

## MEDICAL CANNABIS PROGRAM REPORT | JANUARY 2025

<b>Program Participation</b>	December	January		February	
Total Unique Patients	29,677	30,904	(↑)	33,540	(↑)
Total Unique Caregivers	35	38	(↑)	38	(-)
Total Unique Healthcare Providers	660	660	(-)	660	(-)
Total Unique Patients Served by a Registered Dispensary	13,518	13,503	(↓)	14,980	(↑)

<b>Upcoming Patient Expirations</b>	March	April	May
	895	751	702

<b>Patients—DC Residents</b>	December	January		February	
Total Unique Patients	7,928	8,156	(↑)	8,975	(↑)
Total Unique Sales	19,491	20,018	(↑)	20,854	(↑)
Total Unique In-Store Sales	18,045	18,472	(↑)	19,496	(↑)
Total Unique Delivery Sales	1,446	1,546	(↑)	1,358	(↓)
Average Sale	\$81	\$81	(-)	\$78	(↓)
In-Store Average Sale	\$75	\$75	(-)	\$73	(↓)
Delivery Average Sale	\$152	\$148	(↓)	\$148	(-)
In-Store Sales Total	\$1,360,680	\$1,388,944	(↑)	\$1,419,494	(↑)
Delivery Sales Total	\$219,708	\$229,525	(↑)	\$201,649	(↓)
Total Sales	\$1,580,388	\$1,618,469	(↑)	\$1,621,143	(↑)

<b>Non-DC Resident Patients — Reciprocity</b>	December	January		February	
Total Unique Patients	1,762	1,610	(↓)	1,624	(↑)
Total Unique Sales	3,650	3,406	(↓)	3,199	(↓)
Total Unique In-Store Sales	3,619	3,350	(↓)	3,167	(↓)
Total Unique Delivery Sales	31	56	(↑)	32	(↓)
Average Sale	\$141	\$146	(↑)	\$144	(↓)
In-Store Sale Average	\$141	\$146	(↑)	\$144	(↓)
Delivery Sale Average	\$145	\$181	(↑)	\$172	(↓)
In-Store Sales Total	\$509,656	\$487,562	(↓)	\$455,023	(↓)
Delivery Sales Total	\$4,485	\$10,150	(↑)	\$5,520	(↓)
Total Sales	\$514,141	\$497,711	(↓)	\$460,543	(↓)

**Top 5 Residencies -**

Unique patients per state	December	January	February
1.	MD (839)	MD (793)	MD (751)
2.	VA (613)	VA (556)	VA (583)
3.	FL (105)	FL (72)	FL (80)
4.	PA (30)	PA (35)	PA (32)
5.	NJ (17)	MA (16)	MA (15)

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

	December	January		February	
Registered Patients Per Month	3,580	3,469	(↓)	3,875	(↑)
Total Registered Patients	54,268	57,737	(↑)	61,612	(↑)
Total Unique Patients who Purchased	3,828	3,737	(↓)	4,381	(↑)
Total Unique Sales	5,831	5,768	(↓)	6,496	(↑)
Total Unique In-Store Sales	5,754	5,672	(↓)	6,426	(↑)
Total Unique Delivery Sales	77	96	(↑)	70	(↓)
Average Sale	\$119	\$117	(↓)	\$112	(↓)
In-Store Sale Average	\$118	\$116	(↓)	\$112	(↓)
Delivery Sale Average	\$151	\$184	(↑)	\$169	(↓)
In-Store Sales Total	\$681,667	\$658,374	(↓)	\$717,983	(↑)
Delivery Sales Total	\$11,592	\$17,641	(↑)	\$11,840	(↓)
Total Sales	\$693,259	\$676,015	(↓)	\$729,823	(↓)

**Top 5 Residencies -**

Temporary Registrations per state	December	January	February
1.	VA (1,240)	VA (1,250)	VA (1,367)
2.	MD (817)	MD (794)	MD (816)
3.	NC (323)	NC (227)	NC (313)
4.	FL (135)	FL (119)	FL (148)
5.	GA (113)	TX (118)	TX (121)

**Monthly Sales**

	December	January		February	
Dispensaries	\$2,787,788	\$2,792,195	(↑)	\$2,811,509	(↑)
Cultivation Centers	\$473,741	\$774,430	(↑)	\$863,890	(↑)
Manufacturer	\$815,128	\$1,031,370	(↑)	\$936,447	(↓)
Total	\$4,076,657	\$4,597,995	(↑)	\$4,611,846	(↑)

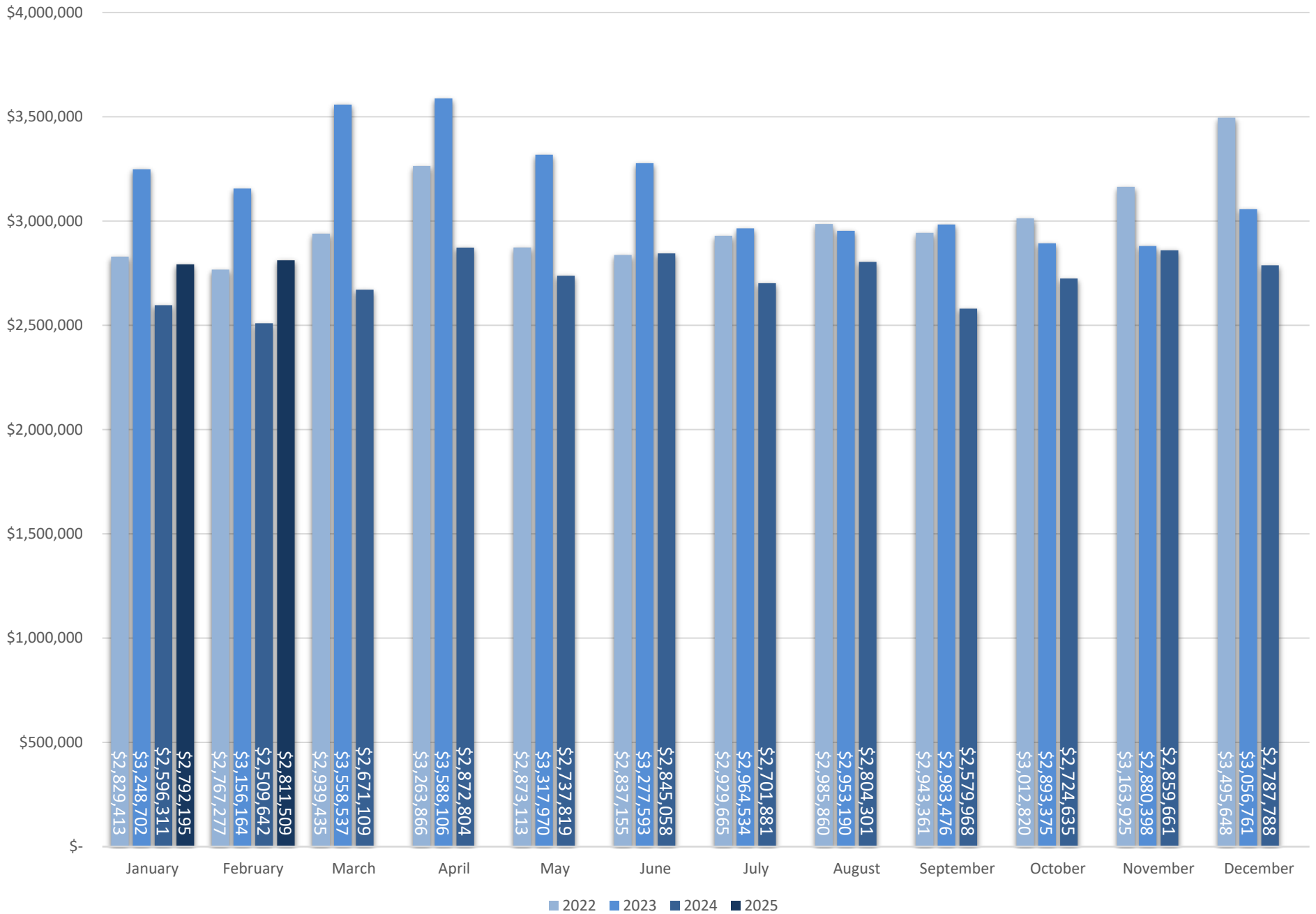
**Month-to-Month Comparison**

	February 2024	February 2025	
Dispensaries	\$2,509,642	\$2,811,509	(↑)
Cultivation Centers	\$1,109,859	\$863,890	(↓)
Manufacturer	\$509,929	\$936,447	(↑)
Total	\$4,129,430	\$4,611,846	(↑)

Product Sales by Type	December		January		February	
	Total Sold	Value	Total Sold	Value	Total Sold	Value
Concentrate	61g	\$5,521	20g (↓)	\$2,135 (↓)	10g (↓)	\$555 (↓)
Flower/Bud	395lbs	\$1,629,734	381lbs (↓)	\$1,655,910 (↑)	356lbs (↓)	\$1,578,062 (↓)
Infused Concentrate (each)	2,330	\$98,726	2,262 (↓)	\$98,331 (↓)	1,895 (↓)	\$86,056 (↓)
Infused Edible (each)	8,389	\$227,123	8,774 (↑)	\$233,605 (↑)	8,731 (↓)	\$243,951 (↑)
Infused Pre-Roll	1.1lbs	\$11,861	2.6lbs (↑)	\$22,115 (↑)	3.5lbs (↑)	\$33,320 (↑)
Infused Topical (each)	355	\$11,767	290 (↓)	\$9,695 (↓)	272 (↓)	\$11,132 (↑)
Kief	225g	\$8,719	144g (↓)	\$5,763 (↓)	102g (↓)	\$4,352 (↓)
Pill/Capsule/Suppository (each)	2,181	\$93,637	1,994 (↓)	\$83,515 (↓)	1,722 (↓)	\$72,830 (↓)
Raw Pre-Roll	27lbs	\$145,278	29lbs (↑)	\$156,141 (↑)	37lbs (↑)	\$203,642 (↑)
Shake/Trim	31.5lbs	\$126,907	32lbs (↑)	\$107,078 (↓)	32lbs (-)	\$101,118 (↓)
Tincture (each)	2,021	\$54,762	1,881 (↓)	\$57,338 (↑)	1,634 (↓)	\$49,160 (↑)
Vape Cartridge (each)	10,139	\$373,754	9,671 (↓)	\$360,569 (↓)	10,030 (↑)	\$427,331 (↑)

Enforcement	December	January	February
Violations Observed	1	0 (↓)	0 (-)
Scheduled Inspections	6	9 (↑)	12 (↑)
Cannabis Waste Destroyed	3,600lbs	1,335lbs (↓)	2,695lbs (↑)

## Dispensary Sales Month-to-Month Comparison



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

