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## **U.S. firearms sales September 2021: The pattern continues; less than 2020 but more than 2019**

(GREENVILLE, SC, USA & HALIFAX, NS, CANADA) – *Small Arms Analytics & Forecasting* (SAAF) estimates September 2021 U.S. firearms unit sales at about 1.45 million units, a year-over-year decrease of 18.0% relative to September 2020.

Detailed data by firearms type and state are available for purchase at <https://SmallArmsAnalytics.com/shop/>.

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, in September the state of Kentucky conducted nearly 370,000 total background checks whereas end-user unit sales likely amounted to about 25,000. Much but not all of the difference stems from routine firearms permit checks and rechecks rather than from sales-related checks. SAAF thus makes certain adjustments to the FBI's raw data based on retailer reports and other information. Even so, SAAF-adjusted NICS numbers may still underestimate the actual unit sales level by some amount.

SAAF Chief Economist Jurgen Brauer comments that "abstracting from the super-charged year 2020, the third quarter 2021 estimated firearms unit sales (July, August, September 2021) are about 38% higher than for the same period in 2019 but this is down from the first quarter increase of 64.5% relative to 2019 and the second quarter increase of 56.1%, also relative to 2019. This slow-down in the rate of increase is especially noticeable in the handgun segment of the market. On a different note, cumulatively from January to September 2021, estimated sales come in at about 14.8 million firearms units and already exceed the all-year total for 2019 by about 6.5%. Put differently, the firearms market remains extraordinarily active."

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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.)*