

## MEDICAL CANNABIS PROGRAM REPORT | MARCH 2024

<b>Program Participation</b>	January	February		March	
Total Unique Patients	25,191	25,228	(↑)	25,463	(↑)
Total Unique Caregivers	66	68	(↑)	71	(↑)
Total Unique Healthcare Providers	657	657	(-)	658	(↑)
Total Unique Patients Served by a Registered Dispensary	9,951	9,417	(↓)	10,100	(↑)

<b>Upcoming Patient Expirations</b>	April	May	June
	644	621	450

<b>Patients—DC Residents</b>	January	February		March	
Total Unique Patients	6,079	5,731	(↓)	6,047	(↑)
Total Unique Sales	15,721	14,698	(↓)	15,635	(↑)
Total Unique In-Store Sales	14,414	13,554	(↓)	14,514	(↑)
Total Unique Delivery Sales	1,307	1,144	(↓)	1,121	(↓)
Average Sale	\$92	\$94	(↑)	\$93	(↓)
In-Store Average Sale	\$87	\$88	(↑)	\$88	(-)
Delivery Average Sale	\$152	\$158	(↑)	\$160	(↑)
In-Store Sales Total	\$1,247,683	\$1,196,954	(↓)	\$1,272,287	(↑)
Delivery Sales Total	\$198,317	\$180,355	(↓)	\$179,656	(↓)
Total Sales	\$1,446,000	\$1,377,309	(↓)	\$1,451,943	(↑)

<b>Non-DC Resident Patients — Reciprocity</b>	January	February		March	
Total Unique Patients	2,098	2,024	(↓)	2,102	(↑)
Total Unique Sales	4,508	4,377	(↓)	4,572	(↑)
Total Unique In-Store Sales	4,470	4,335	(↓)	4,534	(↑)
Total Unique Delivery Sales	38	42	(↑)	38	(↓)
Average Sale	\$152	\$156	(↑)	\$157	(↑)
In-Store Sale Average	\$151	\$156	(↑)	\$157	(↑)
Delivery Sale Average	\$183	\$160	(↓)	\$155	(↓)
In-Store Sales Total	\$676,609	\$676,789	(↑)	\$713,457	(↑)
Delivery Sales Total	\$6,968	\$6,703	(↓)	\$5,888	(↓)
Total Sales	\$683,577	\$683,492	(↓)	\$719,345	(↑)

**Top 5 Residencies -**

Unique patients per state	January	February	March
1.	MD (1,010)	MD (985)	MD (920)
2.	VA (872)	VA (811)	VA (816)
3.	FL (51)	FL (42)	FL (62)
4.	PA (40)	PA (39)	PA (55)
5.	NJ (37)	NJ (32)	NJ (32)

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

	January	February	March
Registered Patients Per Month	1,542	1,415 (↓)	1,730 (↑)
Total Registered Patients	25,142	26,557 (↑)	28,287 (↑)
Total Unique Patients who Purchased	1,774	1,662 (↓)	1,951 (↑)
Total Unique Sales	3,021	2,890 (↓)	3,162 (↑)
Total Unique In-Store Sales	2,974	2,851 (↓)	3,123 (↑)
Total Unique Delivery Sales	47	39 (↓)	39 (-)
Average Sale	\$154	\$155 (↑)	\$158 (↑)
In-Store Sale Average	\$154	\$155 (↑)	\$157 (↑)
Delivery Sale Average	\$195	\$206 (↑)	\$221 (↑)
In-Store Sales Total	\$457,590	\$440,811 (↓)	\$491,213 (↑)
Delivery Sales Total	\$9,144	\$8,031 (↓)	\$8,607 (↑)
Total Sales	\$466,734	\$448,842 (↓)	\$499,820 (↑)

**Top 5 Residencies -**

Temporary Registrations per state	January	February	March
1.	VA (527)	VA (511)	VA (610)
2.	MD (481)	MD (395)	MD (422)
3.	NC (123)	NC (149)	NC (169)
4.	GA (39)	GA (34)	GA (54)
5.	FL (39)	FL (28)	FL (50)

**Monthly Sales**

	January	February	March
Dispensaries	\$2,596,311	\$2,509,642 (↓)	\$2,671,109 (↑)
Cultivation Centers	\$921,144	\$1,109,859 (↑)	\$957,696 (↓)
Manufacturer	\$485,038	\$509,929 (↑)	\$542,617 (↑)
Total	\$4,002,493	\$4,129,430 (↑)	\$4,171,422 (↑)

**Month-to-Month Comparison**

	March 2023	March 2024
Dispensaries	\$3,558,537	\$2,671,109 (↓)
Cultivation Centers	\$2,266,454	\$957,696* (↓)
Manufacturer	-	\$542,617 (-)
Total	\$5,824,991	\$4,171,422 (↓)

<b>Quarterly Sales</b>	<b>Q3 2023</b>	<b>Q4 2023</b>	<b>Q1 2024</b>	<b>Q2 2024</b>
Dispensaries	\$10,183,669	\$8,901,200 (↓)	\$8,830,533 (↓)	\$7,777,062 (↓)
Cultivation Centers	\$6,238,111	\$4,908,651 (↓)	\$3,401,763* (↓)	\$2,988,699* (↓)
Manufacturer	-	- (-)	\$1,918,785 (-)	\$1,537,584 (↓)
<b>Total</b>	<b>\$16,421,780</b>	<b>\$13,809,851 (↓)</b>	<b>\$14,151,081 (↑)</b>	<b>\$12,303,345 (↓)</b>

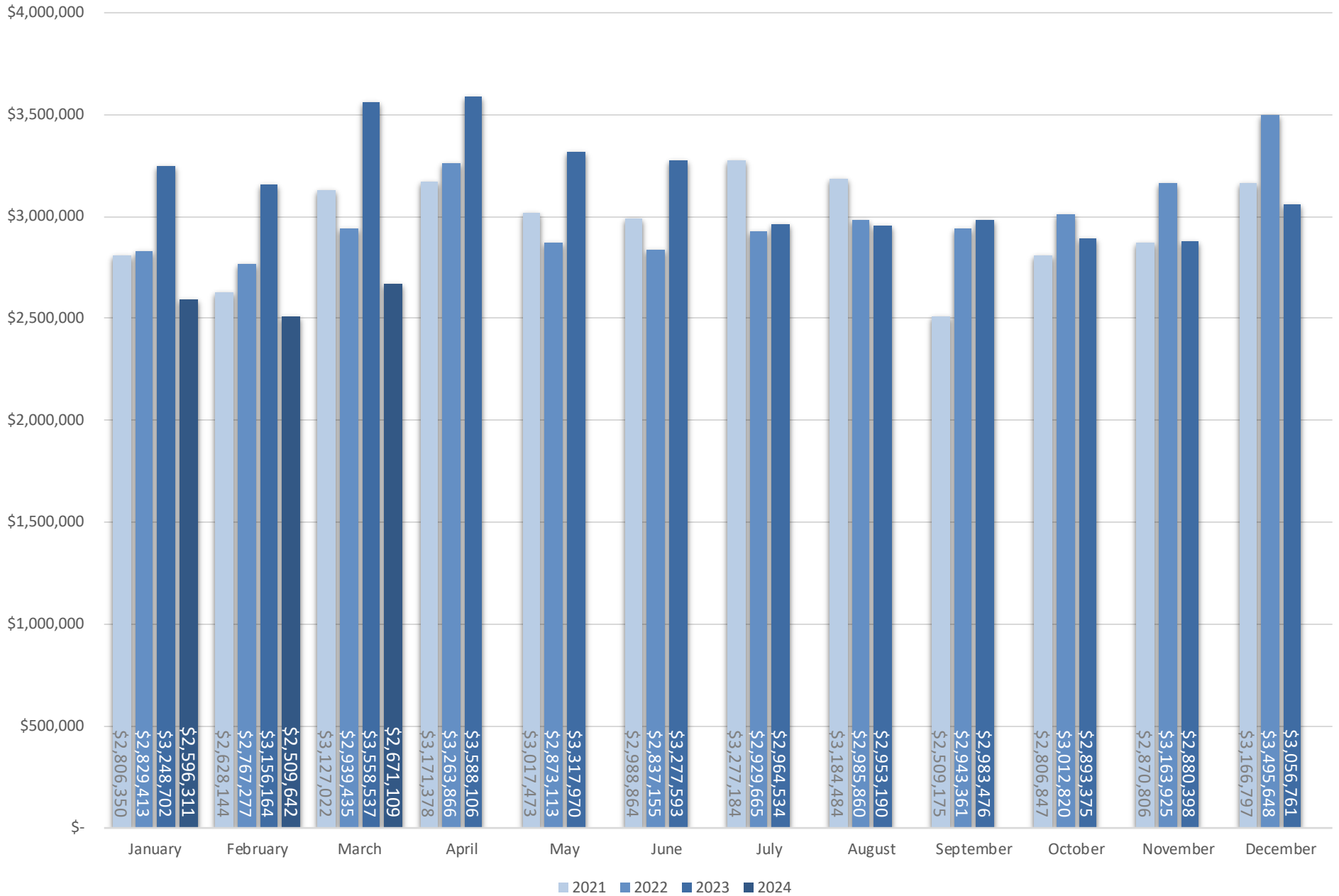
<b>Quarter-to-Quarter Comparison</b>	<b>Q2 2023</b>	<b>Q2 2024</b>
Dispensaries	\$9,963,404	\$7,777,062 (↓)
Cultivation Centers	\$5,682,528	\$2,988,699* (↓)
Manufacturer	-	\$1,537,584 (-)
<b>Total</b>	<b>\$15,645,932</b>	<b>\$12,303,345 (↓)</b>

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

<b>Product Sales by Type</b>	<b>January</b>		<b>February</b>		<b>March</b>	
	Total Sold	Value	Total Sold	Value	Total Sold	Value
Concentrate	733g	\$52,905	616g (↓)	\$45,244 (↓)	637g (↑)	\$45,954 (↑)
Flower/Bud	370lbs	\$1,634,083	346lbs (↓)	\$1,573,876 (↓)	369lbs (↑)	\$1,660,258 (↑)
Infused Concentrate (each)	10,252	\$376,791	8,811 (↓)	\$339,093 (↓)	9,012 (↑)	\$341,604 (↑)
Infused Edible (each)	5,706	\$160,463	5,569 (↓)	\$155,747 (↓)	6,551 (↑)	\$181,798 (↑)
Infused Pre-Roll	0.75lbs	\$8,264	1.3lbs (↑)	\$13,234 (↑)	1lb (↓)	\$11,151 (↓)
Infused Topical (each)	540	\$16,605	367 (↓)	\$13,232 (↓)	431 (↑)	\$14,359 (↑)
Kief	189g	\$7,917	245g (↑)	\$10,274 (↑)	247g (↑)	\$10,551 (↑)
Pill/Capsule/Suppository (each)	920	\$39,192	906 (↓)	\$40,785 (↑)	903 (↓)	\$40,454 (↓)
Raw Pre-Roll	18lbs	\$77,262	20lbs (↑)	\$82,680 (↑)	23lbs (↑)	\$102,603 (↑)
Shake/Trim	64lbs	\$150,129	66lbs (↑)	\$155,083 (↑)	71lbs (↑)	\$165,402 (↑)
Tincture (each)	151	\$12,836	362 (↑)	\$17,573 (↑)	419 (↑)	\$21,230 (↑)
Vape Cartridge (each)	1,181	\$59,864	1,297 (↑)	\$62,821 (↑)	1,597 (↑)	\$75,744 (↑)

<b>Enforcement</b>	<b>January</b>	<b>February</b>	<b>March</b>
Violations Observed	0	0 (-)	0 (-)
Scheduled Inspections	2	2 (-)	7 (↑)
Cannabis Waste Destroyed	1,780lbs	2,820lbs (↑)	1,920lbs (↓)

## Dispensary Sales Month-to-Month Comparison



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

