



## MEDICAL CANNABIS PROGRAM REPORT | NOVEMBER 2022

<b>Program Participation</b>	September	October	<b>November</b>	
Total Unique Patients	22,482	24,430 (↑)	25,084*	(↑)
Total Unique Caregivers	80	81 (↑)	82	(↑)
Total Unique Healthcare Providers	641	642 (↑)	642	(-)
Total Unique Patients Served by a Registered Dispensary	9,896	10,328 (↑)	11,068	(↑)

\*Of the total patient count, 8,736 registrations lapsed prior to November 30, 2022

<b>Upcoming Patient Expirations</b>	December	January	February
	67	85	61

<b>Patients—DC Residents</b>	September	October	<b>November</b>	
Total Unique Patients	5,977	6,121 (↑)	6,264	(↑)
Total Unique Sales	15,252	15,763 (↑)	15,966	(↑)
Total Unique In-Store Sales	14,396	14,862 (↑)	14,996	(↑)
Total Unique Delivery Sales	856	901 (↑)	970	(↑)
Average Sale	\$106	\$105 (↓)	\$103	(↓)
In-Store Average Sale	\$101	\$100 (↓)	\$99	(↓)
Delivery Average Sale	\$180	\$177 (↓)	\$172	(↓)
In-Store Sales Total	\$1,458,656	\$1,489,495 (↑)	\$1,478,047	(↓)
Delivery Sales Total	\$154,348	\$159,361 (↑)	\$167,201	(↑)
Total Sales	\$1,613,004	\$1,648,855 (↑)	\$1,645,248	(↓)

<b>Patients—Non-DC Residents</b>	September	October	<b>November</b>	
Total Unique Patients	3,919	4,206 (↑)	4,804	(↑)
Total Unique Sales	7,953	8,249 (↑)	9,304	(↑)
Total Unique In-Store Sales	7,950	8,246 (↑)	9,294	(↑)
Total Unique Delivery Sales	3	3 (-)	10	(-)
Average Sale	\$167	\$165 (↓)	\$163	(↓)
In-Store Sale Average	\$167	\$165 (↓)	\$163	(↓)
Delivery Sale Average	\$82	\$132 (↑)	\$252	(↑)
In-Store Sales Total	\$1,330,111	\$1,363,568 (↑)	\$1,516,158	(↑)
Delivery Sales Total	\$246	\$397 (↑)	\$2,519	(↑)
Total Sales	\$1,330,357	\$1,363,965 (↑)	\$1,518,677	(↑)

**Top 5 Residencies -**

Unique Reciprocity patients per state	September	October	November
1. MD (1,473)	VA (1,479)	MD (1,420)	
2. VA (1,471)	MD (1,415)	VA (1,376)	
3. FL (213)	FL (205)	FL (188)	
4. PA (170)	PA (128)	PA (145)	
5. WV (71)	NJ (78)	NJ (76)	

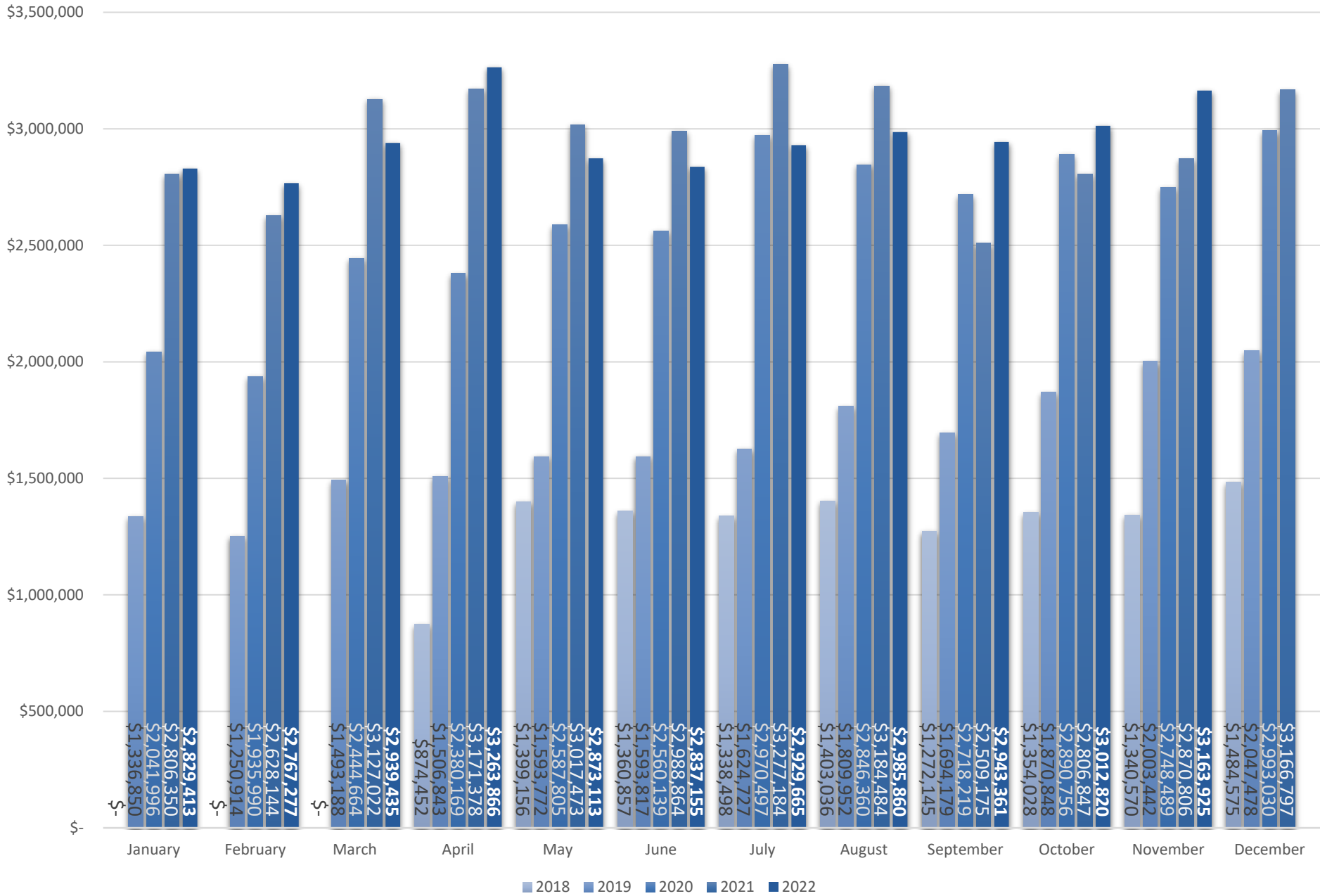
Monthly Sales	September	October	November
Dispensaries	\$2,943,361	\$3,012,820 (↑)	\$3,163,925 (↑)
Cultivation Centers	\$1,540,015	\$1,693,999 (↑)	\$1,902,505 (↑)
Total	\$4,483,376	\$4,706,819 (↑)	\$5,066,430 (↑)

Month-to-Month Comparison	November 2021	November 2022
Dispensaries	\$2,870,806	\$3,163,925 (↑)
Cultivation Centers	\$1,971,723	\$1,902,505 (↓)
Total	\$4,842,529	\$5,066,430 (↑)

Product Sales by Type	September		October		November	
	Total Sold	Value	Total Sold	Value	Total Sold	Value
Concentrate	299g	\$21,961	450g (↑)	\$24,994 (↑)	518g (↑)	\$31,522 (↑)
Flower/Bud	412lbs	\$1,929,971	442lbs (↑)	\$1,999,298 (↑)	492lbs (↑)	\$2,115,923 (↑)
Infused Edible (each)	8,556	\$177,684	9,387 (↑)	\$189,320 (↑)	9,997 (↑)	\$207,424 (↑)
Infused Concentrate (each)	14,207	\$662,733	14,128 (↓)	\$660,064 (↓)	17,203 (↑)	\$705,835 (↑)
Infused Topical (each)	605	\$24,838	599 (↓)	\$22,269 (↓)	611 (↑)	\$22,807 (↑)
Kief	357g	\$13,695	371g (↑)	\$15,489 (↑)	309g (↓)	\$12,947 (↓)
Shake/Trim	43lbs	\$112,430	38lbs (↓)	\$101,385 (↓)	30lbs (↓)	\$67,468 (↓)

Enforcement	September	October	November
Violations Observed	1	1 (-)	0 (↓)
Patient Oversells	0	0 (-)	0 (-)
Scheduled Inspections	17	8 (↓)	4 (↓)
Cannabis Waste Destroyed	6,640lbs	2,880lbs (↓)	2,180lbs (↓)
New Product Requests	7	0 (↓)	0 (↓)

## Dispensary Sales Month-to-Month Comparison



## Cultivation Center Sales Month-to-Month Comparison

