

MEDICAL CANNABIS PROGRAM REPORT | JUNE 2024

Program Participation	April	May		June	
Total Unique Patients	26,078	26,838	(↑)	28,292	(↑)
Total Unique Caregivers	46	46	(-)	36	(↓)
Total Unique Healthcare Providers	658	659	(↑)	659	(-)
Total Unique Patients Served by a Registered Dispensary	11,238	11,372	(↑)	12,119	(↑)

Upcoming Patient Expirations	July	August	September
	1,497	4,874	1,341

Patients—DC Residents	April	May		June	
Total Unique Patients	6,630	6,721	(↑)	6,942	(↑)
Total Unique Sales	16,799	17,530	(↑)	17,669	(↑)
Total Unique In-Store Sales	15,649	16,391	(↑)	16,507	(↑)
Total Unique Delivery Sales	1,150	1,139	(↓)	1,162	(↑)
Average Sale	\$92	\$86	(↓)	\$87	(↑)
In-Store Average Sale	\$87	\$81	(↓)	\$82	(↑)
Delivery Average Sale	\$168	\$162	(↓)	\$162	(-)
In-Store Sales Total	\$1,356,231	\$1,320,376	(↓)	\$1,353,294	(↑)
Delivery Sales Total	\$193,601	\$184,773	(↓)	\$188,717	(↑)
Total Sales	\$1,549,831	\$1,505,149	(↓)	\$1,542,011	(↑)

Non-DC Resident Patients — Reciprocity	April	May		June	
Total Unique Patients	2,201	2,020	(↓)	2,117	(↑)
Total Unique Sales	4,753	4,490	(↓)	4,360	(↓)
Total Unique In-Store Sales	4,702	4,454	(↓)	4,323	(↓)
Total Unique Delivery Sales	51	36	(↓)	37	(↑)
Average Sale	\$157	\$146	(↓)	\$153	(↑)
In-Store Sale Average	\$157	\$145	(↓)	\$153	(↑)
Delivery Sale Average	\$180	\$167	(↓)	\$113	(↓)
In-Store Sales Total	\$738,117	\$647,772	(↓)	\$661,468	(↑)
Delivery Sales Total	\$9,195	\$6,024	(↓)	\$4,199	(↓)
Total Sales	\$747,312	\$653,797	(↓)	\$665,668	(↑)

Top 5 Residencies -

Unique patients per state	April	May	June
1.	MD (1,033)	MD (1,004)	MD (1,028)
2.	VA (888)	VA (722)	VA (716)
3.	FL (78)	FL (69)	FL (80)
4.	PA (55)	PA (50)	PA (32)
5.	NJ (33)	NJ (20)	WV (20)

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

	April	May	June
Registered Patients Per Month	2,189	2,446 (↑)	2,797 (↑)
Total Registered Patients	30,476	32,922 (↑)	35,719 (↑)
Total Unique Patients who Purchased	2,407	2,631 (↑)	3,060 (↑)
Total Unique Sales	3,892	4,189 (↑)	4,749 (↑)
Total Unique In-Store Sales	3,846	4,138 (↑)	4,686 (↑)
Total Unique Delivery Sales	46	51 (↑)	63 (↑)
Average Sale	\$148	\$138 (↓)	\$134 (↓)
In-Store Sale Average	\$147	\$137 (↓)	\$133 (↓)
Delivery Sale Average	\$196	\$211 (↓)	\$192 (↓)
In-Store Sales Total	\$566,665	\$568,120 (↑)	\$625,258 (↑)
Delivery Sales Total	\$8,996	\$10,754 (↑)	\$12,121 (↑)
Total Sales	\$575,661	\$578,874 (↑)	\$637,379 (↑)

Top 5 Residencies -

Temporary Registrations per state	April	May	June
1.	VA (703)	VA (748)	VA (854)
2.	MD (574)	MD (594)	MD (629)
3.	NC (238)	NC (240)	NC (241)
4.	TX (71)	GA (92)	FL (102)
5.	FL/GA (63)	FL (89)	TX (90)

Monthly Sales

	April	May	June
Dispensaries	\$2,872,804	\$2,737,819 (↓)	\$2,845,058 (↑)
Cultivation Centers	\$1,145,461	\$1,090,071 (↓)	\$915,791 (↓)
Manufacturer	\$1,030,232	\$738,489 (↓)	\$633,568 (↓)
Total	\$5,048,497	\$4,566,379 (↓)	\$4,394,417 (↓)

Month-to-Month Comparison

	June 2023	June 2024
Dispensaries	\$3,277,593	\$2,845,058 (↓)
Cultivation Centers	\$1,789,072*	\$915,791 (↓)
Manufacturer	-	\$633,568 (-)
Total	\$5,066,664	\$4,394,417 (↓)

Quarterly Sales	Q4 2023	Q1 2024		Q2 2024		Q3 2024	
Dispensaries	\$8,901,200	\$8,830,533	(↓)	\$7,777,062	(↓)	\$8,455,681	(↑)
Cultivation Centers	\$4,908,651*	\$3,401,763	(↓)	\$2,988,699	(↓)	\$3,151,322	(↑)
Manufacturer	-	\$1,918,785	(-)	\$1,537,584	(↓)	\$2,402,289	(↑)
Total	\$13,809,851	\$14,151,081	(↑)	\$12,303,345	(↓)	\$14,009,292	(↑)

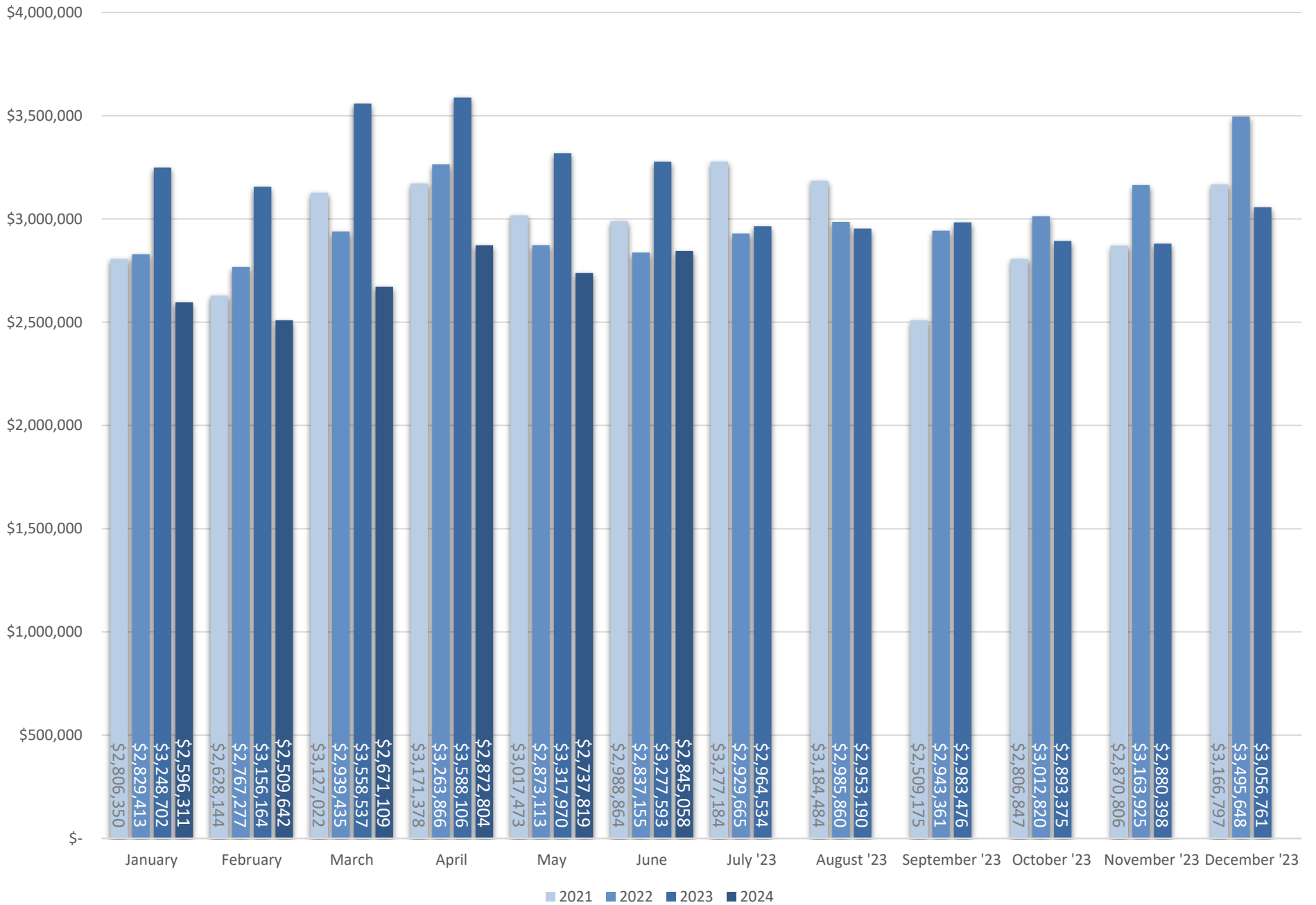
Quarter-to-Quarter Comparison	Q3 2023	Q3 2024	
Dispensaries	\$10,183,669	\$8,455,681	(↓)
Cultivation Centers	\$6,238,111*	\$3,151,322	(↓)
Manufacturer	-	\$2,402,289	(-)
Total	\$16,421,779	\$14,009,292	(↓)

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

Product Sales by Type	April		May		June	
	Total Sold	Value	Total Sold	Value	Total Sold	Value
Concentrate	682g	\$49,303	480g (↓)	\$33,609 (↓)	409g (↓)	\$25,863 (↓)
Flower/Bud	383lbs	\$1,737,163	367lbs (↓)	\$1,682,157 (↓)	389lbs (↑)	\$1,708,002 (↑)
Infused Concentrate (each)	6,890	\$227,348	4,352 (↓)	\$158,222 (↓)	3,803 (↓)	\$145,570 (↓)
Infused Edible (each)	5,605	\$161,491	5,986 (↑)	\$172,717 (↑)	6,319 (↑)	\$176,925 (↑)
Infused Pre-Roll	2lbs	\$19,777	1lb (↓)	\$12,534 (↓)	1.4lbs (↑)	\$15,057 (↑)
Infused Topical (each)	428	\$14,233	271 (↓)	\$8,435 (↓)	301 (↑)	\$11,238 (↑)
Kief	155g	\$6,907	221g (↑)	\$9,249 (↑)	198g (↓)	\$8,337 (↓)
Pill/Capsule/Suppository (each)	1,692	\$68,602	1,516 (↓)	\$67,275 (↓)	1,789 (↑)	\$76,935 (↑)
Raw Pre-Roll	37lbs	\$144,495	36lbs (↓)	\$150,048 (↑)	38lbs (↑)	\$170,125 (↑)
Shake/Trim	73lbs	\$189,802	49lbs (↓)	\$137,732 (↓)	54lbs (↑)	\$148,911 (↑)
Tincture (each)	964	\$47,825	1,154 (↑)	\$54,552 (↑)	1,139 (↓)	\$49,016 (↓)
Vape Cartridge (each)	6,029	\$205,858	6,483 (↑)	\$251,289 (↑)	8,111 (↑)	\$309,079 (↑)

Enforcement	April	May		June	
Violations Observed	0	0	(-)	0	(-)
Scheduled Inspections	2	3	(↑)	6	(↑)
Cannabis Waste Destroyed	2,100lbs	1,640lbs	(↓)	0lbs	(↓)

Dispensary Sales Month-to-Month Comparison



Cultivation Center/Manufacturer Sales Month-to-Month Comparison

