

MEDICAL CANNABIS PROGRAM REPORT | NOVEMBER 2023

Program Participation	September	October		November	
Total Unique Patients	23,802	24,384	(↑)	24,819	(↑)
Total Unique Caregivers	63	63	(-)	63	(-)
Total Unique Healthcare Providers	653	653	(-)	654	(↑)
Total Unique Patients Served by a Registered Dispensary	11,029	11,207	(↑)	11,092	(↓)

Upcoming Patient Expirations	December	January	February
	485	603	639

Patients—DC Residents	September	October		November	
Total Unique Patients	6,429	6,370	(↓)	6,478	(↑)
Total Unique Sales	16,916	17,443	(↑)	17,201	(↓)
Total Unique In-Store Sales	15,861	16,335	(↑)	16,061	(↓)
Total Unique Delivery Sales	1,055	1,108	(↑)	1,140	(↑)
Average Sale	\$91	\$87	(↓)	\$89	(↑)
In-Store Average Sale	\$86	\$82	(↓)	\$84	(↑)
Delivery Average Sale	\$163	\$161	(↓)	\$157	(↓)
In-Store Sales Total	\$1,359,625	\$1,335,244	(↓)	\$1,344,139	(↑)
Delivery Sales Total	\$171,902	\$177,896	(↑)	\$178,814	(↑)
Total Sales	\$1,531,528	\$1,513,140	(↓)	\$1,522,954	(↑)

Non-DC Resident Patients — Reciprocity	September	October		November	
Total Unique Patients	2,846	2,710	(↓)	2,601	(↓)
Total Unique Sales	6,214	5,899	(↓)	5,567	(↓)
Total Unique In-Store Sales	6,174	5,866	(↓)	5,523	(↓)
Total Unique Delivery Sales	40	33	(↓)	44	(↑)
Average Sale	\$151	\$149	(↓)	\$149	(-)
In-Store Sale Average	\$151	\$149	(↓)	\$149	(-)
Delivery Sale Average	\$160	\$150	(↓)	\$147	(↓)
In-Store Sales Total	\$933,809	\$872,841	(↓)	\$821,942	(↓)
Delivery Sales Total	\$6,381	\$4,940	(↓)	\$6,475	(↑)
Total Sales	\$940,190	\$877,780	(↓)	\$828,417	(↓)

Top 5 Residencies -

Unique patients per state	September	October	November
1.	MD (1,351)	MD (1,308)	MD (1,227)
2.	VA (1,118)	VA (1,041)	VA (1,012)
3.	FL (85)	FL (84)	FL (78)
4.	PA (61)	PA (75)	PA (65)
5.	NJ (40)	NJ (45)	NJ (45)

**Non-DC Resident Patients —
Self-Certified Temporary**

	September	October		November	
Registered Patients Per Month	1,456	2,020	(↑)	1,817	(↓)
Total Registered Patients	17,874	19,894	(↑)	21,711	(↑)
Total Unique Patients who Purchased	1,754	2,127	(↑)	2,013	(↓)
Total Unique Sales	3,120	3,449	(↑)	3,418	(↓)
Total Unique In-Store Sales	3,096	3,415	(↑)	3,364	(↓)
Total Unique Delivery Sales	24	34	(↑)	54	(↑)
Average Sale	\$164	\$146	(↓)	\$155	(↑)
In-Store Sale Average	\$163	\$180	(↑)	\$154	(↓)
Delivery Sale Average	\$236	\$145	(↓)	\$180	(↑)
In-Store Sales Total	\$506,090	\$496,343	(↓)	\$519,286	(↑)
Delivery Sales Total	\$5,668	\$6,112	(↑)	\$9,741	(↑)
Total Sales	\$511,758	\$502,455	(↓)	\$529,027	(↑)

Top 5 Residencies -

Temporary Registrations per state	September	October	November
1.	VA (402)	MD (569)	VA (568)
2.	MD (397)	VA (551)	MD (520)
3.	NC (148)	NC (178)	NC (196)
4.	GA (53)	FL (74)	FL (52)
5.	FL (48)	GA (66)	GA (50)

Monthly Sales

	September	October		November	
Dispensaries	\$2,983,476	\$2,893,375	(↓)	\$2,880,398	(↓)
Cultivation Centers	\$1,426,453	\$1,106,910	(↓)	\$1,129,260	(↑)
Manufacturer	-	\$761,330	(-)	\$606,011	(↓)
Total	\$4,409,929	\$4,761,615	(↑)	\$4,615,669	(↓)

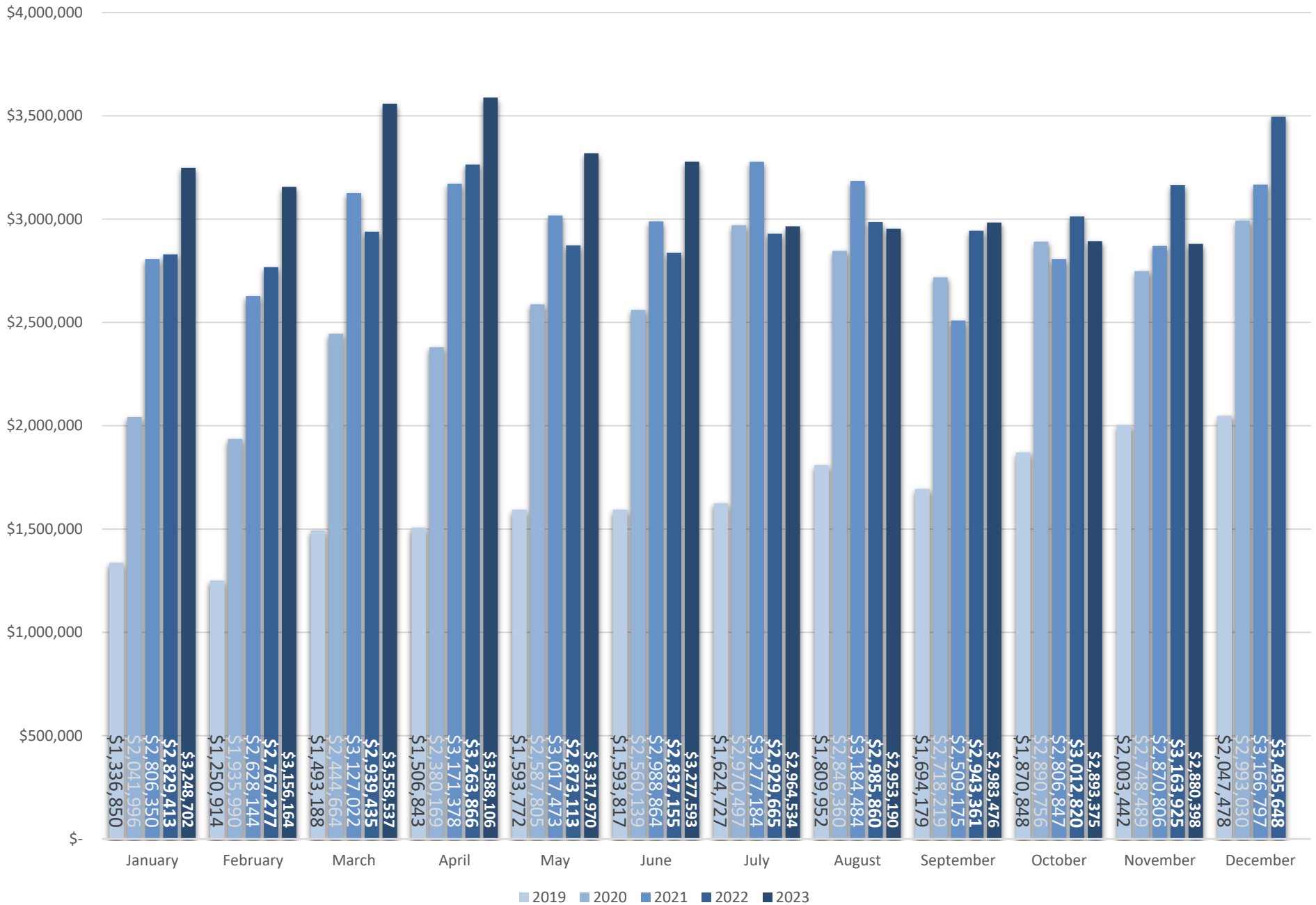
Month-to-Month Comparison

	November 2022	November 2023	
Dispensaries	\$3,163,925	\$2,880,398	(↓)
Cultivation Centers	\$1,902,505	\$1,129,260	(↓)
Manufacturer	-	\$606,011	(-)
Total	\$5,066,429	\$4,615,669	(↓)

Product Sales by Type	September		October		November	
	Total Sold	Value	Total Sold	Value	Total Sold	Value
Concentrate	449g	\$34,963	441g (↓)	\$35,107 (↑)	482g (↑)	\$37,102 (↑)
Flower/Bud	510lbs	\$2,020,504	497lbs (↓)	\$1,951,104 (↓)	483lbs (↓)	\$1,911,125 (↓)
Infused Concentrate (each)	14,828	\$581,793	14,470 (↓)	\$566,589 (↓)	15,573 (↑)	\$544,163 (↓)
Infused Edible (each)	6,883	\$186,507	6,642 (↓)	\$184,230 (↓)	6,796 (↑)	\$185,672 (↑)
Infused Topical (each)	466	\$16,053	476 (↑)	\$17,593 (↑)	507 (↑)	\$18,112 (↑)
Kief	290g	\$11,231	334g (↑)	\$13,388 (↑)	363g (↑)	\$13,221 (↓)
Pill/Capsule/Suppository (each)	-	-	- (-)	- (-)	71 (-)	\$4,316 (-)
Raw Pre-Roll	-	-	- (-)	- (-)	3.6lbs (-)	\$19,366 (-)
Shake/Trim	58lbs	\$132,425	55lbs (↓)	\$125,364 (↓)	65lbs (↑)	\$144,684 (↑)
Tincture (each)	-	-	- (-)	- (-)	23 (-)	\$972 (-)
Vape Cartridge (each)	-	-	- (-)	- (-)	31 (-)	\$1,665 (-)

Enforcement	September	October	November
Violations Observed	1	0 (↓)	0 (-)
Patient Oversells	0	0 (-)	0 (-)
Scheduled Inspections	6	0 (↓)	6 (↑)
Cannabis Waste Destroyed	4,040lbs	0lbs (↓)	4,340lbs (↑)
New Product Requests	0	0 (-)	0 (-)

Dispensary Sales Month-to-Month Comparison



Cultivation Center/Manufacturer Sales Month-to-Month Comparison

