

MEDICAL CANNABIS PROGRAM REPORT | MAY 2024

Program Participation	March	April		May	
Total Unique Patients	25,463	26,078	(↑)	26,838	(↑)
Total Unique Caregivers	71	46	(↓)	46	(-)
Total Unique Healthcare Providers	658	658	(-)	659	(↑)
Total Unique Patients Served by a Registered Dispensary	10,100	11,238	(↑)	11,372	(↑)

Upcoming Patient Expirations	June	July	August
	408	1,502	4,877

Patients—DC Residents	March	April		May	
Total Unique Patients	6,047	6,630	(↑)	6,721	(↑)
Total Unique Sales	15,635	16,799	(↑)	17,530	(↑)
Total Unique In-Store Sales	14,514	15,649	(↑)	16,391	(↑)
Total Unique Delivery Sales	1,121	1,150	(↑)	1,139	(↓)
Average Sale	\$93	\$92	(↓)	\$86	(↓)
In-Store Average Sale	\$88	\$87	(↓)	\$81	(↓)
Delivery Average Sale	\$160	\$168	(↑)	\$162	(↓)
In-Store Sales Total	\$1,272,287	\$1,356,231	(↑)	\$1,320,376	(↓)
Delivery Sales Total	\$179,656	\$193,601	(↑)	\$184,773	(↓)
Total Sales	\$1,451,943	\$1,549,831	(↑)	\$1,505,149	(↓)

Non-DC Resident Patients — Reciprocity	March	April		May	
Total Unique Patients	2,102	2,201	(↑)	2,020	(↓)
Total Unique Sales	4,572	4,753	(↑)	4,490	(↓)
Total Unique In-Store Sales	4,534	4,702	(↑)	4,454	(↓)
Total Unique Delivery Sales	38	51	(↑)	36	(↓)
Average Sale	\$157	\$157	(-)	\$146	(↓)
In-Store Sale Average	\$157	\$157	(-)	\$145	(↓)
Delivery Sale Average	\$155	\$180	(↑)	\$167	(↓)
In-Store Sales Total	\$713,457	\$738,117	(↑)	\$647,772	(↓)
Delivery Sales Total	\$5,888	\$9,195	(↑)	\$6,024	(↓)
Total Sales	\$719,345	\$747,312	(↑)	\$653,797	(↓)

Top 5 Residencies -

Unique patients per state	March	April	May
1.	MD (920)	MD (1,033)	MD (1,004)
2.	VA (816)	VA (888)	VA (722)
3.	FL (62)	FL (78)	FL (69)
4.	PA (55)	PA (55)	PA (50)
5.	NJ (32)	NJ (33)	NJ (20)

Non-DC Resident Patients —

Self-Certified Temporary	March	April		May	
Registered Patients Per Month	1,730	2,189	(↑)	2,446	(↑)
Total Registered Patients	28,287	30,476	(↑)	32,922	(↑)
Total Unique Patients who Purchased	1,951	2,407	(↑)	2,631	(↑)
Total Unique Sales	3,162	3,892	(↑)	4,189	(↑)
Total Unique In-Store Sales	3,123	3,846	(↑)	4,138	(↑)
Total Unique Delivery Sales	39	46	(↑)	51	(↑)
Average Sale	\$158	\$148	(↓)	\$138	(↓)
In-Store Sale Average	\$157	\$147	(↓)	\$137	(↓)
Delivery Sale Average	\$221	\$196	(↓)	\$211	(↓)
In-Store Sales Total	\$491,213	\$566,665	(↑)	\$568,120	(↑)
Delivery Sales Total	\$8,607	\$8,996	(↑)	\$10,754	(↑)
Total Sales	\$499,820	\$575,661	(↑)	\$578,874	(↑)

Top 5 Residencies -

Temporary Registrations per state	March	April	May
1.	VA (610)	VA (703)	VA (748)
2.	MD (422)	MD (574)	MD (594)
3.	NC (169)	NC (238)	NC (240)
4.	GA (54)	TX (71)	GA (92)
5.	FL (50)	FL/GA (63)	FL (89)

Monthly Sales

	March	April		May	
Dispensaries	\$2,671,109	\$2,872,804	(↑)	\$2,737,819	(↓)
Cultivation Centers	\$957,696	\$1,145,461	(↑)	\$1,090,071	(↓)
Manufacturer	\$542,617	\$1,030,232	(↑)	\$738,489	(↓)
Total	\$4,171,422	\$5,048,497	(↑)	\$4,566,379	(↓)

Month-to-Month Comparison

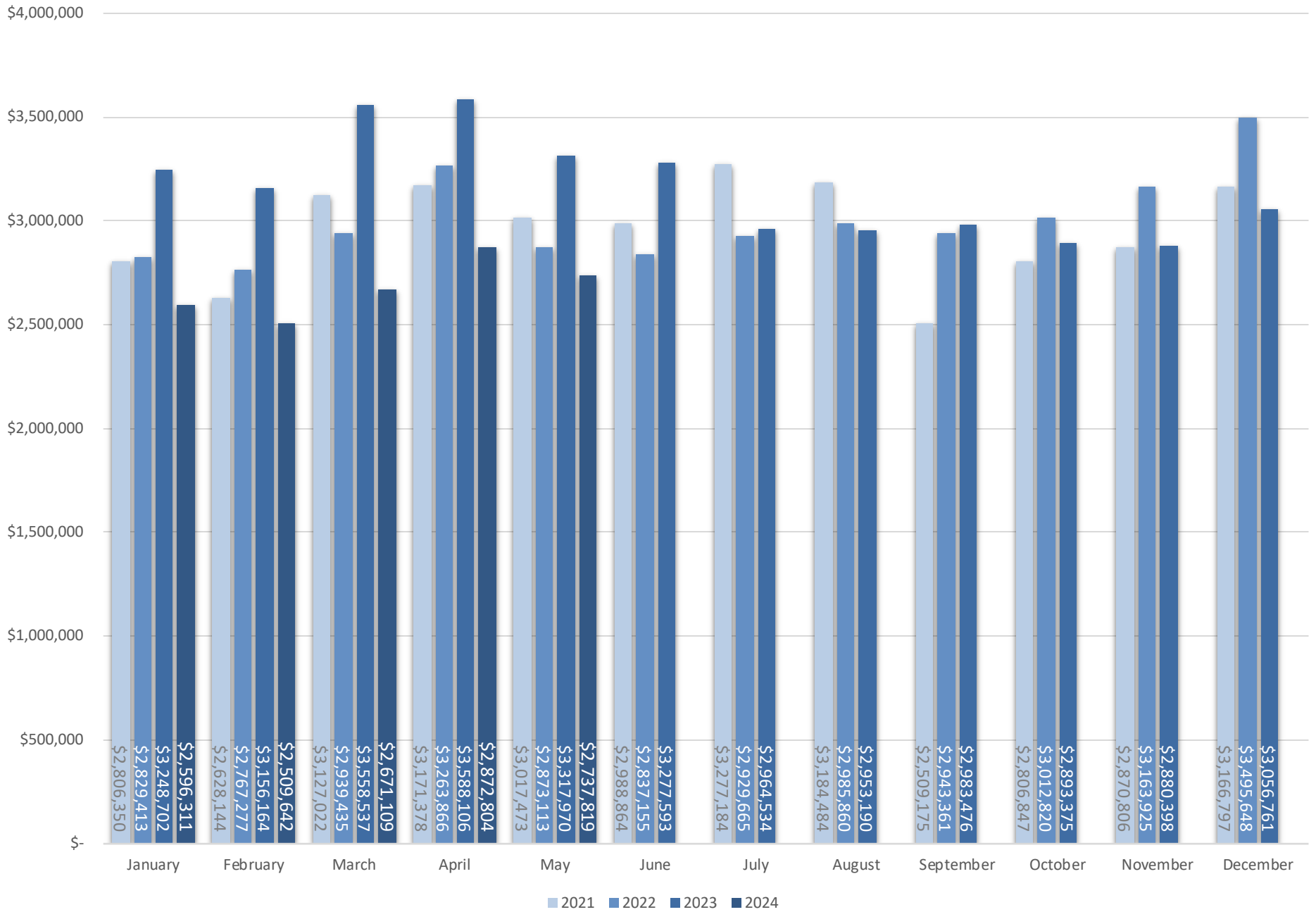
	May 2023	May 2024	
Dispensaries	\$3,317,970	\$2,737,819	(↓)
Cultivation Centers	\$2,168,123	\$1,090,071	(↓)
Manufacturer*	-	\$738,489	(-)
Total	\$5,486,093	\$4,566,379	(↓)

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

Product Sales by Type	March		April		May	
	Total Sold	Value	Total Sold	Value	Total Sold	Value
Concentrate	637g	\$45,954	682g (↑)	\$49,303 (↑)	480g (↓)	\$33,609 (↓)
Flower/Bud	369lbs	\$1,660,258	383lbs (↑)	\$1,737,163 (↑)	367lbs (↓)	\$1,682,157 (↓)
Infused Concentrate (each)	9,012	\$341,604	6,890 (↓)	\$227,348 (↓)	4,352 (↓)	\$158,222 (↓)
Infused Edible (each)	6,551	\$181,798	5,605 (↓)	\$161,491 (↓)	5,986 (↑)	\$172,717 (↑)
Infused Pre-Roll	1lb	\$11,151	2lbs (↑)	\$19,777 (↑)	1lb (↓)	\$12,534 (↓)
Infused Topical (each)	431	\$14,359	428 (↓)	\$14,233 (↓)	271 (↓)	\$8,435 (↓)
Kief	247g	\$10,551	155g (↓)	\$6,907 (↓)	221g (↑)	\$9,249 (↑)
Pill/Capsule/Suppository (each)	903	\$40,454	1,692 (↑)	\$68,602 (↑)	1,516 (↓)	\$67,275 (↓)
Raw Pre-Roll	23lbs	\$102,603	37lbs (↑)	\$144,495 (↑)	36lbs (↓)	\$150,048 (↑)
Shake/Trim	71lbs	\$165,402	73lbs (↑)	\$189,802 (↑)	49lbs (↓)	\$137,732 (↓)
Tincture (each)	419	\$21,230	964 (↑)	\$47,825 (↑)	1,154 (↑)	\$54,552 (↑)
Vape Cartridge (each)	1,597	\$75,744	6,029 (↑)	\$205,858 (↑)	6,483 (↑)	\$251,289 (↑)

Enforcement	March	April	May
Violations Observed	0	0 (-)	0 (-)
Scheduled Inspections	7	2 (↓)	3 (↑)
Cannabis Waste Destroyed	1,920lbs	2,100lbs (↑)	1,640 (↓)

Dispensary Sales Month-to-Month Comparison



Cultivation Center/Manufacturer Sales Month-to-Month Comparison

