

MEDICAL CANNABIS PROGRAM REPORT | APRIL 2023

Program Participation	February	March		April	
Total Unique Patients	27,036	28,833	(↑)	20,656*	(↓)
Total Unique Caregivers	85	88	(↑)	59*	(↓)
Total Unique Healthcare Providers	647	650	(↑)	650	(-)
Total Unique Patients Served by a Registered Dispensary	11,369	11,909	(↑)	12,260	(↑)

*The emergency rulemaking expires April 1, 2023

Upcoming Patient Expirations	May	June	July
	88	128	124

Patients—DC Residents	February	March		April	
Total Unique Patients	6,275	6,555	(↑)	6,867	(↑)
Total Unique Sales	16,156	18,161	(↑)	17,927	(↓)
Total Unique In-Store Sales	15,035	16,923	(↑)	16,765	(↓)
Total Unique Delivery Sales	1,121	1,238	(↑)	1,162	(↓)
Average Sale	\$99	\$100	(↑)	\$104	(↑)
In-Store Average Sale	\$95	\$95	(-)	\$100	(↑)
Delivery Average Sale	\$158	\$166	(↑)	\$164	(↓)
In-Store Sales Total	\$1,423,034	\$1,615,088	(↑)	\$1,673,459	(↑)
Delivery Sales Total	\$177,378	\$205,101	(↑)	\$190,162	(↓)
Total Sales	\$1,600,412	\$1,820,189	(↑)	\$1,863,621	(↑)

Non-DC Resident Patients — Reciprocity	February	March		April	
Total Unique Patients	3,236	3,307	(↑)	3,251	(↓)
Total Unique Sales	6,518	6,990	(↑)	6,465	(↓)
Total Unique In-Store Sales	6,501	6,967	(↑)	6,434	(↓)
Total Unique Delivery Sales	17	23	(↑)	31	(↑)
Average Sale	\$163	\$167	(↑)	\$174	(↑)
In-Store Sale Average	\$163	\$167	(↑)	\$174	(↑)
Delivery Sale Average	\$154	\$139	(↓)	\$198	(↑)
In-Store Sales Total	\$1,056,957	\$1,163,882	(↑)	\$1,119,698	(↓)
Delivery Sales Total	\$2,614	\$3,192	(↑)	\$6,129	(↑)
Total Sales	\$1,059,571	\$1,167,074	(↑)	\$1,125,827	(↓)

Top 5 Residencies -

Unique patients per state	February	March	April
1.	MD (1,444)	MD (1,376)	MD (1,324)
2.	VA (1,197)	VA (1,216)	VA (1,263)
3.	FL (111)	FL (162)	PA (119)
4.	PA (110)	PA (100)	FL (112)
5.	NJ (79)	NJ (67)	NJ (64)

Non-DC Resident Patients —

Self-Certified Temporary	February	March		April	
Registered Patients Per Month	1,570	1,791	(↑)	1,839	(↑)
Total Registered Patients	6,353	8,144	(↑)	9,983	(↑)
Total Unique Patients who Purchased	1,858	2,047	(↑)	1,422	(↓)
Total Unique Sales	3,141	3,756	(↑)	3,816	(↑)
Total Unique In-Store Sales	3,109	3,733	(↑)	3,798	(↑)
Total Unique Delivery Sales	32	23	(↓)	18	(↓)
Average Sale	\$158	\$152	(↓)	\$157	(↑)
In-Store Sale Average	\$158	\$152	(↓)	\$157	(↑)
Delivery Sale Average	\$149	\$140	(↓)	\$135	(↓)
In-Store Sales Total	\$491,406	\$568,056	(↑)	\$596,227	(↑)
Delivery Sales Total	\$4,775	\$3,218	(↓)	\$2,431	(↓)
Total Sales	\$496,181	\$571,274	(↑)	\$598,658	(↑)

Top 5 Residencies -

Temporary Registrations per state	February	March	April
1.	VA (452)	MD (538)	MD (722)
2.	MD (447)	VA (434)	VA (546)
3.	NC (146)	NC (187)	NC (236)
4.	TX (61)	FL (65)	GA (112)
5.	PA (54)	TX (62)	FL (79)

Monthly Sales

	February	March		April	
Dispensaries	\$3,156,164	\$3,558,537	(↑)	\$3,588,106	(↑)
Cultivation Centers	\$1,618,918	\$2,266,454	(↑)	\$2,280,916	(↑)
Total	\$4,775,082	\$5,824,991	(↑)	\$5,869,022	(↑)

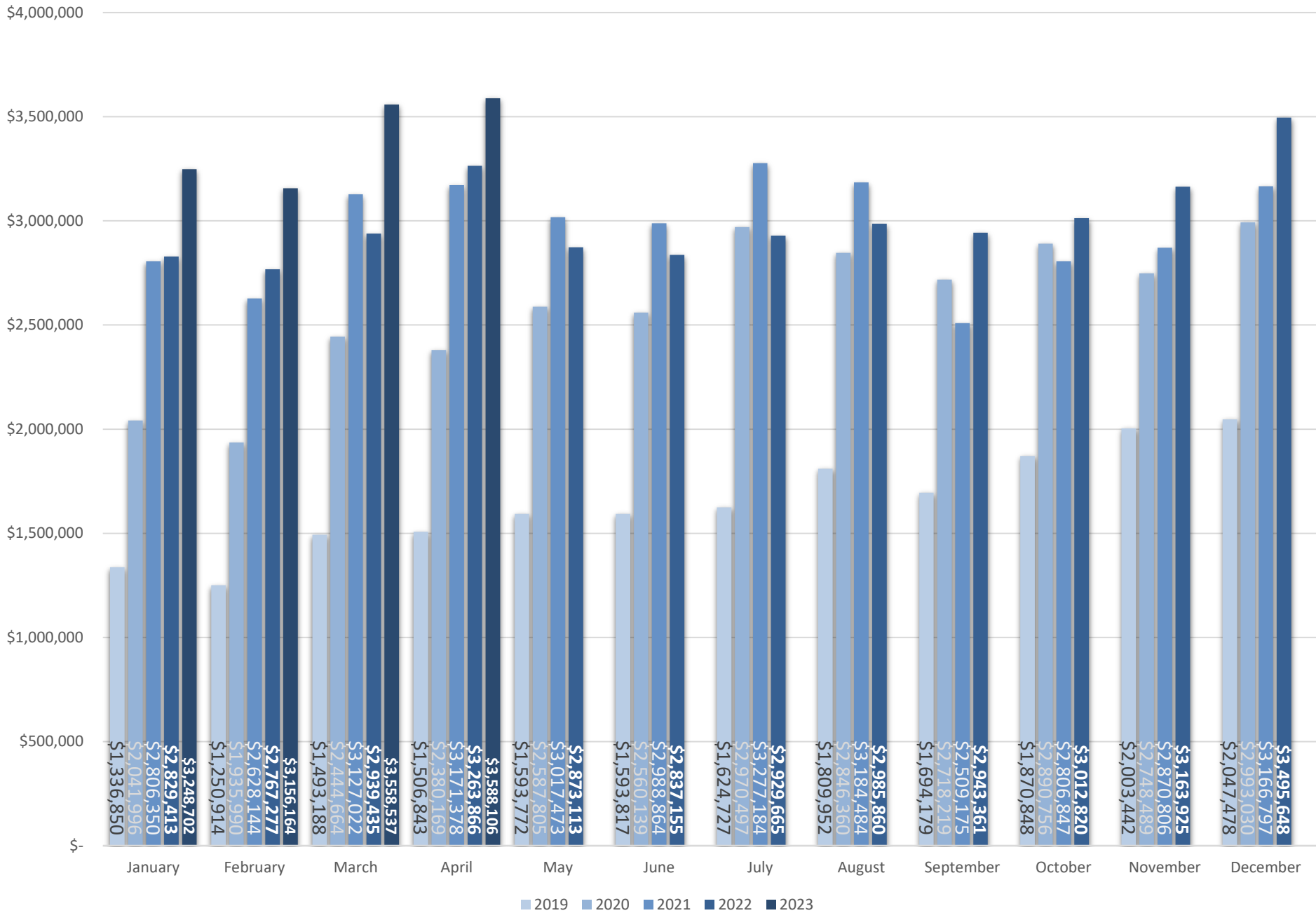
Month-to-Month Comparison

	April 2022	April 2023	
Dispensaries	\$3,263,866	\$3,588,106	(↑)
Cultivation Centers	\$1,667,438	\$2,280,916	(↑)
Total	\$4,931,304	\$5,869,022	(↑)

Product Sales by Type	February		March		April	
	Total Sold	Value	Total Sold	Value	Total Sold	Value
Concentrate	630g	\$50,043	558g (↓)	\$43,988 (↓)	532g (↓)	\$41,591 (↓)
Flower/Bud	508lbs	\$2,102,787	530lbs (↑)	\$2,379,580 (↑)	470lbs (↓)	\$2,244,585 (↓)
Infused Edible (each)	8,882	\$220,582	9,585 (↑)	\$245,889 (↑)	10,412 (↑)	\$250,154 (↑)
Infused Concentrate (each)	16,631	\$659,019	17,560 (↑)	\$712,195 (↑)	19,706 (↑)	\$764,875 (↑)
Infused Topical (each)	612	\$22,476	629 (↑)	\$24,217 (↑)	593 (↓)	\$23,873 (↓)
Keif	153g	\$6,607	259g (↑)	\$11,446 (↑)	275g (↑)	\$11,969 (↑)
Shake/Trim	23lbs	\$94,650	55lbs (↑)	\$141,222 (↑)	96lbs (↑)	\$251,059 (↑)

Enforcement	February	March	April
Violations Observed	0	0 (↓)	1 (↑)
Patient Oversells	0	0 (-)	0 (-)
Scheduled Inspections	0	0 (↓)	7 (↑)
Cannabis Waste Destroyed	3,140lbs	16,800lbs (↑)	12,460lbs (↓)
New Product Requests	0	0 (-)	1 (↑)

Dispensary Sales Month-to-Month Comparison



Cultivation Center Sales Month-to-Month Comparison

