

MEDICAL CANNABIS PROGRAM REPORT | JULY 2024

Program Participation	May	June		July	
Total Unique Patients	26,838	28,292	(↑)	28,412	(↑)
Total Unique Caregivers	46	36	(↓)	36	(-)
Total Unique Healthcare Providers	659	659	(-)	660	(↑)
Total Unique Patients Served by a Registered Dispensary	11,372	12,119	(↑)	12,061	(↓)

Upcoming Patient Expirations	August	September	September
	4,861	1,340	1,308

Patients—DC Residents	May	June		July	
Total Unique Patients	6,721	6,942	(↑)	7,070	(↑)
Total Unique Sales	17,530	17,669	(↑)	18,043	(↑)
Total Unique In-Store Sales	16,391	16,507	(↑)	16,806	(↑)
Total Unique Delivery Sales	1,139	1,162	(↑)	1,237	(↑)
Average Sale	\$86	\$87	(↑)	\$83	(↓)
In-Store Average Sale	\$81	\$82	(↑)	\$78	(↓)
Delivery Average Sale	\$162	\$162	(-)	\$155	(↓)
In-Store Sales Total	\$1,320,376	\$1,353,294	(↑)	\$1,309,828	(↓)
Delivery Sales Total	\$184,773	\$188,717	(↑)	\$191,241	(↑)
Total Sales	\$1,505,149	\$1,542,011	(↑)	\$1,501,069	(↓)

Non-DC Resident Patients — Reciprocity	May	June		July	
Total Unique Patients	2,020	2,117	(↑)	1,977	(↓)
Total Unique Sales	4,490	4,360	(↓)	4,181	(↓)
Total Unique In-Store Sales	4,454	4,323	(↓)	4,144	(↓)
Total Unique Delivery Sales	36	37	(↑)	37	(-)
Average Sale	\$146	\$153	(↑)	\$142	(↓)
In-Store Sale Average	\$145	\$153	(↑)	\$142	(↓)
Delivery Sale Average	\$167	\$113	(↓)	\$123	(↑)
In-Store Sales Total	\$647,772	\$661,468	(↑)	\$588,150	(↓)
Delivery Sales Total	\$6,024	\$4,199	(↓)	\$4,535	(↑)
Total Sales	\$653,797	\$665,668	(↑)	\$592,685	(↓)

Top 5 Residencies -

Unique patients per state	May	June	July
1.	MD (1,004)	MD (1,028)	MD (1,025)
2.	VA (722)	VA (716)	VA (642)
3.	FL (69)	FL (80)	FL (78)
4.	PA (50)	PA (32)	PA (39)
5.	NJ (20)	WV (20)	NJ (28)

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

	May	June		July	
Registered Patients Per Month	2,446	2,797	(↑)	2,759	(↓)
Total Registered Patients	32,922	35,719	(↑)	38,478	(↑)
Total Unique Patients who Purchased	2,631	3,060	(↑)	3,014	(↓)
Total Unique Sales	4,189	4,749	(↑)	4,812	(↑)
Total Unique In-Store Sales	4,138	4,686	(↑)	4,724	(↑)
Total Unique Delivery Sales	51	63	(↑)	88	(↑)
Average Sale	\$138	\$134	(↓)	\$126	(↓)
In-Store Sale Average	\$137	\$133	(↓)	\$126	(↓)
Delivery Sale Average	\$211	\$192	(↓)	\$121	(↓)
In-Store Sales Total	\$568,120	\$625,258	(↑)	\$597,440	(↓)
Delivery Sales Total	\$10,754	\$12,121	(↑)	\$10,687	(↓)
Total Sales	\$578,874	\$637,379	(↑)	\$608,127	(↓)

Top 5 Residencies -

Temporary Registrations per state	May	June	July
1.	VA (748)	VA (854)	VA (827)
2.	MD (594)	MD (629)	MD (613)
3.	NC (240)	NC (241)	NC (256)
4.	GA (92)	FL (102)	FL (106)
5.	FL (89)	TX (90)	TX (90)

Monthly Sales

	May	June		July	
Dispensaries	\$2,737,819	\$2,845,058	(↑)	\$2,701,881	(↓)
Cultivation Centers	\$1,090,071	\$915,791	(↓)	\$978,216	(↑)
Manufacturer	\$738,489	\$633,568	(↓)	\$812,343	(↑)
Total	\$4,566,379	\$4,394,417	(↓)	\$4,492,439	(↑)

Month-to-Month Comparison

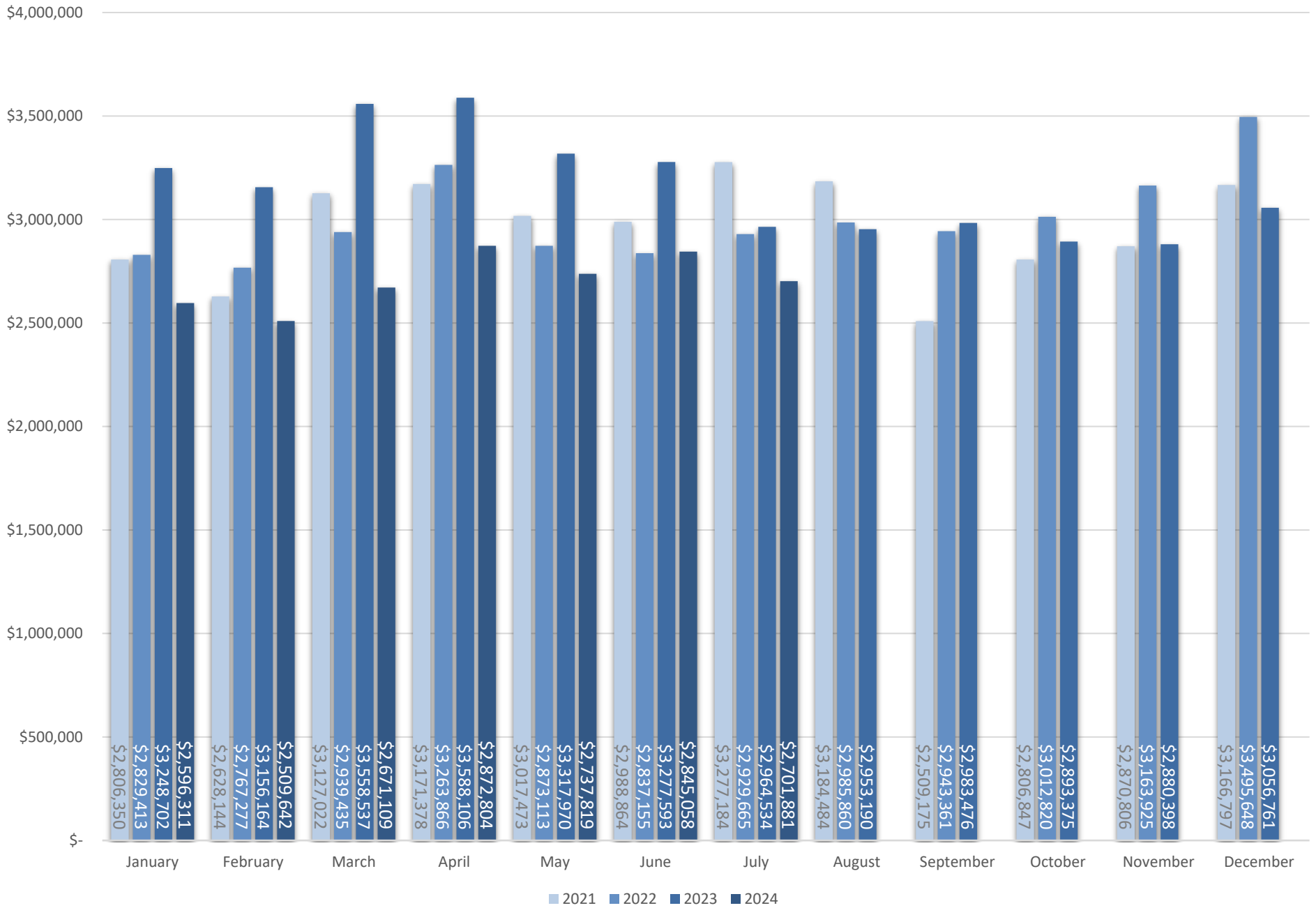
	July 2023	July 2024	
Dispensaries	\$2,964,534	\$2,701,881	(↓)
Cultivation Centers	\$1,702,617	\$978,216	(↓)
Manufacturer	-	\$812,343	(-)
Total	\$4,667,150	\$4,492,439	(↓)

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

Product Sales by Type	May		June		July	
	Total Sold	Value	Total Sold	Value	Total Sold	Value
Concentrate	480g	\$33,609	409g (↓)	\$25,863 (↓)	415g (↑)	\$26,178 (↑)
Flower/Bud	367lbs	\$1,682,157	389lbs (↑)	\$1,708,002 (↑)	382lbs (↓)	\$1,629,762 (↓)
Infused Concentrate (each)	4,352	\$158,222	3,803 (↓)	\$145,570 (↓)	3,199 (↓)	\$122,764 (↓)
Infused Edible (each)	5,986	\$172,717	6,319 (↑)	\$176,925 (↑)	5,600 (↓)	\$163,271 (↓)
Infused Pre-Roll	1lb	\$12,534	1.4lbs (↑)	\$15,057 (↑)	1.5lbs (↑)	\$15,113 (↑)
Infused Topical (each)	271	\$8,435	301 (↑)	\$11,238 (↑)	268 (↓)	\$11,691 (↑)
Kief	221g	\$9,249	198g (↓)	\$8,337 (↓)	226g (↑)	\$9,702 (↑)
Pill/Capsule/Suppository (each)	1,516	\$67,275	1,789 (↑)	\$76,935 (↑)	1,447 (↓)	\$64,433 (↓)
Raw Pre-Roll	36lbs	\$150,048	38lbs (↑)	\$170,125 (↑)	33lbs (↓)	\$156,389 (↓)
Shake/Trim	49lbs	\$137,732	54lbs (↑)	\$148,911 (↑)	50lbs (↓)	\$149,921 (↑)
Tincture (each)	1,154	\$54,552	1,139 (↓)	\$49,016 (↓)	1,063 (↓)	\$46,182 (↓)
Vape Cartridge (each)	6,483	\$251,289	8,111 (↑)	\$309,079 (↑)	7,673 (↓)	\$306,475 (↓)

Enforcement	May	June	July
Violations Observed	0	0 (-)	0 (-)
Scheduled Inspections	3	6 (↑)	3 (↓)
Cannabis Waste Destroyed	1,640lbs	0lbs (↓)	2,080lbs (↑)

Dispensary Sales Month-to-Month Comparison



Cultivation Center/Manufacturer Sales Month-to-Month Comparison

