



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

BDS Analytics is excited to roll out Nevada market coverage in GreenEdge™. Our reporting for Nevada begins with July 2017 and runs through October 2018 and covers over 100 product categories. During that timeframe, dispensaries in Nevada recorded \$728 million in sales across both medical and adult-use channels combined. Their market is flourishing (most dispensaries are based in Las Vegas) with 2018 year-to-date sales through October reaching \$476 million.

With limited growth of operators in the market, the state experienced a 21% increase in sales in July 2018 compared to the previous July.

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With an average retail price of \$12.02 per gram, Nevada dispensaries enjoy some of the higher retail prices for flower in the country.

2018 concentrates sales through Oct. are \$119 million and have commanded 25% category share, with vape products contributing 76% of sales in the category.

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Edibles sales year-to-date have reached \$80 million (17% of total revenues), with candy stepping up as the top performing sub-category.

Pre-rolled joints, which have garnered 15% share of all revenue (2x the national average), have generated \$69 million in sales year-to-date.

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