, a year-over-year **increase** of 19.1% from January 2019. Likely single handgun sales (709,778) **increased** year-over-year by 25.0% whereas single long-gun sales (419,839) **increased** year-over-year by 9.9%. All other likely background check-related sales (107,913) **increased** year-over-year by 21.1%. 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 January, some 2,652,263) 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 January the state of Kentucky conducted about 367,000 so-called permit checks and rechecks alone whereas end-user checks at firearms retailers likely amounted to about 24,000 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 started the 2020 unit-sales year with a bang, as it were, particularly regarding handgun sales. The ratio of handgun to long-gun unit sales was 1.69, the highest on record for any January since 1999. That said, handgun sales generally account for a large proportion of sales in the first half of the year before tapering off, relative to long-guns, in the second half.”

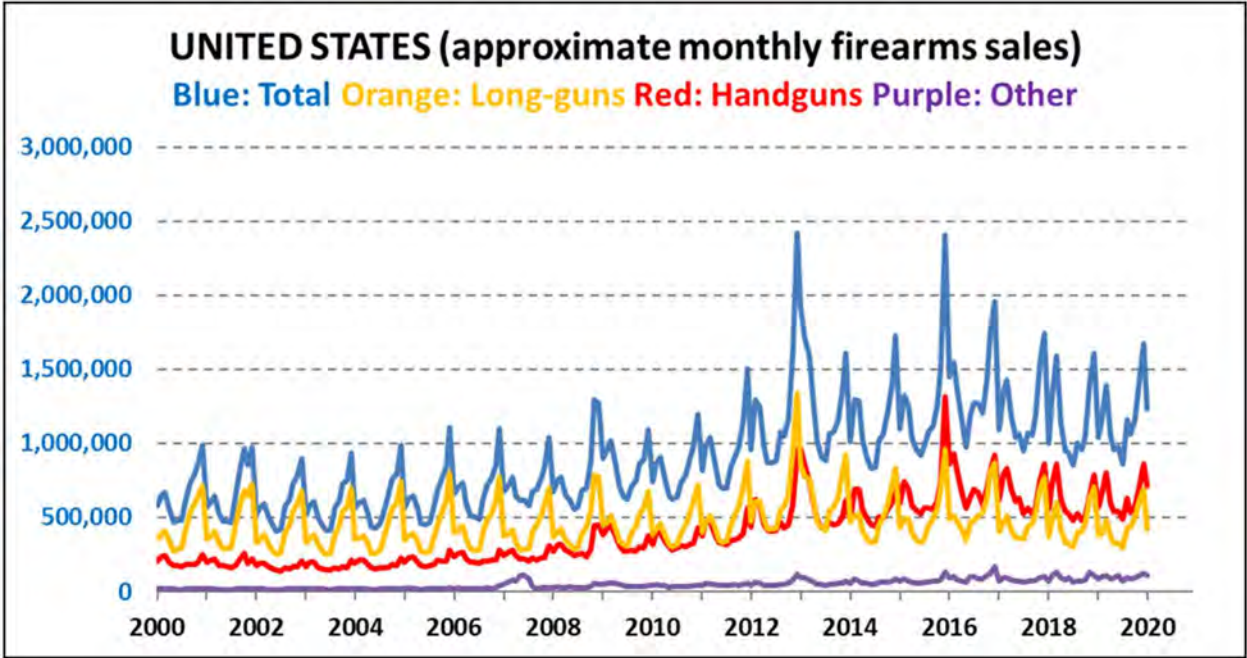
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Chart attached: Approximate United States Firearms Sales (January 2000 to January 2020).

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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