

## MEDICAL CANNABIS PROGRAM REPORT | DECEMBER 2024

<b>Program Participation</b>	October	November	December	
Total Unique Patients	27,685	28,741 (↑)	29,677	(↑)
Total Unique Caregivers	33	33 (-)	35	(↑)
Total Unique Healthcare Providers	660	660 (-)	660	(-)
Total Unique Patients Served by a Registered Dispensary	12,736	13,451 (↑)	13,518	(↑)

<b>Upcoming Patient Expirations</b>	January	February	March
	902	659	928

<b>Patients—DC Residents</b>	October	November	December	
Total Unique Patients	7,343	7,918 (↑)	7,928	(↑)
Total Unique Sales	18,739	19,854 (↑)	19,491	(↓)
Total Unique In-Store Sales	17,498	18,458 (↑)	18,045	(↓)
Total Unique Delivery Sales	1,241	1,396 (↑)	1,446	(↑)
Average Sale	\$80	\$81 (↑)	\$81	(-)
In-Store Average Sale	\$75	\$75 (-)	\$75	(-)
Delivery Average Sale	\$154	\$153 (↓)	\$152	(↓)
In-Store Sales Total	\$1,312,047	\$1,393,148 (↑)	\$1,360,680	(↓)
Delivery Sales Total	\$190,753	\$214,230 (↑)	\$219,708	(↑)
Total Sales	\$1,502,800	\$1,607,378 (↑)	\$1,580,388	(↓)

<b>Non-DC Resident Patients — Reciprocity</b>	October	November	December	
Total Unique Patients	1,893	1,831 (↓)	1,762	(↓)
Total Unique Sales	3,945	3,760 (↓)	3,650	(↓)
Total Unique In-Store Sales	3,915	3,718 (↓)	3,619	(↓)
Total Unique Delivery Sales	30	42 (↑)	31	(↓)
Average Sale	\$141	\$149 (↑)	\$141	(↓)
In-Store Sale Average	\$141	\$149 (↑)	\$141	(↓)
Delivery Sale Average	\$168	\$154 (↓)	\$145	(↓)
In-Store Sales Total	\$550,395	\$552,168 (↑)	\$509,656	(↓)
Delivery Sales Total	\$5,045	\$6,447 (↑)	\$4,485	(↓)
Total Sales	\$555,440	\$558,616 (↑)	\$514,141	(↓)

**Top 5 Residencies -**

Unique patients per state	October	November	December
1.	MD (893)	MD (857)	MD (839)
2.	VA (628)	VA (662)	VA (613)
3.	FL (115)	FL (86)	FL (105)
4.	PA (47)	PA (31)	PA (30)
5.	NJ (25)	NJ (26)	NJ (17)

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

	October	November	December
Registered Patients Per Month	3,213	3,482 (↑)	3,580 (↑)
Total Registered Patients	47,206	50,688 (↑)	54,268 (↑)
Total Unique Patients who Purchased	3,500	3,702 (↑)	3,828 (↑)
Total Unique Sales	5,374	5,672 (↑)	5,831 (↑)
Total Unique In-Store Sales	5,297	5,601 (↑)	5,754 (↑)
Total Unique Delivery Sales	77	71 (↓)	77 (↑)
Average Sale	\$124	\$122 (↓)	\$119 (↓)
In-Store Sale Average	\$123	\$121 (↓)	\$118 (↓)
Delivery Sale Average	\$195	\$193 (↓)	\$151 (↓)
In-Store Sales Total	\$651,365	\$679,980 (↑)	\$681,667 (↑)
Delivery Sales Total	\$15,029	\$13,688 (↓)	\$11,592 (↓)
Total Sales	\$666,395	\$693,668 (↑)	\$693,259 (↓)

**Top 5 Residencies -**

Temporary Registrations per state	October	November	December
1.	VA (1,046)	VA (1,176)	VA (1,240)
2.	MD (618)	MD (734)	MD (817)
3.	NC (311)	NC (286)	NC (323)
4.	TX (111)	FL (129)	FL (135)
5.	FL (100)	TX (128)	GA (113)

**Monthly Sales**

	October	November	December
Dispensaries	\$2,724,635	\$2,859,661 (↑)	\$2,787,788 (↓)
Cultivation Centers	\$1,004,400	\$523,027 (↓)	\$473,741 (↓)
Manufacturer	\$796,215	\$643,432 (↓)	\$815,128 (↑)
Total	\$4,525,250	\$4,026,120 (↓)	\$4,076,657 (↑)

**Month-to-Month Comparison**

	December 2023	December 2024
Dispensaries	\$3,056,761	\$2,787,788 (↓)
Cultivation Centers	\$1,165,593	\$473,741 (↓)
Manufacturer	\$551,444	\$815,128 (↑)
Total	\$4,773,798	\$4,076,657 (↓)

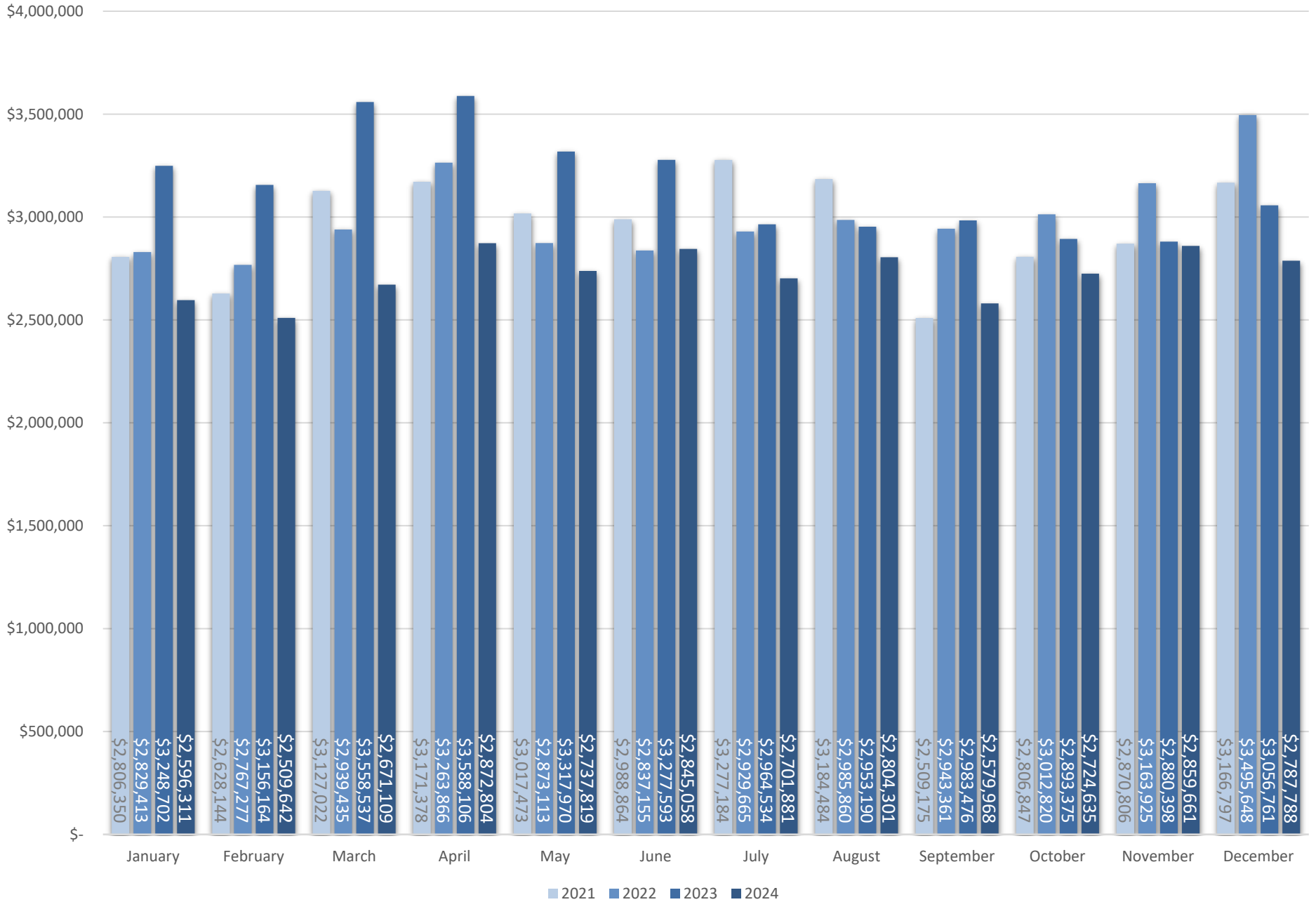
Quarterly Sales	Q2 2024	Q3 2024		Q4 2024		Q1 2025	
Dispensaries	\$7,777,062	\$8,455,681	(↑)	\$8,086,150	(↓)	\$8,372,083	(↑)
Cultivation Centers	\$2,988,699	\$3,151,322	(↑)	\$2,405,077	(↓)	\$2,001,168	(↓)
Manufacturer	\$1,537,584	\$2,402,289	(↑)	\$2,405,766	(↑)	\$2,254,774	(↓)
Total	\$12,303,345	\$14,009,292	(↑)	\$12,896,993	(↓)	\$12,628,025	(↓)

Quarter-to-Quarter Comparison	Q1 2024	Q1 2025	
Dispensaries	\$8,830,533	\$8,372,083	(↓)
Cultivation Centers	\$3,401,763	\$2,001,168	(↓)
Manufacturer	\$1,918,786	\$2,254,774	(↑)
Total	\$14,151,082	\$12,628,025	(↓)

Product Sales by Type	October		November		December	
	Total Sold	Value	Total Sold	Value	Total Sold	Value
Concentrate	187g	\$11,391	162g (↓)	\$10,768 (↓)	61g (↓)	\$5,521 (↓)
Flower/Bud	386lbs	\$1,603,674	406lbs (↑)	\$1,730,119 (↑)	395lbs (↓)	\$1,629,734 (↓)
Infused Concentrate (each)	2,699	\$100,251	2,312 (↓)	\$95,727 (↓)	2,330 (↑)	\$98,726 (↑)
Infused Edible (each)	7,236	\$196,134	7,719 (↑)	\$217,211 (↑)	8,389 (↑)	\$227,123 (↑)
Infused Pre-Roll	1.2lbs	\$12,736	1lbs (↓)	\$9,707 (↓)	1.1lbs (↑)	\$11,861 (↑)
Infused Topical (each)	402	\$14,083	382 (↓)	\$12,881 (↓)	355 (↓)	\$11,767 (↓)
Kief	202g	\$8,417	147g (↓)	\$6,152 (↓)	225g (↑)	\$8,719 (↑)
Pill/Capsule/Suppository (each)	1,536	\$68,728	1,693 (↑)	\$76,212 (↑)	2,181 (↑)	\$93,637 (↑)
Raw Pre-Roll	27lbs	\$152,339	28lbs (↑)	\$153,669 (↑)	27lbs (↓)	\$145,278 (↓)
Shake/Trim	41lbs	\$138,817	29lbs (↓)	\$109,153 (↓)	31.5lbs (↑)	\$126,907 (↑)
Tincture (each)	1,564	\$53,747	2,068 (↑)	\$57,658 (↑)	2,021 (↓)	\$54,762 (↓)
Vape Cartridge (each)	9,227	\$364,318	10,366 (↑)	\$380,404 (↑)	10,139 (↓)	\$373,754 (↓)

Enforcement	October	November		December	
Violations Observed	0	0	(-)	1	(↑)
Scheduled Inspections	3	10	(↑)	6	(↓)
Cannabis Waste Destroyed	900lbs	3,130lbs	(↑)	3,600lbs	(↑)

## Dispensary Sales Month-to-Month Comparison



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

