



BDS Analytics' *The State of the State* **Colorado**

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Summer is upon us. And in the state of Colorado, that traditionally means we are about to see an uptick in cannabis sales compared to the first half of the year. To set the table for how the hotter months will be trending, let's review highlights from our recently released GreenEdge™ Retail Sales Tracking Platform dataset.

Sales at Colorado's adult-use and medical dispensaries were \$122.4 million this past May, a 4% decrease from April.

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In May, flower contributed 44% of all revenues with \$54.1 million in sales. Flower sales declined 17% from the previous May.

Concentrate sales in May grew 19% from the previous year. With \$36.3 million in sales coming from concentrates, the category contributed 30% of revenues for the month.

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Sales of edibles were \$19.4 million in May, an 11% increase from the previous year. The edibles category is a steady riser.

Candy, the largest sub-category within edibles, contributed 50% of revenues for the edibles category. Candy sales grew 14% from May 2017.

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