

MEDICAL CANNABIS PROGRAM REPORT | JULY 2025

Program Participation	May	June		July	
Total Unique Patients	53,394	59,346	(↑)	65,812	(↑)
Total Unique Caregivers	33	32	(↓)	32	(-)
Total Unique Healthcare Providers	660	660	(-)	660	(-)
Total Unique Patients Served by a Registered Dispensary	34,535	27,756	(↓)	32,280	(↑)

Upcoming Patient Expirations	August	September	October
	609	594	606

Patients—DC Residents	May	June		July	
Total Unique Patients	17,880	13,025	(↓)	17,677	(↑)
Total Unique Sales	46,534	44,110	(↓)	46,361	(↑)
Total Unique In-Store Sales	44,917	42,560	(↓)	44,769	(↑)
Total Unique Delivery Sales	1,617	1,550	(↓)	1,592	(↑)
Average Sale	\$69	\$68	(↓)	\$66	(↓)
In-Store Average Sale	\$66	\$65	(↓)	\$63	(↓)
Delivery Average Sale	\$152	\$149	(↓)	\$146	(↓)
In-Store Sales Total	\$2,951,253	\$2,783,259	(↓)	\$2,842,420	(↑)
Delivery Sales Total	\$245,158	\$231,100	(↓)	\$231,808	(↑)
Total Sales	\$3,196,410	\$3,014,359	(↓)	\$3,074,228	(↑)

Non-DC Resident Patients — Reciprocity	May	June		July	
Total Unique Patients	2,580	2,274	(↓)	2,188	(↓)
Total Unique Sales	4,774	4,110	(↓)	4,248	(↑)
Total Unique In-Store Sales	4,743	4,082	(↓)	4,210	(↑)
Total Unique Delivery Sales	31	28	(↓)	38	(↑)
Average Sale	\$119	\$123	(↑)	\$117	(↓)
In-Store Sale Average	\$119	\$123	(↑)	\$117	(↓)
Delivery Sale Average	\$197	\$165	(↓)	\$144	(↓)
In-Store Sales Total	\$563,392	\$502,294	(↓)	\$491,134	(↓)
Delivery Sales Total	\$6,119	\$4,631	(↓)	\$5,483	(↑)
Total Sales	\$569,511	\$506,925	(↓)	\$496,617	(↓)

Top 5 Residencies -

Unique patients per state	May	June	July
1.	MD (931)	MD (882)	MD (863)
2.	VA (852)	VA (825)	VA (826)
3.	FL (194)	FL (162)	FL (135)
4.	PA (50)	PA (42)	PA (41)
5.	MA (24)	NJ (26)	NJ (23)

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

	May	June	July
Registered Patients Per Month	13,403	12,457 (↓)	11,799 (↓)
Total Registered Patients	95,931	108,388 (↑)	120,187 (↑)
Total Unique Patients who Purchased	14,075	17,052 (↑)	12,405 (↓)
Total Unique Sales	20,748	19,242 (↓)	18,766 (↓)
Total Unique In-Store Sales	20,644	19,124 (↓)	18,663 (↓)
Total Unique Delivery Sales	104	118 (↑)	103 (↓)
Average Sale	\$97	\$99 (↑)	\$99 (-)
In-Store Sale Average	\$97	\$99 (↑)	\$99 (-)
Delivery Sale Average	\$179	\$141 (↓)	\$143 (↑)
In-Store Sales Total	\$2,000,475	\$1,888,168 (↓)	\$1,843,203 (↓)
Delivery Sales Total	\$18,645	\$16,674 (↓)	\$14,755 (↓)
Total Sales	\$2,019,120	\$1,904,843 (↓)	\$1,857,959 (↓)

Top 5 Residencies -

Temporary Registrations per state	May	June	July
1.	VA (4,713)	VA (4,091)	VA (3,991)
2.	MD (1,991)	MD (1,616)	MD (1,741)
3.	NC (996)	NC (950)	NC (1,056)
4.	FL (555)	TX (458)	TX (505)
5.	TX (459)	FL (524)	FL (465)

Monthly Sales

	May	June	July
Dispensaries	\$5,785,041	\$5,426,126 (↓)	\$5,428,803 (↑)
Cultivation Centers	\$709,994	\$753,271 (↑)	\$783,403 (↑)
Manufacturers	\$2,487,653	\$2,253,106 (↓)	\$2,625,642 (↑)
Total	\$8,982,688	\$8,432,503 (↓)	\$8,837,848 (↑)

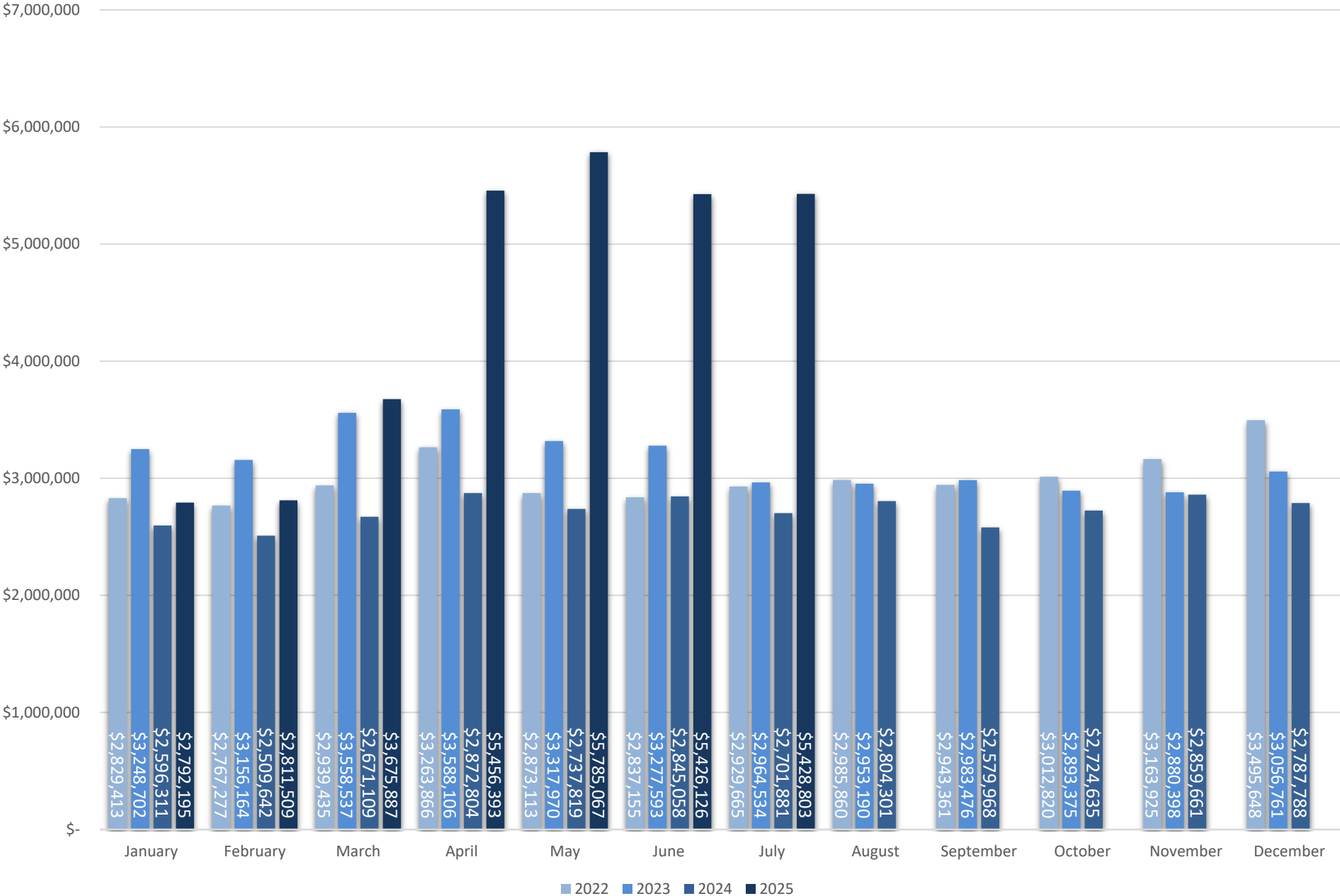
Month-to-Month Comparison

	July 2024	July 2025
Dispensaries	\$2,701,881	\$5,428,803 (↑)
Cultivation Centers	\$978,216	\$783,403 (↓)
Manufacturer	\$812,342	\$2,625,642 (↑)
Total	\$4,492,439	\$8,837,848 (↑)

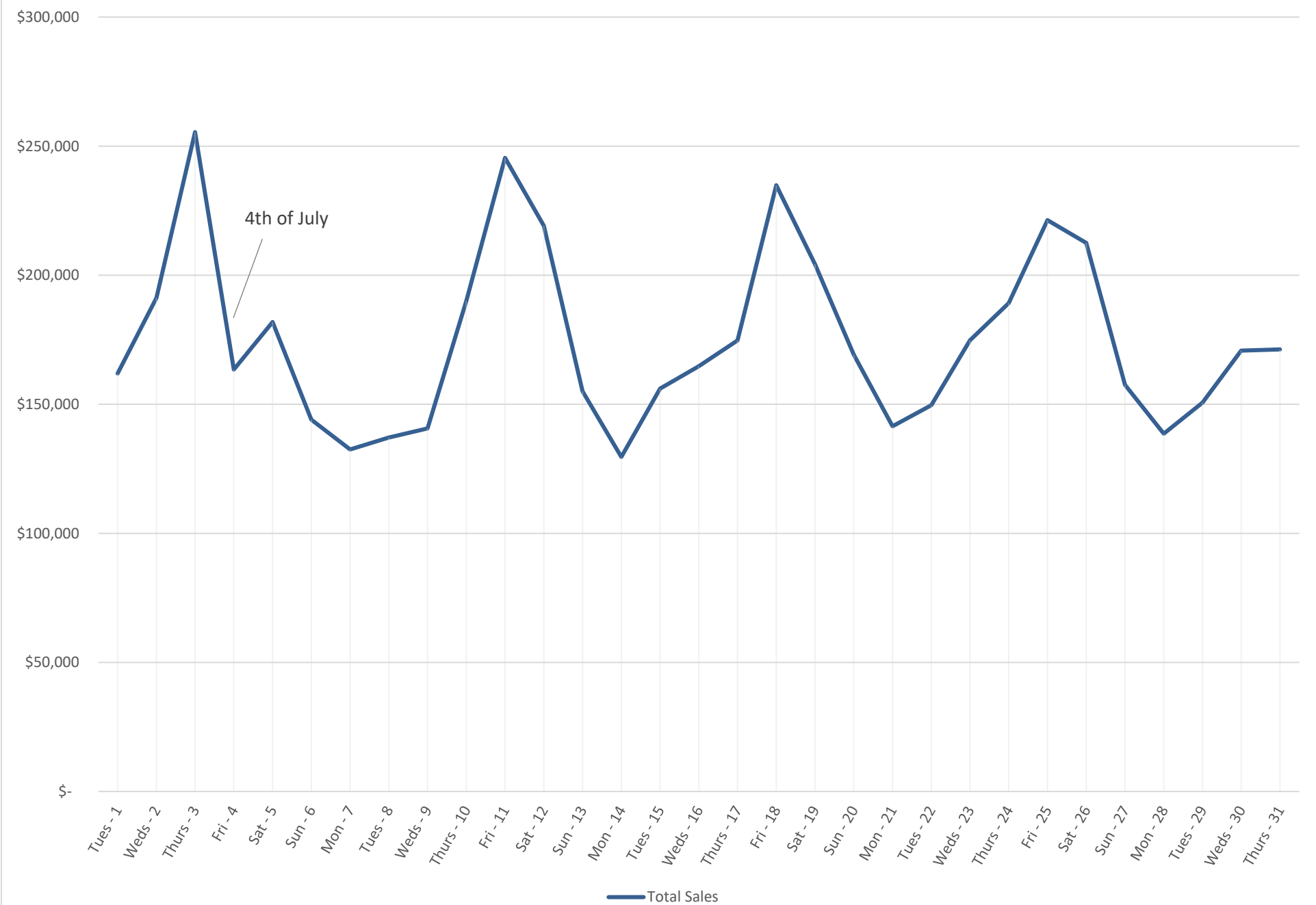
Product Sales by Type	May		June		July	
	Total Sold	Value	Total Sold	Value	Total Sold	Value
Concentrate	101g	\$8,788	111g (↑)	\$7,835 (↓)	145g (↑)	\$9,224 (↑)
Flower/Bud	628lbs	\$3,146,399	595lbs (↓)	\$3,007,144 (↓)	601lbs (↑)	\$2,990,353 (↓)
Infused Concentrate (each)	3,353	\$166,908	2,481 (↓)	\$128,277 (↓)	2,486 (↑)	\$132,243 (↑)
Infused Edible (each)	20,774	\$619,127	19,400 (↓)	\$621,561 (↑)	18,722 (↓)	\$592,072 (↓)
Infused Pre-Roll	2.4lbs	\$25,541	3lbs (↑)	\$29,602 (↑)	1.5lbs (↓)	\$13,911 (↓)
Infused Topical (each)	943	\$15,503	357 (↓)	\$13,437 (↓)	346 (↓)	\$12,647 (↓)
Kief	13g	\$499	4g (↓)	\$60 (↓)	- (↓)	- (↓)
Pill/Capsule/Suppository (each)	2,463	\$111,813	2,285 (↓)	\$107,085 (↓)	2,374 (↑)	\$108,440 (↑)
Raw Pre-Roll	75lbs	\$459,086	60lbs (↓)	\$389,421 (↓)	78lbs (↑)	\$503,371 (↑)
Shake/Trim	39lbs	\$168,218	20lbs (↓)	\$76,956 (↓)	17lbs (↓)	\$52,626 (↓)
Tincture (each)	2,101	\$85,778	1,699 (↓)	\$77,370 (↓)	1,756 (↑)	\$73,066 (↓)
Vape Cartridge (each)	19,517	\$977,381	19,554 (↑)	\$967,407 (↓)	20,108 (↑)	\$940,850 (↓)

Enforcement	May	June	July
Violations Observed	1	0 (↓)	0 (-)
Scheduled Inspections	15	14 (↓)	11 (↓)
Unlicensed Facilities Closed	6	2 (↓)	5 (↑)
Cannabis Waste Destroyed	898lbs	1,979lbs (↑)	1825lbs (↓)

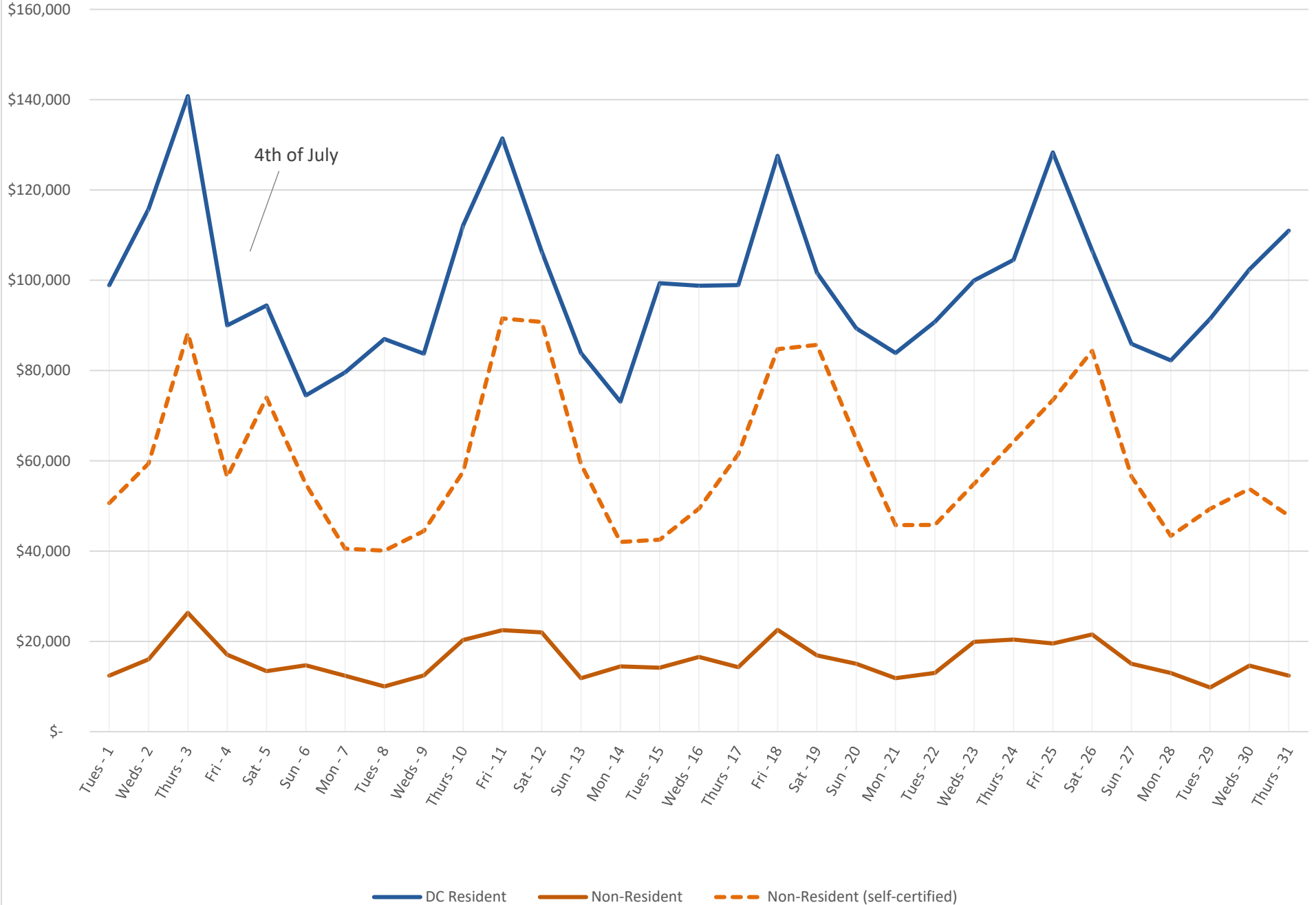
Dispensary Sales
Month-to-Month Comparison



Daily Sales - July 2025



Daily Sales by Residency - July 2025



Cultivation Center/Manufacturer Sales Month-to-Month Comparison

