

## MEDICAL CANNABIS PROGRAM REPORT | JANUARY 2025

<b>Program Participation</b>	November	December		January	
Total Unique Patients	28,741	29,677	(↑)	30,904	(↑)
Total Unique Caregivers	33	35	(↑)	38	(↑)
Total Unique Healthcare Providers	660	660	(-)	660	(-)
Total Unique Patients Served by a Registered Dispensary	13,451	13,518	(↑)	13,503	(↓)

<b>Upcoming Patient Expirations</b>	February	March	April
	396	927	751

<b>Patients—DC Residents</b>	November	December		January	
Total Unique Patients	7,918	7,928	(↑)	8,156	(↑)
Total Unique Sales	19,854	19,491	(↓)	20,018	(↑)
Total Unique In-Store Sales	18,458	18,045	(↓)	18,472	(↑)
Total Unique Delivery Sales	1,396	1,446	(↑)	1,546	(↑)
Average Sale	\$81	\$81	(-)	\$81	(-)
In-Store Average Sale	\$75	\$75	(-)	\$75	(-)
Delivery Average Sale	\$153	\$152	(↓)	\$148	(↓)
In-Store Sales Total	\$1,393,148	\$1,360,680	(↓)	\$1,388,944	(↑)
Delivery Sales Total	\$214,230	\$219,708	(↑)	\$229,525	(↑)
Total Sales	\$1,607,378	\$1,580,388	(↓)	\$1,618,469	(↑)

<b>Non-DC Resident Patients — Reciprocity</b>	November	December		January	
Total Unique Patients	1,831	1,762	(↓)	1,610	(↓)
Total Unique Sales	3,760	3,650	(↓)	3,406	(↓)
Total Unique In-Store Sales	3,718	3,619	(↓)	3,350	(↓)
Total Unique Delivery Sales	42	31	(↓)	56	(↑)
Average Sale	\$149	\$141	(↓)	\$146	(↑)
In-Store Sale Average	\$149	\$141	(↓)	\$146	(↑)
Delivery Sale Average	\$154	\$145	(↓)	\$181	(↑)
In-Store Sales Total	\$552,168	\$509,656	(↓)	\$487,562	(↓)
Delivery Sales Total	\$6,447	\$4,485	(↓)	\$10,150	(↑)
Total Sales	\$558,616	\$514,141	(↓)	\$497,711	(↓)

**Top 5 Residencies -**

Unique patients per state	November	December	January
1.	MD (857)	MD (839)	MD (793)
2.	VA (662)	VA (613)	VA (556)
3.	FL (86)	FL (105)	FL (72)
4.	PA (31)	PA (30)	PA (35)
5.	NJ (26)	NJ (17)	MA (16)

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

	November	December		January	
Registered Patients Per Month	3,482	3,580	(↑)	3,469	(↓)
Total Registered Patients	50,688	54,268	(↑)	57,737	(↑)
Total Unique Patients who Purchased	3,702	3,828	(↑)	3,737	(↓)
Total Unique Sales	5,672	5,831	(↑)	5,768	(↓)
Total Unique In-Store Sales	5,601	5,754	(↑)	5,672	(↓)
Total Unique Delivery Sales	71	77	(↑)	96	(↑)
Average Sale	\$122	\$119	(↓)	\$117	(↓)
In-Store Sale Average	\$121	\$118	(↓)	\$116	(↓)
Delivery Sale Average	\$193	\$151	(↓)	\$184	(↑)
In-Store Sales Total	\$679,980	\$681,667	(↑)	\$658,374	(↓)
Delivery Sales Total	\$13,688	\$11,592	(↓)	\$17,641	(↑)
Total Sales	\$693,668	\$693,259	(↓)	\$676,015	(↓)

**Top 5 Residencies -**

Temporary Registrations per state	November	December	January
1.	VA (1,176)	VA (1,240)	VA (1,250)
2.	MD (734)	MD (817)	MD (794)
3.	NC (286)	NC (323)	NC (227)
4.	FL (129)	FL (135)	FL (119)
5.	TX (128)	GA (113)	TX (118)

**Monthly Sales**

	November	December		January	
Dispensaries	\$2,859,661	\$2,787,788	(↓)	\$2,792,195	(↑)
Cultivation Centers	\$523,027	\$473,741	(↓)	\$774,430	(↑)
Manufacturer	\$643,432	\$815,128	(↑)	\$1,031,370	(↑)
Total	\$4,026,120	\$4,076,657	(↑)	\$4,597,995	(↑)

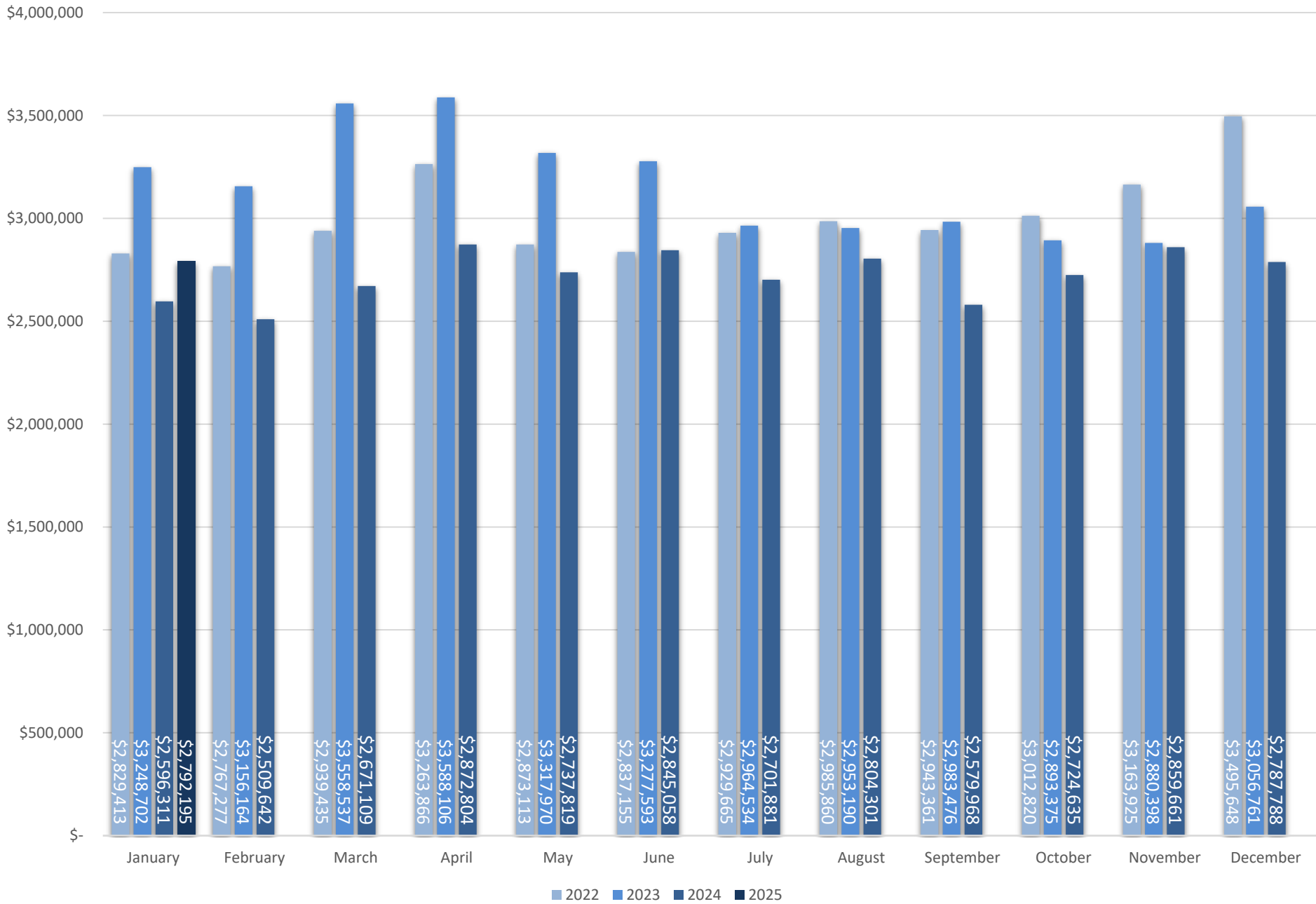
**Month-to-Month Comparison**

	January 2024	January 2025	
Dispensaries	\$2,596,311	\$2,792,195	(↑)
Cultivation Centers	\$921,144	\$774,430	(↓)
Manufacturer	\$485,038	\$1,031,370	(↑)
Total	\$4,002,493	\$4,597,995	(↑)

Product Sales by Type	November		December		January	
	Total Sold	Value	Total Sold	Value	Total Sold	Value
Concentrate	162g	\$10,768	61g (↓)	\$5,521 (↓)	20g (↓)	\$2,135 (↓)
Flower/Bud	406lbs	\$1,730,119	395lbs (↓)	\$1,629,734 (↓)	381lbs (↓)	\$1,655,910 (↑)
Infused Concentrate (each)	2,312	\$95,727	2,330 (↑)	\$98,726 (↑)	2,262 (↓)	\$98,331 (↓)
Infused Edible (each)	7,719	\$217,211	8,389 (↑)	\$227,123 (↑)	8,774 (↑)	\$233,605 (↑)
Infused Pre-Roll	1lbs	\$9,707	1.1lbs (↑)	\$11,861 (↑)	2.6lbs (↑)	\$22,115 (↑)
Infused Topical (each)	382	\$12,881	355 (↓)	\$11,767 (↓)	290 (↓)	\$9,695 (↓)
Kief	147g	\$6,152	225g (↑)	\$8,719 (↑)	144g (↓)	\$5,763 (↓)
Pill/Capsule/Suppository (each)	1,693	\$76,212	2,181 (↑)	\$93,637 (↑)	1,994 (↓)	\$83,515 (↓)
Raw Pre-Roll	28lbs	\$153,669	27lbs (↓)	\$145,278 (↓)	29lbs (↑)	\$156,141 (↑)
Shake/Trim	29lbs	\$109,153	31.5lbs (↑)	\$126,907 (↑)	32lbs (↑)	\$107,078 (↓)
Tincture (each)	2,068	\$57,658	2,021 (↓)	\$54,762 (↓)	1,881 (↓)	\$57,338 (↑)
Vape Cartridge (each)	10,366	\$380,404	10,139 (↓)	\$373,754 (↓)	9,671 (↓)	\$360,569 (↓)

Enforcement	November	December	January
Violations Observed	0	1 (↑)	0 (↓)
Scheduled Inspections	10	6 (↓)	9 (↑)
Cannabis Waste Destroyed	3,130lbs	3,600lbs (↑)	1,335lbs (↑)

## Dispensary Sales Month-to-Month Comparison



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

