



MEDICAL CANNABIS PROGRAM REPORT | JANUARY 2023

Program Participation	November	December		January	
Total Unique Patients	25,084	26,120	(↑)	27,036*	(↑)
Total Unique Caregivers	82	82	(-)	82	(-)
Total Unique Healthcare Providers	642	643	(↑)	644	(↑)
Total Unique Patients Served by a Registered Dispensary	11,068	11,925	(↑)	11,269	(↓)

*Of the total patient count, 8,879 registrations lapsed prior to January 31, 2023

Upcoming Patient Expirations	February	March	April
	61	80	101

Patients—DC Residents	November	December		January	
Total Unique Patients	6,264	6,619	(↑)	6,294	(↓)
Total Unique Sales	15,966	17,141	(↑)	16,759	(↓)
Total Unique In-Store Sales	14,996	16,052	(↑)	15,671	(↓)
Total Unique Delivery Sales	970	1,089	(↑)	1,088	(↓)
Average Sale	\$103	\$103	(-)	\$99	(↓)
In-Store Average Sale	\$99	\$98	(↓)	\$95	(↓)
Delivery Average Sale	\$172	\$175	(↑)	\$160	(↓)
In-Store Sales Total	\$1,478,047	\$1,579,407	(↑)	\$1,491,904	(↓)
Delivery Sales Total	\$167,201	\$190,351	(↑)	\$174,044	(↓)
Total Sales	\$1,645,248	\$1,769,758	(↑)	\$1,665,948	(↓)

Patients—Non-DC Residents	November	December		January	
Total Unique Patients	4,804	5,306	(↑)	4,973	(↓)
Total Unique Sales	9,304	10,560	(↑)	9871	(↓)
Total Unique In-Store Sales	9,294	10,532	(↑)	9,827	(↓)
Total Unique Delivery Sales	10	28	(↑)	44	(↑)
Average Sale	\$163	\$163	(-)	\$160	(↓)
In-Store Sale Average	\$163	\$164	(↑)	\$160	(↓)
Delivery Sale Average	\$252	\$110	(↑)	\$129	(↑)
In-Store Sales Total	\$1,516,158	\$1,722,797	(↑)	\$1,577,060	(↓)
Delivery Sales Total	\$2,519	\$3,093	(↑)	\$5,694	(↑)
Total Sales	\$1,518,677	\$1,725,890	(↑)	\$1,582,754	(↓)

Top 5 Residencies -

Unique patients per state	November	December	January
1.	MD (1,725)	MD (1,888)	MD (1,774)
2.	VA (1,486)	VA (1,821)	VA (1,546)
3.	FL (204)	FL (240)	FL (196)
4.	PA (176)	PA (158)	PA (148)
5.	NJ (90)	NJ (88)	NJ (80)

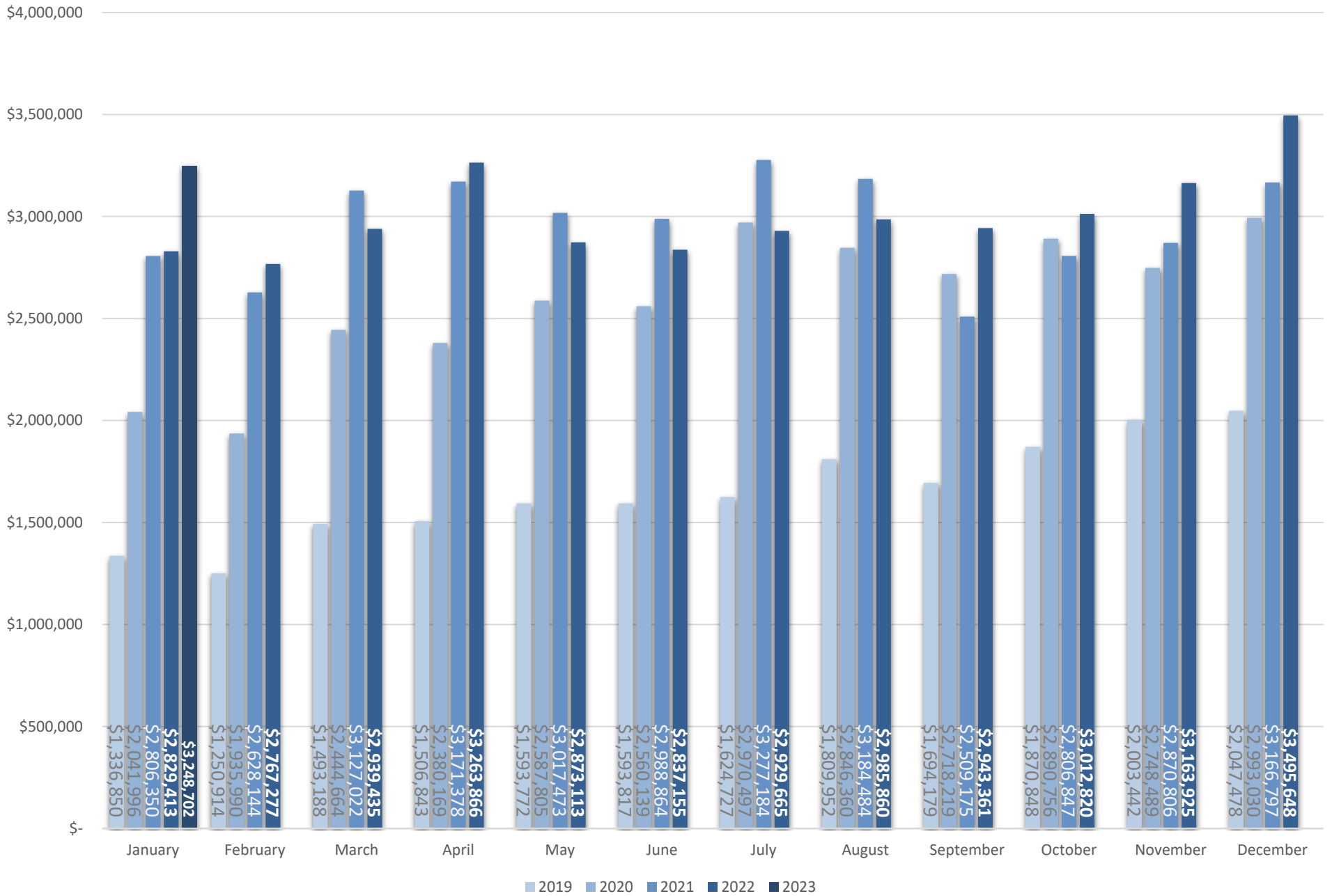
Monthly Sales	November	December	January
Dispensaries	\$3,163,925	\$3,495,648 (↑)	\$3,248,702 (↓)
Cultivation Centers	\$1,902,505	\$1,796,467 (↓)	\$1,797,156 (↑)
Total	\$5,066,430	\$5,292,115 (↑)	\$5,045,858 (↓)

Month-to-Month Comparison	January 2022	January 2023
Dispensaries	\$2,829,413	\$3,248,702 (↑)
Cultivation Centers	\$1,330,106	\$1,797,156 (↑)
Total	\$4,159,519	\$5,045,858 (↑)

Product Sales by Type	November		December		January	
	Total Sold	Value	Total Sold	Value	Total Sold	Value
Concentrate	518g	\$31,522	578g (↑)	\$46,189 (↑)	500g (↓)	\$41,214 (↓)
Flower/Bud	492lbs	\$2,115,922	593lbs (↑)	\$2,346,490 (↑)	531lbs (↓)	2,200,090 (↓)
Infused Edible (each)	9,997	\$207,424	11,124 (↑)	228,610 (↑)	9,876 (↓)	\$206,395 (↓)
Infused Concentrate (each)	17,203	\$705,835	19,493 (↑)	764,343 (↑)	17,464 (↓)	\$686,206 (↓)
Infused Topical (each)	611	\$22,807	783 (↑)	\$27,484 (↑)	603 (↓)	\$21,885 (↓)
Keif	309g	\$12,947	209g (↓)	\$8,612 (↓)	258g (↑)	\$11,010 (↑)
Shake/Trim	30lbs	\$67,468	33lbs (↑)	\$73,920 (↑)	35lbs (↑)	\$81,902 (↑)

Enforcement	November	December	January
Violations Observed	0	4 (↑)	0 (↓)
Patient Oversells	0	0 (-)	0 (-)
Scheduled Inspections	4	4 (-)	0 (↓)
Cannabis Waste Destroyed	2,180lbs	0lbs (↓)	3,140lbs (↑)
New Product Requests	0	0 (-)	0 (-)

Dispensary Sales Month-to-Month Comparison



Cultivation Center Sales Month-to-Month Comparison

