



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

For Immediate Release, January 6, 2020

U.S. firearms sales: December 2019 up over last year

(GREENVILLE, SC, USA & HALIFAX, NS, CANADA) – *Small Arms Analytics & Forecasting* (SAAF) estimates December 2019 U.S. firearms sales at 1,671,775 units, a year-over-year **increase** of 4.2% from December 2018. Likely single handgun sales (859,850) **increased** year-over-year by 9.4% whereas single long-gun sales (689,444) **decreased** year-over-year by 2.5%. All other likely background check-related sales (122,481) **increased** year-over-year by 10.8%. 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 unlikely to be related to end-user firearms sales. For example, the FBI's raw numbers (for December, some 2,898,501) 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 December the state of Kentucky conducted nearly 370,000 so-called permit checks and rechecks alone whereas end-user checks at firearms retailers likely amounted to about 36,000 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 ended the 2019 year with sales of about 100,000 more units than for the whole of 2018 (13.9 vs. 13.8 million units). While unit sales during 2020, being a U.S. presidential election year, may increase yet again (even absent of politics, we estimate to about 14.4 million units), it is unlikely that the industry will return to its 2016 sales high of 16.6 million units. One trend that will continue, however, is of the U.S. as a ‘hand-gun nation’. Since 2014, annual hand-gun unit sales have handily outpaced annual long-gun unit sales, in 2019 by nearly 2.3 million units.”

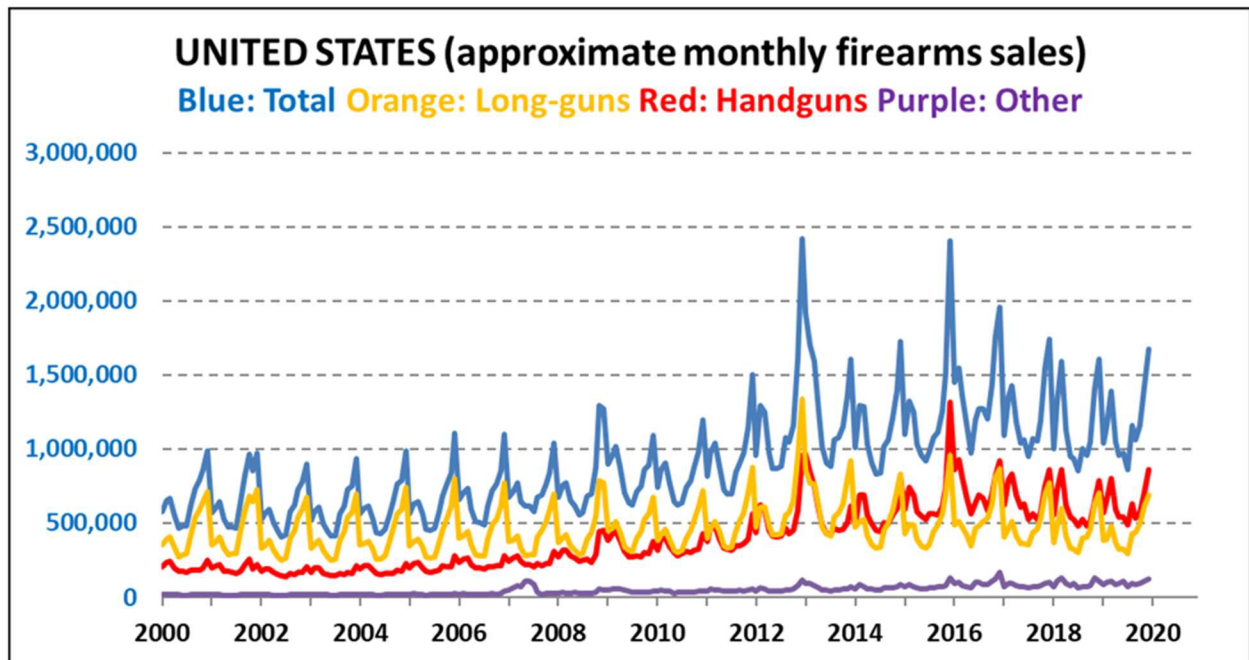
-30-

Contact: Corinne MacLellan <media@SmallArmsAnalytics.com> +1-902-209-3234.

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



© Small Arms Analytics & Forecasting | SmallArmsAnalytics.com