

## MEDICAL CANNABIS PROGRAM REPORT | JANUARY 2024

<b>Program Participation</b>	November	December		January	
Total Unique Patients	24,819	25,027	(↑)	25,191	(↑)
Total Unique Caregivers	63	63	(-)	66	(↑)
Total Unique Healthcare Providers	654	655	(↑)	657	(↑)
Total Unique Patients Served by a Registered Dispensary	11,092	11,525	(↑)	9,951	(↓)

<b>Upcoming Patient Expirations</b>	February	March	April
	637	618	644

<b>Patients—DC Residents</b>	November	December		January	
Total Unique Patients	6,478	6,768	(↑)	6,079	(↓)
Total Unique Sales	17,201	18,066	(↑)	15,721	(↓)
Total Unique In-Store Sales	16,061	16,876	(↑)	14,414	(↓)
Total Unique Delivery Sales	1,140	1,190	(↑)	1,307	(↑)
Average Sale	\$89	\$91	(↑)	\$92	(↑)
In-Store Average Sale	\$84	\$86	(↑)	\$87	(↑)
Delivery Average Sale	\$157	\$158	(↑)	\$152	(↓)
In-Store Sales Total	\$1,344,139	\$1,448,963	(↑)	\$1,247,683	(↓)
Delivery Sales Total	\$178,814	\$187,678	(↑)	\$198,317	(↑)
Total Sales	\$1,522,954	\$1,636,641	(↑)	\$1,446,000	(↓)

<b>Non-DC Resident Patients — Reciprocity</b>	November	December		January	
Total Unique Patients	2,601	2,603	(↑)	2,098	(↓)
Total Unique Sales	5,567	5,618	(↑)	4,508	(↓)
Total Unique In-Store Sales	5,523	5,571	(↑)	4,470	(↓)
Total Unique Delivery Sales	44	47	(↑)	38	(↓)
Average Sale	\$149	\$155	(↑)	\$152	(↓)
In-Store Sale Average	\$149	\$155	(↑)	\$151	(↓)
Delivery Sale Average	\$147	\$151	(↑)	\$183	(↑)
In-Store Sales Total	\$821,942	\$866,146	(↑)	\$676,609	(↓)
Delivery Sales Total	\$6,475	\$7,102	(↑)	\$6,968	(↓)
Total Sales	\$828,417	\$873,248	(↑)	\$683,578	(↓)

**Top 5 Residencies -**

Unique patients per state	November	December	January
1.	MD (1,227)	MD (1,207)	MD (1,010)
2.	VA (1,012)	VA (1,037)	VA (872)
3.	FL (78)	FL (69)	FL (51)
4.	PA (65)	PA (65)	PA (40)
5.	NJ (45)	NJ (48)	NJ (37)

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

	November	December		January	
Registered Patients Per Month	1,817	1,899	(↑)	1,542	(↓)
Total Registered Patients	21,711	23,600	(↑)	25,142	(↑)
Total Unique Patients who Purchased	2,013	2,154	(↑)	1,774	(↓)
Total Unique Sales	3,418	3,594	(↑)	3,021	(↓)
Total Unique In-Store Sales	3,364	3,553	(↑)	2,974	(↓)
Total Unique Delivery Sales	54	41	(↓)	47	(↑)
Average Sale	\$155	\$152	(↓)	\$154	(↑)
In-Store Sale Average	\$154	\$152	(↓)	\$154	(↑)
Delivery Sale Average	\$180	\$199	(↑)	\$195	(↓)
In-Store Sales Total	\$519,286	\$538,700	(↑)	\$457,590	(↓)
Delivery Sales Total	\$9,741	\$8,171	(↓)	\$9,144	(↑)
Total Sales	\$529,027	\$546,871	(↑)	\$466,734	(↓)

**Top 5 Residencies -**

Temporary Registrations per state	November	December	January
1.	VA (568)	VA (604)	VA (527)
2.	MD (520)	MD (603)	MD (481)
3.	NC (196)	NC (194)	NC (123)
4.	FL (52)	GA (71)	GA (39)
5.	GA (50)	FL (48)	FL (39)

**Monthly Sales**

	November	December		January	
Dispensaries	\$2,880,398	\$3,056,761	(↑)	\$2,596,311	(↓)
Cultivation Centers	\$1,129,260	\$1,165,593	(↑)	\$921,144	(↓)
Manufacturer	\$606,011	\$551,444	(↓)	\$485,038	(↓)
Total	\$4,615,669	\$4,773,798	(↑)	\$4,002,493	(↓)

**Month-to-Month Comparison**

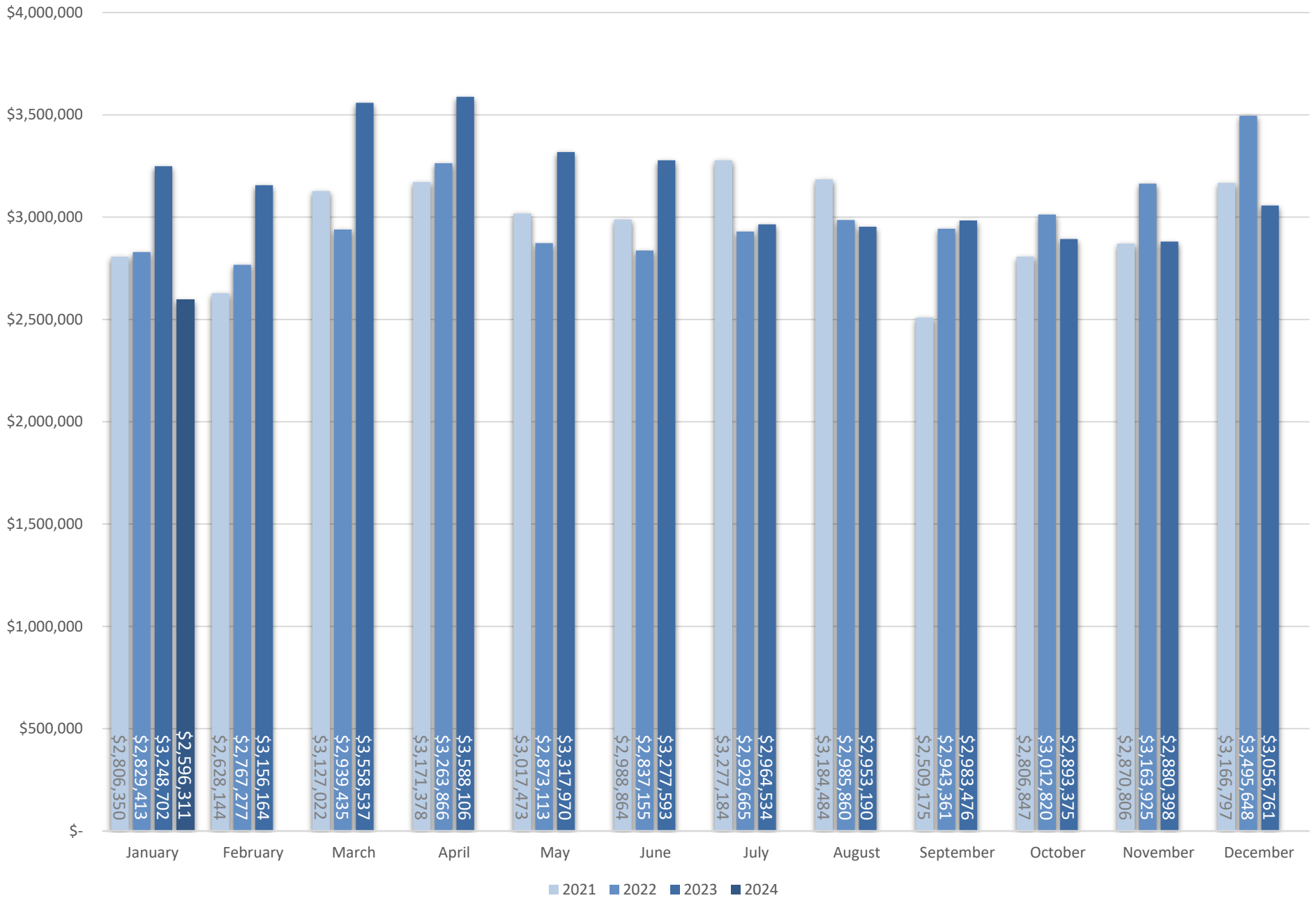
	January 2023	January 2024	
Dispensaries	\$3,248,702	\$2,596,311	(↓)
Cultivation Centers	\$1,797,156	\$921,144*	(↓)
Manufacturer	-	\$485,038	(-)
Total	\$5,045,858	\$4,002,493	(↓)

\*Manufacturing licenses were activated in October 2023. Previously, all sales by cannabis producers were captured under the Cultivation Center license.

Product Sales by Type	November		December		January	
	Total Sold	Value	Total Sold	Value	Total Sold	Value
Concentrate	482g	\$37,102	544g (↑)	\$41,579 (↑)	733g (↑)	\$52,905 (↑)
Flower/Bud	483lbs	\$1,911,125	481lbs (↓)	\$1,984,229 (↑)	370lbs (↓)	\$1,634,083 (↓)
Infused Concentrate (each)	15,573	\$544,163	14,715 (↓)	\$511,489 (↓)	10,252 (↓)	\$376,791 (↓)
Infused Edible (each)	6,796	\$185,672	7,702 (↑)	\$195,911 (↑)	5,706 (↓)	\$160,463 (↓)
Infused Topical (each)	-	-	0.5lbs (↑)	\$5,942 (↑)	0.75lbs (↑)	\$8,264 (↑)
Kief	507	\$18,112	689 (↑)	\$22,801 (↑)	540 (↓)	\$16,605 (↓)
Pill/Capsule/Suppository (each)	363g	\$13,221	245g (↓)	\$9,258 (↓)	189g (↓)	\$7,917 (↓)
Raw Pre-Roll	71	\$4,316	594 (↑)	\$28,622 (↑)	920 (↑)	\$39,192 (↑)
Shake/Trim	3.6lbs	\$19,366	14lbs (↑)	\$67,792 (↑)	18lbs (↑)	\$77,262 (↑)
Tincture (each)	65lbs	\$144,684	73lbs (↑)	\$155,164 (↑)	64lbs (↓)	\$150,129 (↓)
Vape Cartridge (each)	23	\$972	127 (↑)	\$10,356 (↑)	151 (↑)	\$12,836 (↑)

Enforcement	November	December	January
Violations Observed	1	0 (↓)	0 (-)
Scheduled Inspections	6	6 (-)	2 (↓)
Cannabis Waste Destroyed	4,040lbs	2,200lbs (↓)	1,780lbs (↓)

## Dispensary Sales Month-to-Month Comparison



### Cultivation Center/Manufacturer Sales Month-to-Month Comparison

