

BDS Analytics' Cannabis Retail Price Index (CPI) and Cannabis Consumer Sales Report

The one-of-a-kind CPI is a benchmark of retail sales pricing across cannabis products in select legalized U.S. markets and is powered by BDS Analytics' GreenEdge® platform.*

Key Takeaways



Slight CPI Increase

1

BDS Analytics' CPI for December 2019 stands at 102.13, representing less than one percent increase from the trailing month.

Positive Impact Categories

The CPI increased from the prior month as revenue growth favored categories with higher base prices e.g. Ingestibles, Vape, and Dabbable Concentrates.

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Pre-rolls & Topicals

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The index score is positive for Pre-rolled Joints and Topicals, indicating an increase of the average retail price of these product categories relative to January 2018.

2019 Retail Prices

Year-to-date average retail prices have decreased slightly more than one percent, with the December Index registering as the 6th highest monthly score for 2019.

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*Revenue Growth

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December legal cannabis sales in AZ, CA, CO, OR, & NV reached \$589.3M, up from \$568.5M in November, indicating a positive seasonality/holiday influence.

Category Share

Category share of Flower decreased roughly one percent in December, whereas category share of Vape and Ingestibles increased by roughly half of one percent, respectively.

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