

MEDICAL CANNABIS PROGRAM REPORT | MARCH 2025

Program Participation	January	February		March	
Total Unique Patients	30,904	33,540	(↑)	37,688	(↑)
Total Unique Caregivers	38	38	(-)	33	(↓)
Total Unique Healthcare Providers	660	660	(-)	660	(-)
Total Unique Patients Served by a Registered Dispensary	13,503	14,980	(↑)	20,127	(↑)

Upcoming Patient Expirations	April	May	June
	750	702	642

Patients—DC Residents	January	February		March	
Total Unique Patients	8,156	8,975	(↑)	11,396	(↑)
Total Unique Sales	20,018	20,854	(↑)	27,270	(↑)
Total Unique In-Store Sales	18,472	19,496	(↑)	25,799	(↑)
Total Unique Delivery Sales	1,546	1,358	(↓)	1,471	(↑)
Average Sale	\$81	\$78	(↓)	\$75	(↓)
In-Store Average Sale	\$75	\$73	(↓)	\$71	(↓)
Delivery Average Sale	\$148	\$148	(-)	\$152	(↑)
In-Store Sales Total	\$1,388,944	\$1,419,494	(↑)	\$1,833,750	(↑)
Delivery Sales Total	\$229,525	\$201,649	(↓)	\$223,390	(↑)
Total Sales	\$1,618,469	\$1,621,143	(↑)	\$2,057,139	(↑)

Non-DC Resident Patients — Reciprocity	January	February		March	
Total Unique Patients	1,610	1,624	(↑)	1,920	(↑)
Total Unique Sales	3,406	3,199	(↓)	3,769	(↑)
Total Unique In-Store Sales	3,350	3,167	(↓)	3,737	(↑)
Total Unique Delivery Sales	56	32	(↓)	32	(-)
Average Sale	\$146	\$144	(↓)	\$139	(↓)
In-Store Sale Average	\$146	\$144	(↓)	\$139	(↓)
Delivery Sale Average	\$181	\$172	(↓)	\$182	(↑)
In-Store Sales Total	\$487,562	\$455,023	(↓)	\$519,223	(↑)
Delivery Sales Total	\$10,150	\$5,520	(↓)	\$5,821	(↑)
Total Sales	\$497,711	\$460,543	(↓)	\$525,044	(↑)

Top 5 Residencies -

Unique patients per state	January	February	March
1.	MD (793)	MD (751)	MD (835)
2.	VA (556)	VA (583)	VA (697)
3.	FL (72)	FL (80)	FL (131)
4.	PA (35)	PA (32)	PA (56)
5.	MA (16)	MA (15)	NJ (18)

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

	January	February		March	
Registered Patients Per Month	3,469	3,875	(↑)	7,012	(↑)
Total Registered Patients	57,737	61,612	(↑)	68,624	(↑)
Total Unique Patients who Purchased	3,737	4,381	(↑)	6,812	(↑)
Total Unique Sales	5,768	6,496	(↑)	9,548	(↑)
Total Unique In-Store Sales	5,672	6,426	(↑)	9,467	(↑)
Total Unique Delivery Sales	96	70	(↓)	81	(↑)
Average Sale	\$117	\$112	(↓)	\$115	(↑)
In-Store Sale Average	\$116	\$112	(↓)	\$114	(↑)
Delivery Sale Average	\$184	\$169	(↓)	\$209	(↑)
In-Store Sales Total	\$658,374	\$717,983	(↑)	\$1,076,764	(↑)
Delivery Sales Total	\$17,641	\$11,840	(↓)	\$16,940	(↑)
Total Sales	\$676,015	\$729,823	(↓)	\$1,093,703	(↑)

Top 5 Residencies -

Temporary Registrations per state	January	February	March
1.	VA (1,250)	VA (1,367)	VA (2,542)
2.	MD (794)	MD (816)	MD (1,205)
3.	NC (227)	NC (313)	NC (616)
4.	FL (119)	FL (148)	FL (275)
5.	TX (118)	TX (121)	TX (211)

Monthly Sales

	January	February		March	
Dispensaries	\$2,792,195	\$2,811,509	(↑)	\$3,675,887	(↑)
Cultivation Centers	\$774,430	\$863,890	(↑)	\$788,415	(↓)
Manufacturer	\$1,031,370	\$936,447	(↓)	\$1,448,807	(↑)
Total	\$4,597,995	\$4,611,846	(↑)	\$5,913,109	(↑)

Month-to-Month Comparison

	March 2024	March 2025	
Dispensaries	\$2,671,109	\$3,675,887	(↑)
Cultivation Centers	\$957,696	\$788,415	(↓)
Manufacturer	\$542,617	\$1,448,807	(↑)
Total	\$4,171,422	\$5,913,109	(↑)

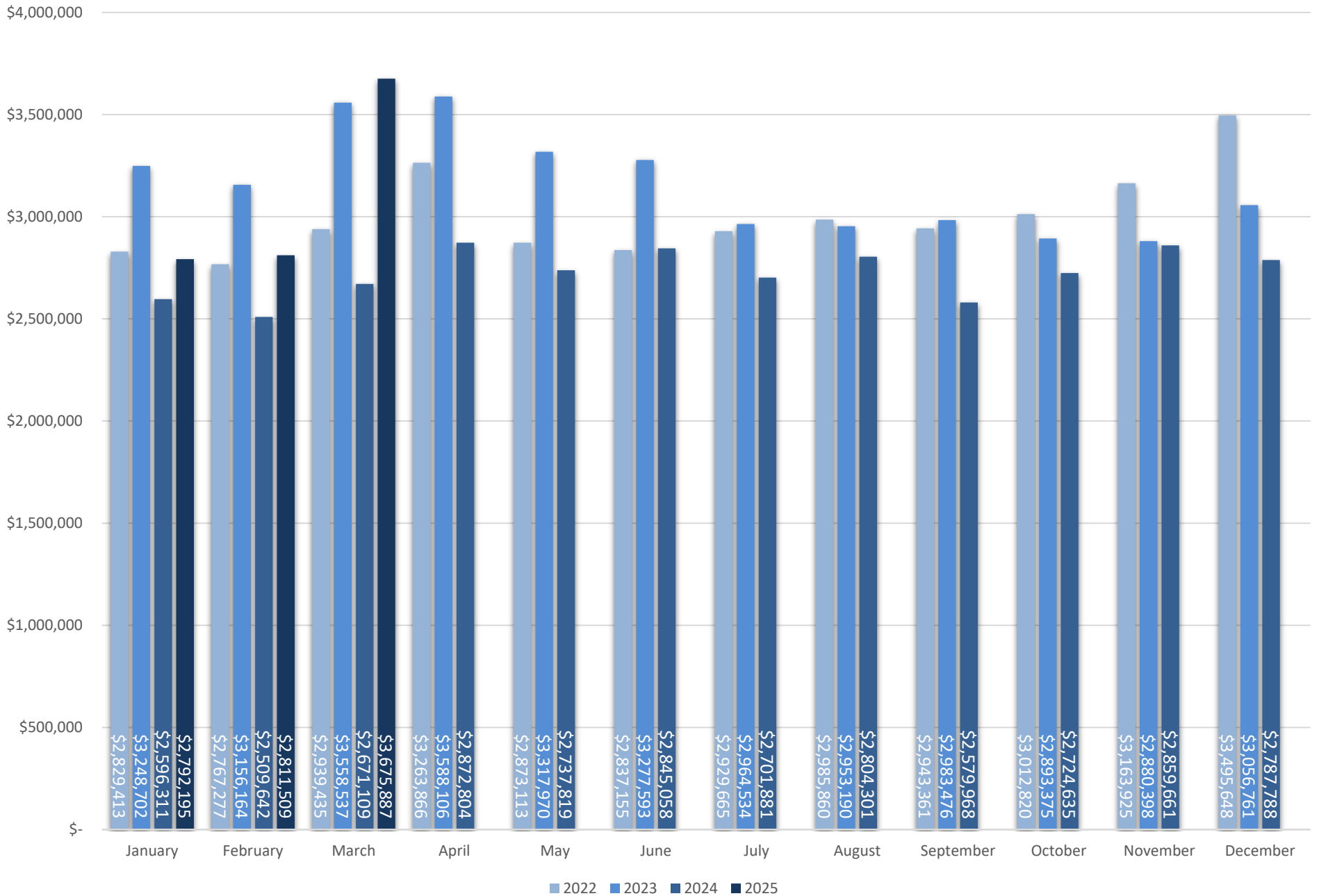
Quarterly Sales	Q3 2024	Q4 2024		Q1 2025		Q2 2025	
Dispensaries	\$7,777,062	\$8,455,681	(↑)	\$8,086,150	(↓)	\$8,372,083	(↑)
Cultivation Centers	\$2,988,699	\$3,151,322	(↑)	\$2,405,077	(↓)	\$2,001,168	(↓)
Manufacturer	\$1,537,584	\$2,402,289	(↑)	\$2,405,766	(↑)	\$2,254,774	(↓)
Total	\$12,303,345	\$14,009,292	(↑)	\$12,896,993	(↓)	\$12,628,025	(↓)

Quarter-to-Quarter Comparison	Q2 2024	Q2 2025	
Dispensaries	\$8,830,533	\$8,372,083	(↓)
Cultivation Centers	\$3,401,763	\$2,001,168	(↓)
Manufacturer	\$1,918,786	\$2,254,774	(↑)
Total	\$14,151,082	\$12,628,025	(↓)

Product Sales by Type	January		February		March	
	Total Sold	Value	Total Sold	Value	Total Sold	Value
Concentrate	20g	\$2,135	10g (↓)	\$555 (↓)	10g (-)	\$728 (↑)
Flower/Bud	381lbs	\$1,655,910	356lbs (↓)	\$1,578,062 (↓)	439lbs (↑)	\$2,019,200 (↑)
Infused Concentrate (each)	2,262	\$98,331	1,895 (↓)	\$86,056 (↓)	1,828 (↓)	\$89,342 (↑)
Infused Edible (each)	8,774	\$233,605	8,731 (↓)	\$243,951 (↑)	11,370 (↑)	\$331,552 (↑)
Infused Pre-Roll	2.6lbs	\$22,115	3.5lbs (↑)	\$33,320 (↑)	3.7lbs (↑)	\$39,947 (↑)
Infused Topical (each)	290	\$9,695	272 (↓)	\$11,132 (↑)	345 (↑)	\$13,190 (↑)
Kief	144g	\$5,763	102g (↓)	\$4,352 (↓)	170g (↑)	\$7,085 (↑)
Pill/Capsule/Suppository (each)	1,994	\$83,515	1,722 (↓)	\$72,830 (↓)	2,080 (↑)	\$85,301 (↑)
Raw Pre-Roll	29lbs	\$156,141	37lbs (↑)	\$203,642 (↑)	50lbs (↑)	\$279,722 (↑)
Shake/Trim	32lbs	\$107,078	32lbs (-)	\$101,118 (↓)	41lbs (↑)	\$143,314 (↑)
Tincture (each)	1,881	\$57,338	1,634 (↓)	\$49,160 (↑)	1,837 (↑)	\$68,600 (↑)
Vape Cartridge (each)	9,671	\$360,569	10,030 (↑)	\$427,331 (↑)	12,753 (↑)	\$597,906 (↑)

Enforcement	January	February		March	
Violations Observed	0	0	(-)	0	(-)
Scheduled Inspections	9	12	(↑)	36	(↑)
Unlicensed Facilities Closed	7	10	(↑)	10	(-)
Cannabis Waste Destroyed	1,335lbs	2,695lbs	(↑)	2,757lbs	(↑)

Dispensary Sales Month-to-Month Comparison



Cultivation Center/Manufacturer Sales Month-to-Month Comparison

