

## MEDICAL CANNABIS PROGRAM REPORT | APRIL 2024

<b>Program Participation</b>	February	March		April	
Total Unique Patients	25,228	25,463	(↑)	26,078	(↑)
Total Unique Caregivers	68	71	(↑)	46	(↓)
Total Unique Healthcare Providers	657	658	(↑)	658	(-)
Total Unique Patients Served by a Registered Dispensary	9,417	10,100	(↑)	11,238	(↑)

<b>Upcoming Patient Expirations</b>	May	June	July
	618	449	1,502

<b>Patients—DC Residents</b>	February	March		April	
Total Unique Patients	5,731	6,047	(↑)	6,630	(↑)
Total Unique Sales	14,698	15,635	(↑)	16,799	(↑)
Total Unique In-Store Sales	13,554	14,514	(↑)	15,649	(↑)
Total Unique Delivery Sales	1,144	1,121	(↓)	1,150	(↑)
Average Sale	\$94	\$93	(↓)	\$92	(↓)
In-Store Average Sale	\$88	\$88	(-)	\$87	(↓)
Delivery Average Sale	\$158	\$160	(↑)	\$168	(↑)
In-Store Sales Total	\$1,196,954	\$1,272,287	(↑)	\$1,356,231	(↑)
Delivery Sales Total	\$180,355	\$179,656	(↓)	\$193,601	(↑)
Total Sales	\$1,377,309	\$1,451,943	(↑)	\$1,549,831	(↑)

**Non-DC Resident Patients —**

<b>Reciprocity</b>	February	March		April	
Total Unique Patients	2,024	2,102	(↑)	2,201	(↑)
Total Unique Sales	4,377	4,572	(↑)	4,753	(↑)
Total Unique In-Store Sales	4,335	4,534	(↑)	4,702	(↑)
Total Unique Delivery Sales	42	38	(↓)	51	(↑)
Average Sale	\$156	\$157	(↑)	\$157	(-)
In-Store Sale Average	\$156	\$157	(↑)	\$157	(-)
Delivery Sale Average	\$160	\$155	(↓)	\$180	(↑)
In-Store Sales Total	\$676,789	\$713,457	(↑)	\$738,117	(↑)
Delivery Sales Total	\$6,703	\$5,888	(↓)	\$9,195	(↑)
Total Sales	\$683,492	\$719,345	(↑)	\$747,312	(↑)

**Top 5 Residencies -**

Unique patients per state	February	March	April
1.	MD (985)	MD (920)	MD (1,033)
2.	VA (811)	VA (816)	VA (888)
3.	FL (42)	FL (62)	FL (78)
4.	PA (39)	PA (55)	PA (55)
5.	NJ (32)	NJ (32)	NJ (33)

**Non-DC Resident Patients —**

Self-Certified Temporary	February	March	April
Registered Patients Per Month	1,415	1,730 (↑)	2,189 (↑)
Total Registered Patients	26,557	28,287 (↑)	30,476 (↑)
Total Unique Patients who Purchased	1,662	1,951 (↑)	2,407 (↑)
Total Unique Sales	2,890	3,162 (↑)	3,892 (↑)
Total Unique In-Store Sales	2,851	3,123 (↑)	3,846 (↑)
Total Unique Delivery Sales	39	39 (-)	46 (↑)
Average Sale	\$155	\$158 (↑)	\$148 (↓)
In-Store Sale Average	\$155	\$157 (↑)	\$147 (↓)
Delivery Sale Average	\$206	\$221 (↑)	\$196 (↓)
In-Store Sales Total	\$440,811	\$491,213 (↑)	\$566,665 (↑)
Delivery Sales Total	\$8,031	\$8,607 (↑)	\$8,996 (↑)
Total Sales	\$448,842	\$499,820 (↑)	\$575,661 (↑)

**Top 5 Residencies -**

Temporary Registrations per state	February	March	April
1.	VA (511)	VA (610)	VA (703)
2.	MD (395)	MD (422)	MD (574)
3.	NC (149)	NC (169)	NC (238)
4.	GA (34)	GA (54)	TX (71)
5.	FL (28)	FL (50)	FL/GA (63)

**Monthly Sales**

	February	March	April
Dispensaries	\$2,509,642	\$2,671,109 (↑)	\$2,872,804 (↑)
Cultivation Centers	\$1,109,859	\$957,696 (↓)	\$1,145,461 (↑)
Manufacturer	\$509,929	\$542,617 (↑)	\$1,030,232 (↑)
Total	\$4,129,430	\$4,171,422 (↑)	\$5,048,497 (↑)

**Month-to-Month Comparison**

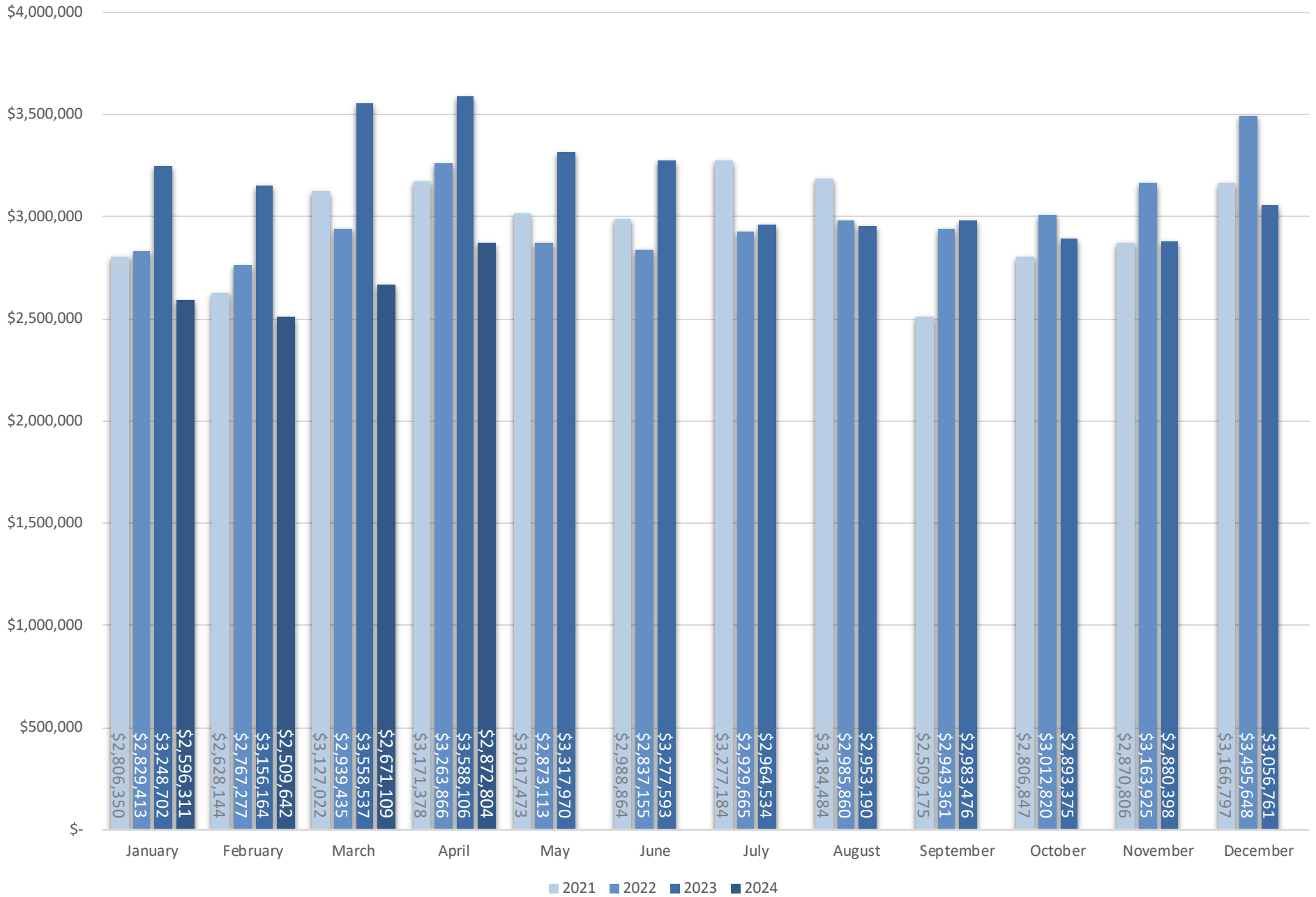
	April 2023	April 2024
Dispensaries	\$3,588,106	\$2,872,804 (↓)
Cultivation Centers	\$2,280,916	\$1,145,461 (↓)
Manufacturer	-	\$1,030,232 (-)
Total	\$5,869,022	\$5,048,497 (↓)

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

Product Sales by Type	February		March		April	
	Total Sold	Value	Total Sold	Value	Total Sold	Value
Concentrate	616g	\$45,244	637g (↑)	\$45,954 (↑)	682g (↑)	\$49,303 (↑)
Flower/Bud	346lbs	\$1,573,876	369lbs (↑)	\$1,660,258 (↑)	383lbs (↑)	\$1,737,163 (↑)
Infused Concentrate (each)	8,811	\$339,093	9,012 (↑)	\$341,604 (↑)	6,890 (↓)	\$227,348 (↓)
Infused Edible (each)	5,569	\$155,747	6,551 (↑)	\$181,798 (↑)	5,605 (↓)	\$161,491 (↓)
Infused Pre-Roll	1.3lbs	\$13,234	1lb (↓)	\$11,151 (↓)	2lbs (↑)	\$19,777 (↑)
Infused Topical (each)	367	\$13,232	431 (↑)	\$14,359 (↑)	428 (↓)	\$14,233 (↓)
Kief	245g	\$10,274	247g (↑)	\$10,551 (↑)	155g (↓)	\$6,907 (↓)
Pill/Capsule/Suppository (each)	906	\$40,785	903 (↓)	\$40,454 (↓)	1,692 (↑)	\$68,602 (↑)
Raw Pre-Roll	20lbs	\$82,680	23lbs (↑)	\$102,603 (↑)	37lbs (↑)	\$144,495 (↑)
Shake/Trim	66lbs	\$155,083	71lbs (↑)	\$165,402 (↑)	73lbs (↑)	\$189,802 (↑)
Tincture (each)	362	\$17,573	419 (↑)	\$21,230 (↑)	964 (↑)	\$47,825 (↑)
Vape Cartridge (each)	1,297	\$62,821	1,597 (↑)	\$75,744 (↑)	6,029 (↑)	\$205,858 (↑)

Enforcement	February	March	April
Violations Observed	0	0 (-)	0 (-)
Scheduled Inspections	2	7 (↑)	2 (↓)
Cannabis Waste Destroyed	2,820lbs	1,920lbs (↓)	2,100lbs (↑)

## Dispensary Sales Month-to-Month Comparison



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

