

## MEDICAL CANNABIS PROGRAM REPORT | SEPTEMBER 2024

<b>Program Participation</b>	July	August		September	
Total Unique Patients	28,412	26,204	(↓)	26,892	(↑)
Total Unique Caregivers	36	33	(↓)	32	(↓)
Total Unique Healthcare Providers	660	660	(-)	660	(-)
Total Unique Patients Served by a Registered Dispensary	12,061	12,699	(↑)	11,741	(↓)

<b>Upcoming Patient Expirations</b>	October	November	December
	1,308	1,060	872

<b>Patients—DC Residents</b>	July	August		September	
Total Unique Patients	7,070	7,438	(↑)	6,835	(↓)
Total Unique Sales	18,043	19,027	(↑)	17,127	(↓)
Total Unique In-Store Sales	16,806	17,845	(↑)	15,926	(↓)
Total Unique Delivery Sales	1,237	1,182	(↓)	1,201	(↑)
Average Sale	\$83	\$80	(↓)	\$82	(↑)
In-Store Average Sale	\$78	\$76	(↓)	\$76	(-)
Delivery Average Sale	\$155	\$150	(↓)	\$160	(↑)
In-Store Sales Total	\$1,309,828	\$1,348,500	(↑)	\$1,216,826	(↓)
Delivery Sales Total	\$191,241	\$177,348	(↓)	\$192,235	(↑)
Total Sales	\$1,501,069	\$1,525,848	(↑)	\$1,409,061	(↓)

<b>Non-DC Resident Patients — Reciprocity</b>	July	August		September	
Total Unique Patients	1,977	2,069	(↑)	1,888	(↓)
Total Unique Sales	4,181	4,451	(↑)	3,936	(↓)
Total Unique In-Store Sales	4,144	4,420	(↑)	3,903	(↓)
Total Unique Delivery Sales	37	31	(↓)	33	(↑)
Average Sale	\$142	\$142	(-)	\$139	(↓)
In-Store Sale Average	\$142	\$141	(↓)	\$138	(↓)
Delivery Sale Average	\$123	\$153	(↑)	\$156	(↑)
In-Store Sales Total	\$588,150	\$625,210	(↑)	\$540,484	(↓)
Delivery Sales Total	\$4,535	\$4,746	(↑)	\$5,150	(↑)
Total Sales	\$592,685	\$629,956	(↑)	\$545,634	(↓)

**Top 5 Residencies -**

Unique patients per state	July	August	September
1.	MD (1,025)	MD (1,048)	MD (938)
2.	VA (642)	VA (718)	VA (631)
3.	FL (78)	FL (92)	FL (92)
4.	PA (39)	PA (41)	PA (43)
5.	NJ (28)	NJ (25)	NJ (24)

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

	July	August		September	
Registered Patients Per Month	2,759	2,849	(↑)	2,666	(↓)
Total Registered Patients	38,478	41,327	(↑)	43,993	(↑)
Total Unique Patients who Purchased	3,014	3,192	(↑)	3,018	(↓)
Total Unique Sales	4,812	5,139	(↑)	4,851	(↓)
Total Unique In-Store Sales	4,724	5,066	(↑)	4,761	(↓)
Total Unique Delivery Sales	88	73	(-)	90	(↑)
Average Sale	\$126	\$126	(-)	\$129	(↑)
In-Store Sale Average	\$126	\$125	(↓)	\$128	(↑)
Delivery Sale Average	\$121	\$176	(↑)	\$167	(↓)
In-Store Sales Total	\$597,440	\$635,636	(↑)	\$610,232	(↓)
Delivery Sales Total	\$10,687	\$12,862	(↑)	\$15,040	(↑)
Total Sales	\$608,127	\$648,497	(↑)	\$625,272	(↓)

**Top 5 Residencies -**

Temporary Registrations per state	July	August	September
1.	VA (827)	VA (874)	VA (874)
2.	MD (613)	MD (655)	MD (591)
3.	NC (256)	NC (249)	NC (243)
4.	FL (106)	TX (108)	FL (103)
5.	TX (90)	FL (103)	TX (92)

**Monthly Sales**

	July	August		September	
Dispensaries	\$2,701,881	\$2,804,301	(↑)	\$2,579,968	(↓)
Cultivation Centers	\$978,216	\$808,132	(↓)	\$618,729	(↓)
Manufacturer	\$812,343	\$907,899	(↑)	\$685,525	(↓)
Total	\$4,492,439	\$4,520,332	(↑)	\$3,884,222	(↓)

**Month-to-Month Comparison**

	September 2023	September 2024	
Dispensaries	\$2,983,476	\$2,579,968	(↓)
Cultivation Centers	\$1,426,453	\$618,729	(↓)
Manufacturer	-	\$685,525	(-)
Total	\$4,409,928	\$3,884,222	(↓)

<b>Quarterly Sales</b>	<b>Q1 2024</b>	<b>Q2 2024</b>		<b>Q3 2024</b>		<b>Q4 2024</b>	
Dispensaries	\$8,830,533	\$7,777,062	(↓)	\$8,455,681	(↑)	\$8,086,150	(↓)
Cultivation Centers	\$3,401,763	\$2,988,699	(↓)	\$3,151,322	(↑)	\$2,405,077	(↓)
Manufacturer	\$1,918,785	\$1,537,584	(↓)	\$2,402,289	(↑)	\$2,405,766	(↑)
<b>Total</b>	<b>\$14,151,081</b>	<b>\$12,303,345</b>	<b>(↓)</b>	<b>\$14,009,292</b>	<b>(↑)</b>	<b>\$12,896,993</b>	<b>(↓)</b>

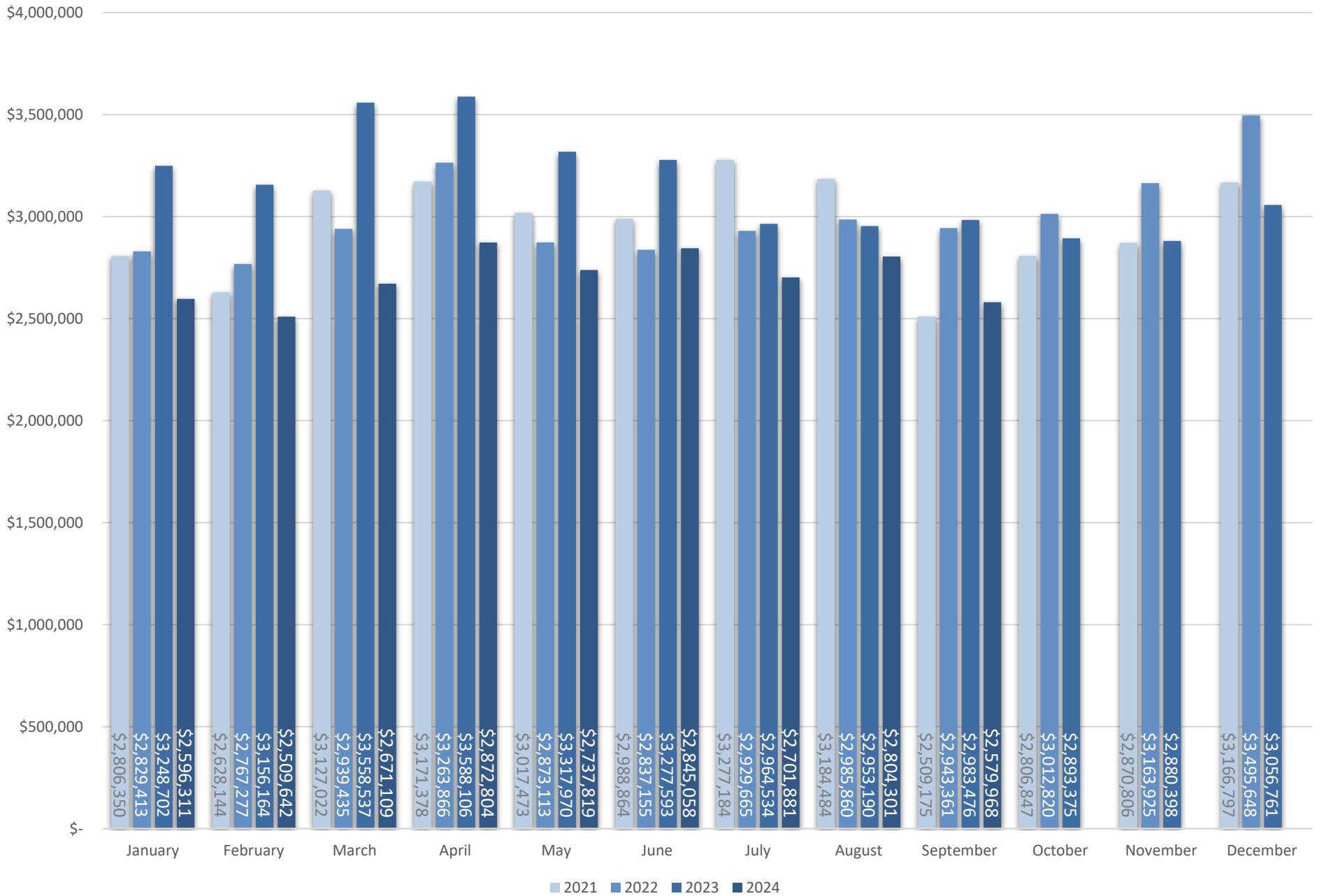
<b>Quarter-to-Quarter Comparison</b>	<b>Q4 2023</b>		<b>Q4 2024</b>	
Dispensaries	\$8,901,199		\$8,086,150	(↓)
Cultivation Centers	\$4,908,651		\$2,405,077	(↓)
Manufacturer	-		\$2,405,766	(-)
<b>Total</b>	<b>\$13,809,850</b>		<b>\$12,896,993</b>	<b>(↓)</b>

\*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>July</b>		<b>August</b>		<b>September</b>	
	Total Sold	Value	Total Sold	Value	Total Sold	Value
Concentrate	415g	\$26,178	328g (↓)	\$19,575 (↓)	184g (↓)	\$12,492 (↓)
Flower/Bud	382lbs	\$1,629,762	462lbs (↑)	\$1,701,232 (↑)	377lbs (↓)	\$1,529,539 (↓)
Infused Concentrate (each)	3,199	\$122,764	3,141 (↓)	\$116,649 (↓)	2,663 (↓)	\$104,121 (↓)
Infused Edible (each)	5,600	\$163,271	6,605 (↑)	\$174,608 (↑)	6,481 (↓)	\$182,939 (↑)
Infused Pre-Roll	1.5lbs	\$15,113	2.7lbs (↑)	\$26,613 (↑)	1.2lbs (↓)	\$12,311 (↓)
Infused Topical (each)	268	\$11,691	359 (↑)	\$12,087 (↑)	351 (↓)	\$12,300 (↑)
Kief	226g	\$9,702	193g (↓)	\$7,981 (↓)	205g (↑)	\$8,618 (↑)
Pill/Capsule/Suppository (each)	1,447	\$64,433	1,736 (↑)	\$74,736 (↑)	1,364 (↓)	\$59,898 (↓)
Raw Pre-Roll	33lbs	\$156,389	30lbs (↓)	\$147,030 (↓)	25lbs (↓)	\$139,203 (↓)
Shake/Trim	50lbs	\$149,921	46lbs (↓)	\$148,413 (↓)	40lbs (↓)	\$131,338 (↓)
Tincture (each)	1,063	\$46,182	1,134 (↑)	\$46,901 (↑)	1,133 (↓)	\$48,249 (↑)
Vape Cartridge (each)	7,673	\$306,475	8,783 (↑)	\$328,475 (↑)	8,209 (↑)	\$338,960 (↑)

<b>Enforcement</b>	<b>July</b>	<b>August</b>		<b>September</b>	
Violations Observed	0	0	(-)	0	(-)
Scheduled Inspections	6	3	(↑)	4	(↑)
Cannabis Waste Destroyed	0lbs	2,080lbs	(↑)	2,580lbs	(↑)

## Dispensary Sales Month-to-Month Comparison



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

