



BDS Analytics' Cannabis Retail Price Index (CPI) & Cannabis Consumer Sales Report - May, 2019

BDS Analytics Cannabis Consumer Sales (\$m) - AZ, CA, CO & OR

All sales figures are in millions

	2018/Jan	2018/Feb	2018/Mar	2018/Apr	2018/May	2018/June	2018/Jul	2018/Aug	2018/Sep	2018/Oct	2018/Nov	2018/Dec	2019/Jan	2019/Feb	2019/Mar	2019/Apr	2019/May
Dollars Sold.Ingestibles	\$ 47.46	\$ 51.32	\$ 68.48	\$ 67.85	\$ 71.26	\$ 75.25	\$ 71.48	\$ 78.43	\$ 74.54	\$ 73.95	\$ 74.86	\$ 82.64	\$ 76.82	\$ 74.65	\$ 87.38	\$ 82.70	\$ 83.83
Dollars Sold.Topicals	\$ 4.73	\$ 5.21	\$ 7.00	\$ 7.06	\$ 8.07	\$ 8.86	\$ 7.93	\$ 8.59	\$ 8.17	\$ 7.92	\$ 8.03	\$ 9.17	\$ 7.92	\$ 7.83	\$ 9.32	\$ 8.54	\$ 8.98
Dollars Sold.Pre-Rolled	\$ 20.15	\$ 22.34	\$ 28.95	\$ 31.34	\$ 32.59	\$ 33.80	\$ 29.68	\$ 33.32	\$ 31.58	\$ 31.36	\$ 30.09	\$ 32.71	\$ 30.07	\$ 29.57	\$ 35.06	\$ 35.56	\$ 36.59
Dollars Sold.All Flower	\$ 147.12	\$ 150.60	\$ 184.17	\$ 182.93	\$ 185.98	\$ 197.84	\$ 190.07	\$ 199.15	\$ 190.18	\$ 182.36	\$ 172.70	\$ 176.09	\$ 168.53	\$ 162.77	\$ 186.15	\$ 182.64	\$ 188.49
Dollars Sold.Vape	\$ 59.73	\$ 68.92	\$ 92.11	\$ 92.46	\$ 98.80	\$ 106.23	\$ 107.99	\$ 116.25	\$ 110.12	\$ 110.37	\$ 112.27	\$ 121.78	\$ 113.81	\$ 111.20	\$ 128.83	\$ 126.56	\$ 132.57
Dollars Sold.Concentrates (No Vape)	\$ 39.12	\$ 40.02	\$ 48.00	\$ 45.89	\$ 46.02	\$ 48.74	\$ 44.37	\$ 46.99	\$ 45.62	\$ 46.44	\$ 46.83	\$ 49.77	\$ 48.97	\$ 45.93	\$ 52.96	\$ 50.65	\$ 50.41
<b>Total - AZ, CA, CO &amp; OR</b>	<b>\$ 318.30</b>	<b>\$ 338.40</b>	<b>\$ 428.70</b>	<b>\$ 427.52</b>	<b>\$ 442.72</b>	<b>\$ 470.73</b>	<b>\$ 451.52</b>	<b>\$ 482.74</b>	<b>\$ 460.22</b>	<b>\$ 452.40</b>	<b>\$ 444.79</b>	<b>\$ 472.16</b>	<b>\$ 446.12</b>	<b>\$ 431.95</b>	<b>\$ 499.70</b>	<b>\$ 486.65</b>	<b>\$ 500.87</b>
Washington Topline Sales	\$ 77.73	\$ 75.85	\$ 85.66	\$ 81.34	\$ 83.11	\$ 85.93	\$ 87.89	\$ 91.72	\$ 84.64	\$ 76.59	\$ 82.78	\$ 87.46	\$ 78.92	\$ 79.42	\$ 87.52	\$ 87.74	\$ 89.23
<b>Total - AZ, CA, CO, OR &amp; WA</b>	<b>\$396.03</b>	<b>\$414.25</b>	<b>\$514.36</b>	<b>\$508.86</b>	<b>\$525.83</b>	<b>\$556.66</b>	<b>\$539.41</b>	<b>\$574.46</b>	<b>\$544.86</b>	<b>\$528.99</b>	<b>\$527.57</b>	<b>\$559.62</b>	<b>\$525.04</b>	<b>\$511.37</b>	<b>\$587.22</b>	<b>\$574.39</b>	<b>\$590.10</b>
Change Month Over Month		4.6%	24.2%	-1.1%	3.3%	5.9%	-3.1%	6.5%	-5.2%	-2.9%	-0.3%	6.1%	-6.2%	-2.6%	14.8%	-2.2%	2.7%
Change YTD		4.6%	29.9%	28.5%	32.8%	40.6%	36.2%	45.1%	37.6%	33.6%	33.2%	41.3%		-2.6%	11.8%	9.4%	12.4%
Change vs Same Month Prior Year													32.6%	23.4%	14.2%	12.9%	12.2%

BDS Analytics Cannabis Retail Price Index (CPI) - USA\*

Category Retail Price Index	2018/Jan	2018/Feb	2018/Mar	2018/Apr	2018/May	2018/June	2018/Jul	2018/Aug	2018/Sep	2018/Oct	2018/Nov	2018/Dec	2019/Jan	2019/Feb	2019/Mar	2019/Apr	2019/May
Ingestibles	100.00	100.47	101.74	102.13	106.21	104.28	110.04	112.15	112.44	111.09	112.39	111.13	112.29	110.34	110.08	104.12	106.73
Topicals	100.00	96.54	99.27	98.05	101.01	98.62	106.48	109.40	110.40	109.94	111.12	112.98	114.72	113.10	114.21	113.46	113.20
Pre-Rolled	100.00	101.43	104.27	101.79	108.81	98.44	102.32	109.25	110.00	106.67	110.52	112.85	109.77	107.42	105.33	98.52	104.19
All Flower	100.00	102.72	102.89	98.85	100.67	96.63	90.16	93.86	90.68	89.15	89.48	85.84	87.89	86.17	84.22	82.35	81.25
Vape	100.00	101.15	101.48	100.43	100.87	95.95	100.68	101.52	99.02	97.30	97.64	97.20	96.25	95.41	94.00	91.04	90.11
Concentrates (No Vape)	100.00	101.12	103.61	100.01	101.22	93.58	92.87	95.02	94.69	89.50	94.40	94.05	91.72	89.94	89.87	91.14	90.79
<b>All Categories Retail Price Index</b>	<b>100.00</b>	<b>104.27</b>	<b>106.76</b>	<b>103.19</b>	<b>106.70</b>	<b>102.07</b>	<b>98.83</b>	<b>103.48</b>	<b>100.76</b>	<b>100.16</b>	<b>103.34</b>	<b>102.48</b>	<b>103.25</b>	<b>101.44</b>	<b>99.91</b>	<b>96.68</b>	<b>96.24</b>
Change Month Over Month		4.6%	2.4%	-3.3%	3.4%	-4.3%	-3.2%	4.7%	-2.6%	-0.6%	3.2%	-0.8%	0.8%	-1.8%	-1.5%	-3.2%	-0.5%
Change YTD		4.3%	6.8%	3.2%	6.7%	2.1%	-1.2%	3.5%	0.8%	0.2%	3.3%	2.5%		-1.8%	-3.2%	-6.4%	-6.8%
Change vs Same Month Prior Year													3.3%	-2.7%	-6.4%	-6.3%	-9.8%

\* Based on AZ, CA, CO, OR - collectively over 50% of US market

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