

MEDICAL CANNABIS PROGRAM REPORT | NOVEMBER 2024

Program Participation	September	October		November	
Total Unique Patients	26,892	27,685	(↑)	28,741	(↑)
Total Unique Caregivers	32	33	(↑)	33	(-)
Total Unique Healthcare Providers	660	660	(-)	660	(-)
Total Unique Patients Served by a Registered Dispensary	11,741	12,736	(↑)	13,451	(↑)

Upcoming Patient Expirations	December	January	February
	872	902	659

Patients—DC Residents	September	October		November	
Total Unique Patients	6,835	7,343	(↑)	7,918	(↑)
Total Unique Sales	17,127	18,739	(↑)	19,854	(↑)
Total Unique In-Store Sales	15,926	17,498	(↑)	18,458	(↑)
Total Unique Delivery Sales	1,201	1,241	(↑)	1,396	(↑)
Average Sale	\$82	\$80	(↓)	\$81	(↑)
In-Store Average Sale	\$76	\$75	(↓)	\$75	(-)
Delivery Average Sale	\$160	\$154	(↓)	\$153	(↓)
In-Store Sales Total	\$1,216,826	\$1,312,047	(↑)	\$1,393,148	(↑)
Delivery Sales Total	\$192,235	\$190,753	(↓)	\$214,230	(↑)
Total Sales	\$1,409,061	\$1,502,800	(↑)	\$1,607,378	(↑)

Non-DC Resident Patients — Reciprocity	September	October		November	
Total Unique Patients	1,888	1,893	(↑)	1,831	(↓)
Total Unique Sales	3,936	3,945	(↑)	3,760	(↓)
Total Unique In-Store Sales	3,903	3,915	(↑)	3,718	(↓)
Total Unique Delivery Sales	33	30	(↓)	42	(↑)
Average Sale	\$139	\$141	(↑)	\$149	(↑)
In-Store Sale Average	\$138	\$141	(↑)	\$149	(↑)
Delivery Sale Average	\$156	\$168	(↑)	\$154	(↓)
In-Store Sales Total	\$540,484	\$550,395	(↑)	\$552,168	(↑)
Delivery Sales Total	\$5,150	\$5,045	(↓)	\$6,447	(↑)
Total Sales	\$545,634	\$555,440	(↑)	\$558,616	(↑)

Top 5 Residencies -

Unique patients per state	September	October	November
1.	MD (938)	MD (893)	MD (857)
2.	VA (631)	VA (628)	VA (662)
3.	FL (92)	FL (115)	FL (86)
4.	PA (43)	PA (47)	PA (31)
5.	NJ (24)	NJ (25)	NJ (26)

Non-DC Resident Patients —

Self-Certified Temporary	September	October	November	
Registered Patients Per Month	2,666	3,213	(↑)	3,482 (↑)
Total Registered Patients	43,993	47,206	(↑)	50,688 (↑)
Total Unique Patients who Purchased	3,018	3,500	(↑)	3,702 (↑)
Total Unique Sales	4,851	5,374	(↑)	5,672 (↑)
Total Unique In-Store Sales	4,761	5,297	(↑)	5,601 (↑)
Total Unique Delivery Sales	90	77	(↓)	71 (↓)
Average Sale	\$129	\$124	(↓)	\$122 (↓)
In-Store Sale Average	\$128	\$123	(↓)	\$121 (↓)
Delivery Sale Average	\$167	\$195	(↑)	\$193 (↓)
In-Store Sales Total	\$610,232	\$651,365	(↑)	\$679,980 (↑)
Delivery Sales Total	\$15,040	\$15,029	(↓)	\$13,688 (↓)
Total Sales	\$625,272	\$666,395	(↑)	\$693,668 (↑)

Top 5 Residencies -

Temporary Registrations per state	September	October	November
1.	VA (874)	VA (1,046)	VA (1,176)
2.	MD (591)	MD (618)	MD (734)
3.	NC (243)	NC (311)	NC (286)
4.	FL (103)	TX (111)	FL (129)
5.	TX (92)	FL (100)	TX (128)

Monthly Sales

	September	October	November	
Dispensaries	\$2,579,968	\$2,724,635	(↑)	\$2,859,661 (↑)
Cultivation Centers	\$618,729	\$1,004,400	(↑)	\$523,027 (↓)
Manufacturer	\$685,525	\$796,215	(↑)	\$643,432 (↓)
Total	\$3,884,222	\$4,525,250	(↑)	\$4,026,120 (↓)

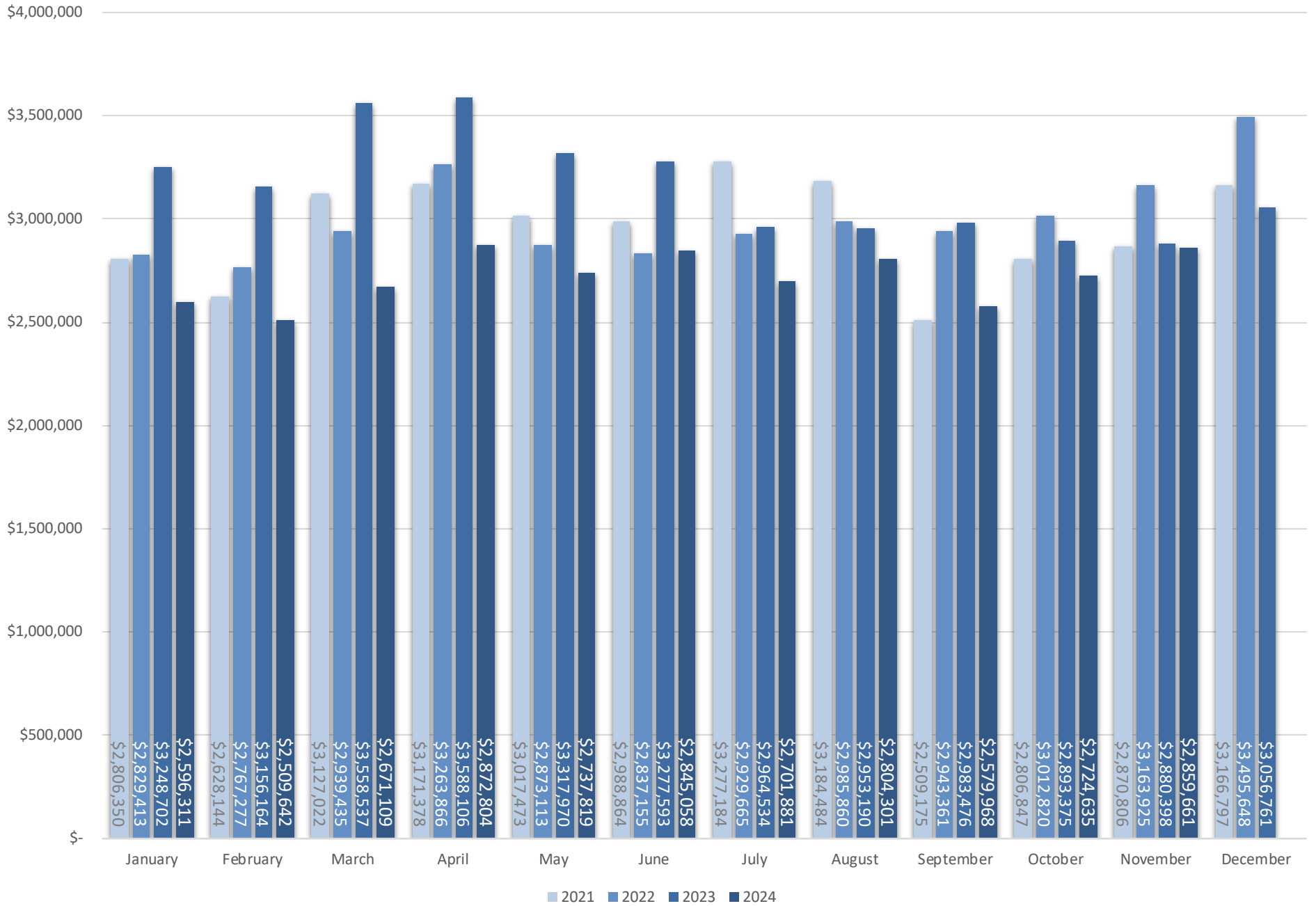
Month-to-Month Comparison

	November 2023	November 2024
Dispensaries	\$2,880,398	\$2,859,661 (↓)
Cultivation Centers	\$1,129,260	\$523,027 (↓)
Manufacturer	\$606,011	\$643,432 (↑)
Total	\$4,615,669	\$4,026,120 (↓)

Product Sales by Type	September		October		November	
	Total Sold	Value	Total Sold	Value	Total Sold	Value
Concentrate	184g	\$12,492	187g (↑)	\$11,391 (↓)	162g (↓)	\$10,768 (↓)
Flower/Bud	377lbs	\$1,529,539	386lbs (↑)	\$1,603,674 (↑)	406lbs (↑)	\$1,730,119 (↑)
Infused Concentrate (each)	2,663	\$104,121	2,699 (↑)	\$100,251 (↓)	2,312 (↓)	\$95,727 (↓)
Infused Edible (each)	6,481	\$182,939	7,236 (↑)	\$196,134 (↑)	7,719 (↑)	\$217,211 (↑)
Infused Pre-Roll	1.2lbs	\$12,311	1.2lbs (-)	\$12,736 (↑)	1lbs (↓)	\$9,707 (↓)
Infused Topical (each)	351	\$12,300	402 (↑)	\$14,083 (↑)	382 (↓)	\$12,881 (↓)
Kief	205g	\$8,618	202g (↓)	\$8,417 (↓)	147g (↓)	\$6,152 (↓)
Pill/Capsule/Suppository (each)	1,364	\$59,898	1,536 (↑)	\$68,728 (↑)	1,693 (↑)	\$76,212 (↑)
Raw Pre-Roll	25lbs	\$139,203	27lbs (↑)	\$152,339 (↑)	28lbs (↑)	\$153,669 (↑)
Shake/Trim	40lbs	\$131,338	41lbs (↑)	\$138,817 (↑)	29lbs (↓)	\$109,153 (↓)
Tincture (each)	1,133	\$48,249	1,564 (↑)	\$53,747 (↑)	2,068 (↑)	\$57,658 (↑)
Vape Cartridge (each)	8,209	\$338,960	9,227 (↑)	\$364,318 (↑)	10,366 (↑)	\$380,404 (↑)

Enforcement	September	October	November	
Violations Observed	0	0 (-)	0 (-)	(-)
Scheduled Inspections	4	3 (↓)	10 (↑)	(↑)
Cannabis Waste Destroyed	2,580lbs	900lbs (↓)	3,130 (↑)	(↑)

Dispensary Sales Month-to-Month Comparison



Cultivation Center/Manufacturer Sales Month-to-Month Comparison

