



# *BDS Analytics'* *The State of the State* **Arizona**

**AZ**

BDS Analytics is proud to announce the July expansion of our coverage of the U.S. cannabis market to include Arizona. Our Arizona dataset for the medical-only market includes historic data going back to January 2017. With over 160,000 registered patients and \$450 million in sales in 2017, Arizona's market is amongst the most robust in the nation and has been growing steadily, including seeing an 84% increase in sales for Q1 2018 Y-O-Y, up to \$159.8 million.

Sales at medical dispensaries in Arizona were \$56 million in May 2018, a decrease of less than 1% from April. However, sales increased by 72% from the previous May.

**1**

**2**

Loose flower/bud contributed 46% of sales revenue for the month with \$25.5 million in sales (largest category).

Vape products commanded \$15.2 million in May sales, a 74% share of the Arizona concentrates market, and 27% share of all sales.

**3**

**4**

At \$6 million, sales of edibles contributed 11% of total cannabis sales in May. (A 3% increase in sales for the category from April.)

Unlike most other states, sales of infused foods, which include brownies and cookies, surpassed chocolates. Infused foods earned 3x the revenue of chocolates.

**5**

