

MEDICAL CANNABIS PROGRAM REPORT | OCTOBER 2024

Program Participation	August	September		October	
Total Unique Patients	26,204	26,892	(↑)	27,685	(↑)
Total Unique Caregivers	33	32	(↓)	33	(↑)
Total Unique Healthcare Providers	660	660	(-)	660	(-)
Total Unique Patients Served by a Registered Dispensary	12,699	11,741	(↓)	12,736	(↑)

Upcoming Patient Expirations	November	December	January
	1,060	872	902

Patients—DC Residents	August	September		October	
Total Unique Patients	7,438	6,835	(↓)	7,343	(↑)
Total Unique Sales	19,027	17,127	(↓)	18,739	(↑)
Total Unique In-Store Sales	17,845	15,926	(↓)	17,498	(↑)
Total Unique Delivery Sales	1,182	1,201	(↑)	1,241	(↑)
Average Sale	\$80	\$82	(↑)	\$80	(↓)
In-Store Average Sale	\$76	\$76	(-)	\$75	(↓)
Delivery Average Sale	\$150	\$160	(↑)	\$154	(↓)
In-Store Sales Total	\$1,348,500	\$1,216,826	(↓)	\$1,312,047	(↑)
Delivery Sales Total	\$177,348	\$192,235	(↑)	\$190,753	(↓)
Total Sales	\$1,525,848	\$1,409,061	(↓)	\$1,502,800	(↑)

Non-DC Resident Patients — Reciprocity	August	September		October	
Total Unique Patients	2,069	1,888	(↓)	1,893	(↑)
Total Unique Sales	4,451	3,936	(↓)	3,945	(↑)
Total Unique In-Store Sales	4,420	3,903	(↓)	3,915	(↑)
Total Unique Delivery Sales	31	33	(↑)	30	(↓)
Average Sale	\$142	\$139	(↓)	\$141	(↑)
In-Store Sale Average	\$141	\$138	(↓)	\$141	(↑)
Delivery Sale Average	\$153	\$156	(↑)	\$168	(↑)
In-Store Sales Total	\$625,210	\$540,484	(↓)	\$550,395	(↑)
Delivery Sales Total	\$4,746	\$5,150	(↑)	\$5,045	(↓)
Total Sales	\$629,956	\$545,634	(↓)	\$555,440	(↑)

Top 5 Residencies -

Unique patients per state	August	September	October
1.	MD (1,048)	MD (938)	MD (893)
2.	VA (718)	VA (631)	VA (628)
3.	FL (92)	FL (92)	FL (115)
4.	PA (41)	PA (43)	PA (47)
5.	NJ (25)	NJ (24)	NJ (25)

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

	August	September		October	
Registered Patients Per Month	2,849	2,666	(↓)	3,213	(↑)
Total Registered Patients	41,327	43,993	(↑)	47,206	(↑)
Total Unique Patients who Purchased	3,192	3,018	(↓)	3,500	(↑)
Total Unique Sales	5,139	4,851	(↓)	5,374	(↑)
Total Unique In-Store Sales	5,066	4,761	(↓)	5,297	(↑)
Total Unique Delivery Sales	73	90	(↑)	77	(↓)
Average Sale	\$126	\$129	(↑)	\$124	(↓)
In-Store Sale Average	\$125	\$128	(↑)	\$123	(↓)
Delivery Sale Average	\$176	\$167	(↓)	\$195	(↑)
In-Store Sales Total	\$635,636	\$610,232	(↓)	\$651,365	(↑)
Delivery Sales Total	\$12,862	\$15,040	(↑)	\$15,029	(↓)
Total Sales	\$648,497	\$625,272	(↓)	\$666,395	(↑)

Top 5 Residencies -

Temporary Registrations per state	August	September	October
1.	VA (874)	VA (874)	VA (1,046)
2.	MD (655)	MD (591)	MD (618)
3.	NC (249)	NC (243)	NC (311)
4.	TX (108)	FL (103)	TX (111)
5.	FL (103)	TX (92)	FL (100)

Monthly Sales

	August	September		October	
Dispensaries	\$2,804,301	\$2,579,968	(↓)	\$2,724,635	(↑)
Cultivation Centers	\$808,132	\$618,729	(↓)	\$1,004,400	(↑)
Manufacturer	\$907,899	\$685,525	(↓)	\$796,215	(↑)
Total	\$4,520,332	\$3,884,222	(↓)	\$4,525,250	(↑)

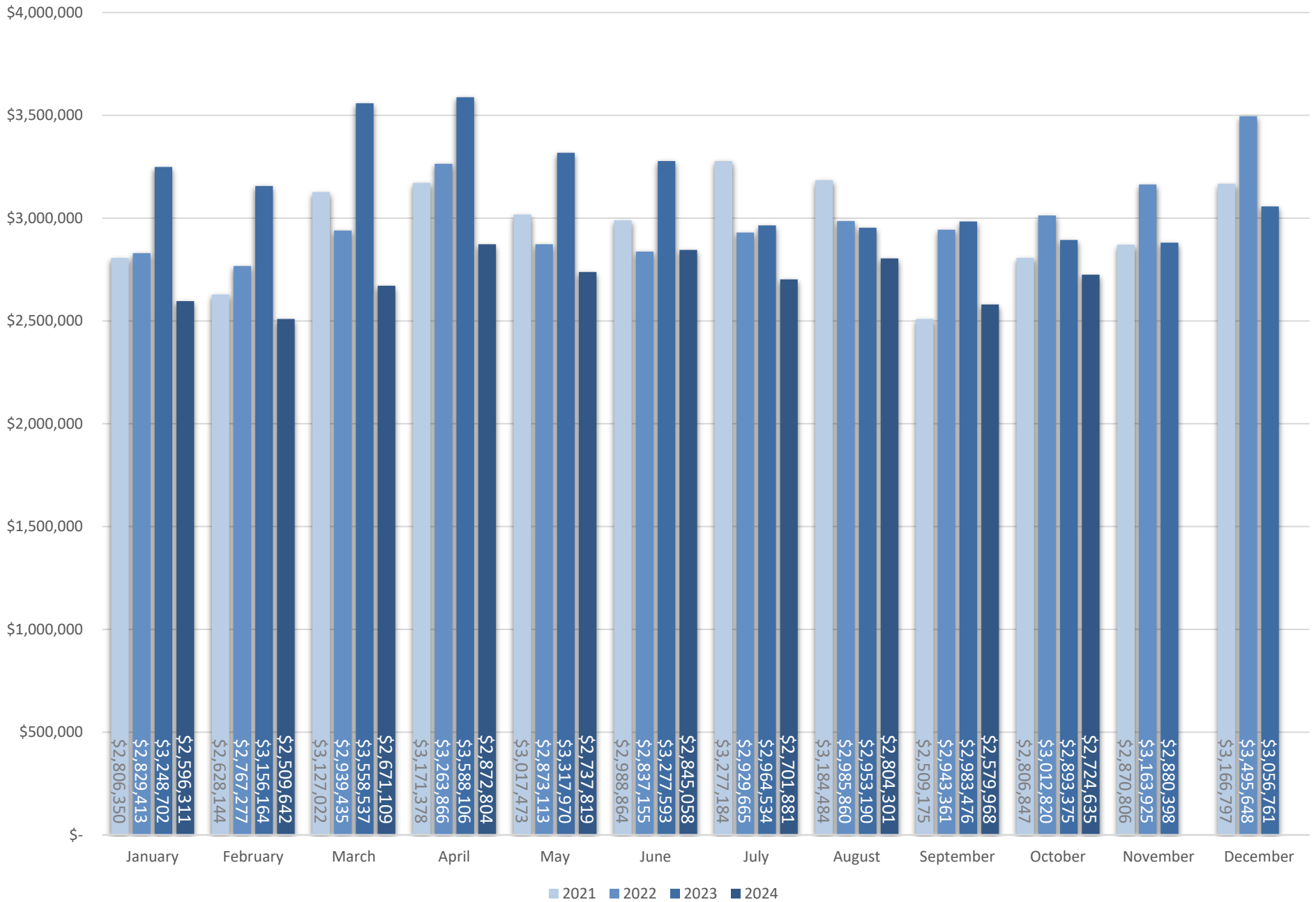
Month-to-Month Comparison

	October 2023	October 2024	
Dispensaries	\$2,893,375	\$2,724,635	(↓)
Cultivation Centers	\$1,106,909	\$1,004,400	(↓)
Manufacturer	\$761,330	\$796,215	(↑)
Total	\$4,761,614	\$4,525,250	(↓)

Product Sales by Type	August		September		October	
	Total Sold	Value	Total Sold	Value	Total Sold	Value
Concentrate	328g	\$19,575	184g (↓)	\$12,492 (↓)	187g (↑)	\$11,391 (↓)
Flower/Bud	462lbs	\$ 1,701,232	377lbs (↓)	\$1,529,539 (↓)	386lbs (↑)	\$1,603,674 (↑)
Infused Concentrate (each)	3,141	\$116,649	2,663 (↓)	\$104,121 (↓)	2,699 (↑)	\$100,251 (↓)
Infused Edible (each)	6,605	\$174,608	6,481 (↓)	\$182,939 (↑)	7,236 (↑)	\$196,134 (↑)
Infused Pre-Roll	2.7lbs	\$26,613	1.2lbs (↓)	\$12,311 (↓)	1.2lbs (-)	\$12,736 (↑)
Infused Topical (each)	359	\$12,087	351 (↓)	\$12,300 (↑)	402 (↑)	\$14,083 (↑)
Kief	193g	\$7,981	205g (↑)	\$8,618 (↑)	202g (↓)	\$8,417 (↓)
Pill/Capsule/Suppository (each)	1,736	\$74,736	1,364 (↓)	\$59,898 (↓)	1,536 (↑)	\$68,728 (↑)
Raw Pre-Roll	30lbs	\$147,030	25lbs (↓)	\$139,203 (↓)	27lbs (↑)	\$152,339 (↑)
Shake/Trim	46lbs	\$148,413	40lbs (↓)	\$131,338 (↓)	41lbs (↑)	\$138,817 (↑)
Tincture (each)	1,134	\$46,901	1,133 (↓)	\$48,249 (↑)	1,564 (↑)	\$53,747 (↑)
Vape Cartridge (each)	8,783	\$328,475	8,209 (↑)	\$338,960 (↑)	9,227 (↑)	\$364,318 (↑)

Enforcement	August	September	October
Violations Observed	0	0 (-)	0 (-)
Scheduled Inspections	3	4 (↑)	3 (↓)
Cannabis Waste Destroyed	2,080lbs	2,580lbs (↑)	0lbs (↓)

Dispensary Sales Month-to-Month Comparison



Cultivation Center/Manufacturer Sales Month-to-Month Comparison

