



## MEDICAL CANNABIS PROGRAM REPORT | FEBRUARY 2023

<b>Program Participation</b>	December	January		February	
Total Unique Patients	26,120	27,036	(↑)	29,459*	(↑)
Total Unique Caregivers	82	82	(-)	85	(↑)
Total Unique Healthcare Providers	643	644	(↑)	647	(↑)
Total Unique Patients Served by a Registered Dispensary	11,925	11,269	(↓)	11,369	(↑)

\*Of the total patient count, 8,948 registrations lapsed prior to February 28, 2023

<b>Upcoming Patient Expirations</b>	March	April*	May
	80	9,129	9,217

\*The emergency rulemaking will expire in April 2023

<b>Patients—DC Residents</b>	December	January		February	
Total Unique Patients	6,619	6,294	(↓)	6,275	(↓)
Total Unique Sales	17,141	16,759	(↓)	16,156	(↓)
Total Unique In-Store Sales	16,052	15,671	(↓)	15,035	(↓)
Total Unique Delivery Sales	1,089	1,088	(↓)	1,121	(↑)
Average Sale	\$103	\$99	(↓)	\$99	(-)
In-Store Average Sale	\$98	\$95	(↓)	\$95	(-)
Delivery Average Sale	\$175	\$160	(↓)	\$158	(↓)
In-Store Sales Total	\$1,579,407	\$1,491,904	(↓)	\$1,423,034	(↓)
Delivery Sales Total	\$190,351	\$174,044	(↓)	\$177,378	(↑)
Total Sales	\$1,769,758	\$1,665,948	(↓)	\$1,600,412	(↓)

<b>Non-DC Resident Patients — Reciprocity</b>	December	January		February	
Total Unique Patients	3,642	3,258	(↓)	3,236	(↓)
Total Unique Sales	7,775	6,883	(↓)	6,518	(↓)
Total Unique In-Store Sales	7,767	6,868	(↓)	6,501	(↓)
Total Unique Delivery Sales	8	15	(↑)	17	(↑)
Average Sale	\$165	\$164	(↓)	\$163	(↓)
In-Store Sale Average	\$165	\$164	(↓)	\$163	(↓)
Delivery Sale Average	\$185	\$205	(↑)	\$154	(↓)
In-Store Sales Total	\$1,280,625	\$1,123,330	(↓)	\$1,056,957	(↓)
Delivery Sales Total	\$1,483	\$3,074	(↑)	\$2,614	(↓)
Total Sales	\$1,282,108	\$1,126,404	(↓)	\$1,059,571	(↓)

**Top 5 Residencies -**

Unique patients per state	December	January	February
1.	MD (1,464)	MD (1,348)	MD (1,444)
2.	VA (1,403)	VA (1,201)	VA (1,197)
3.	FL (186)	FL (154)	FL (111)
4.	PA (123)	PA (112)	PA (110)
5.	NJ (75)	NJ (59)	NJ (79)

**Non-DC Resident Patients —**

Self-Certified Temporary	December	January		February	
Registered Patients Per Month	1,560	1,504	(↓)	1,570	(↑)
Total Registered Patients	3,279	4,783	(↑)	6,353	(↑)
Total Unique Patients who Purchased	1,664	1,715	(↑)	1,858	(↑)
Total Unique Sales	2,785	2,988	(↑)	3,141	(↑)
Total Unique In-Store Sales	2,765	2,959	(↑)	3,109	(↑)
Total Unique Delivery Sales	20	29	(↑)	32	(↑)
Average Sale	\$159	\$153	(↓)	\$158	(↑)
In-Store Sale Average	\$160	\$153	(↓)	\$158	(↑)
Delivery Sale Average	\$81	\$90	(↑)	\$149	(↑)
In-Store Sales Total	\$442,172	\$453,730	(↑)	\$491,406	(↑)
Delivery Sales Total	\$1,610	\$2,620	(↑)	\$4,775	(↑)
Total Sales	\$443,782	\$456,350	(↑)	\$496,181	(↑)

**Top 5 Residencies -**

Temporary Registrations per state	December	January	February
1.	MD (523)	MD (469)	VA (452)
2.	VA (445)	VA (384)	MD (447)
3.	NC (127)	NC (136)	NC (146)
4.	GA (63)	GA (58)	TX (61)
5.	FL (54)	FL (42)	PA (54)

**Monthly Sales**

	December	January		February	
Dispensaries	\$3,495,648	\$3,248,702	(↓)	\$3,156,164	(↓)
Cultivation Centers	\$1,796,467	\$1,797,156	(↑)	\$1,618,918	(↓)
Total	\$5,292,115	\$5,045,858	(↓)	\$4,775,081	(↓)

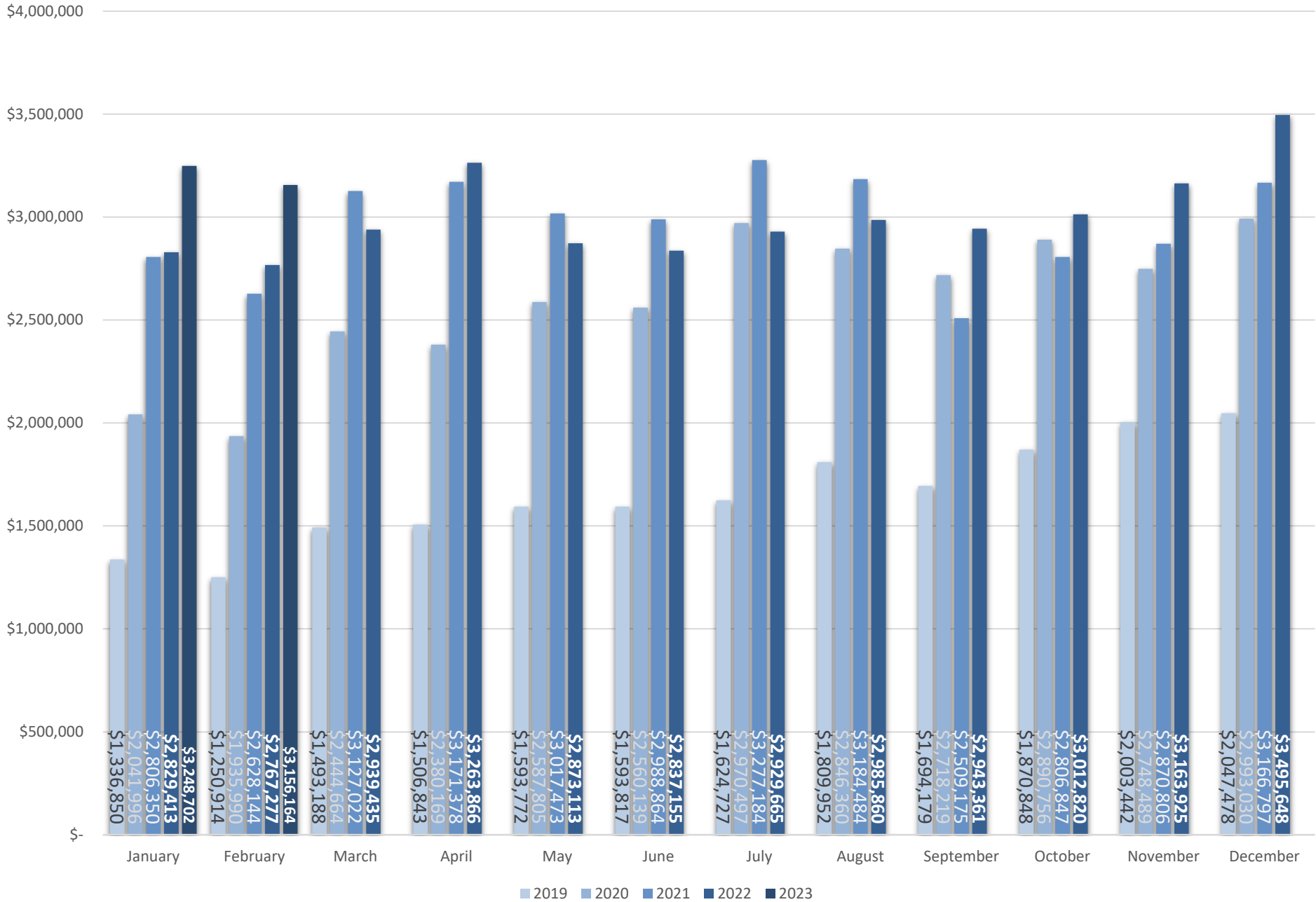
**Month-to-Month Comparison**

	February 2022	February 2023	
Dispensaries	\$2,767,277	\$3,156,164	(↑)
Cultivation Centers	\$1,450,965	\$1,618,918	(↑)
Total	\$4,218,241	\$4,775,081	(↑)

Product Sales by Type	December		January		February	
	Total Sold	Value	Total Sold	Value	Total Sold	Value
Concentrate	578g	\$46,189	500g (↓)	\$41,214 (↓)	630g (↑)	\$50,043 (↑)
Flower/Bud	593lbs	\$2,346,490	531lbs (↓)	2,200,090 (↓)	508lbs (↓)	\$2,102,787 (↓)
Infused Edible (each)	11,124	228,610	9,876 (↓)	\$206,395 (↓)	8,882 (↓)	\$220,582 (↑)
Infused Concentrate (each)	19,493	764,343	17,464 (↓)	\$686,206 (↓)	16,631 (↓)	\$659,019 (↓)
Infused Topical (each)	783	\$27,484	603 (↓)	\$21,885 (↓)	612 (↑)	\$22,476 (↑)
Keif	209g	\$8,612	258g (↑)	\$11,010 (↑)	153g (↓)	\$6,607 (↓)
Shake/Trim	33lbs	\$ 73,920	35lbs (↑)	\$81,902 (↑)	23lbs (↓)	\$94,650 (↑)

Enforcement	December	January	February
Violations Observed	4	0 (↓)	0 (↓)
Patient Oversells	0	0 (-)	0 (-)
Scheduled Inspections	4	0 (↓)	0 (↓)
Cannabis Waste Destroyed	0lbs	3,140lbs (↑)	16,800lbs (↑)
New Product Requests	0	0 (-)	0 (-)

## Dispensary Sales Month-to-Month Comparison



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

