

MEDICAL CANNABIS PROGRAM REPORT | APRIL 2024

Program Participation	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	(↑)

Upcoming Patient Expirations	May	June	July
	618	449	1,502

Patients—DC Residents	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 — Reciprocity	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

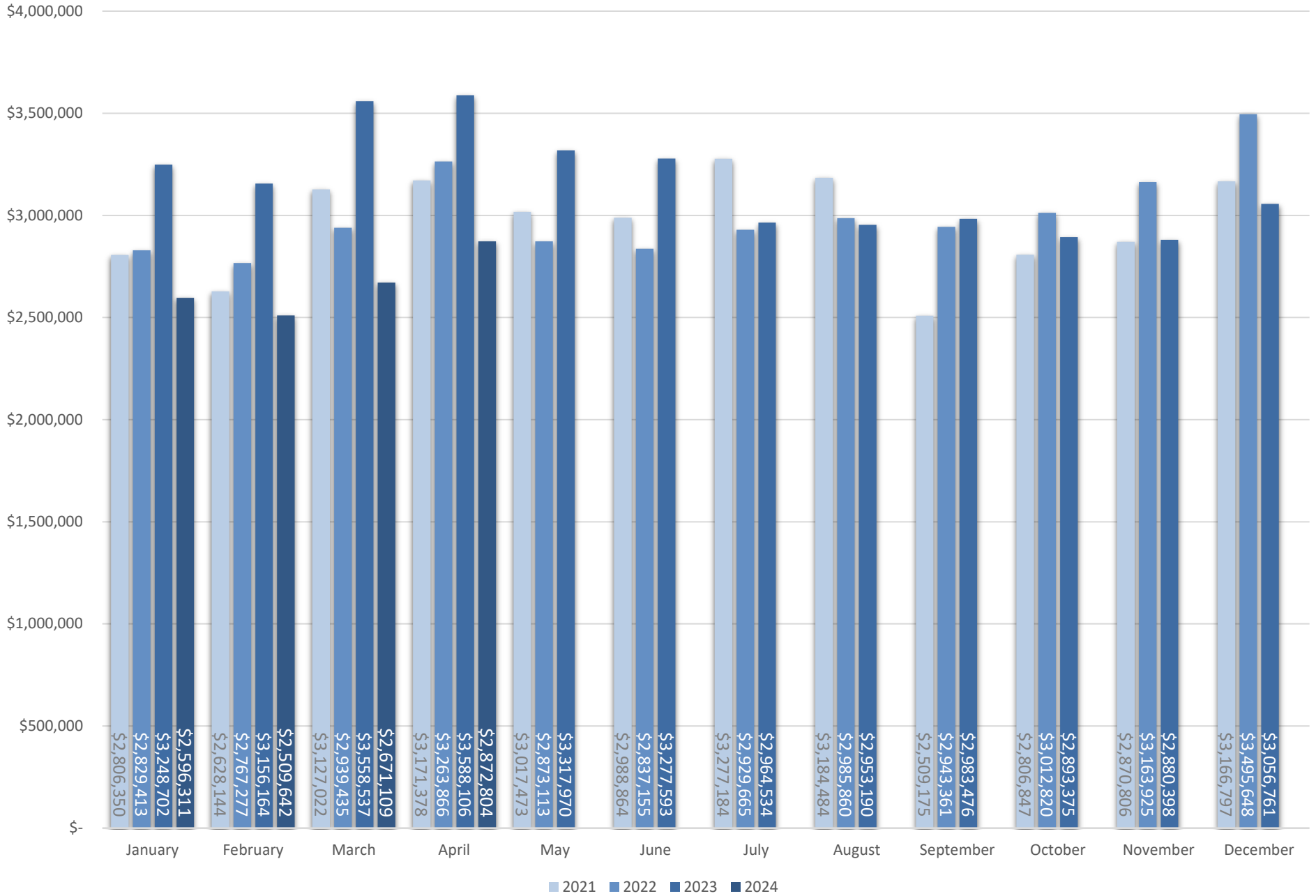
	April 2023	April 2024	
Dispensaries	\$3,588,106	\$2,872,804	(↓)
Cultivation Centers	\$2,280,916	\$1,145,461	(↓)
Manufacturer	-	\$1,030,232	(-)
Total	\$5,869,022	\$5,048,497	(↓)

*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	\$1,573,878	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	\$155,748	6,551 (↑)	\$181,798 (↑)	5,605 (↓)	\$161,491 (↓)
Infused Topical (each)	1.3lbs	\$13,234	1lb (↓)	\$11,151 (↓)	2lbs (↑)	\$19,777 (↑)
Kief	367	\$13,232	431 (↑)	\$14,359 (↑)	428 (↓)	\$14,233 (↓)
Pill/Capsule/Suppository (each)	245g	\$10,273	247g (↑)	\$10,551 (↑)	155g (↓)	\$6,907 (↓)
Raw Pre-Roll	906	\$40,785	903 (↓)	\$40,454 (↓)	1,692 (↑)	\$68,602 (↑)
Shake/Trim	20lbs	\$82,680	23lbs (↑)	\$102,603 (↑)	37lbs (↑)	\$144,495 (↑)
Tincture (each)	66lbs	\$155,083	71lbs (↑)	\$165,402 (↑)	73lbs (↑)	\$189,802 (↑)
Vape Cartridge (each)	362	\$17,572	419 (↑)	\$21,230 (↑)	964 (↑)	\$47,825 (↑)

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

