



BDS Analytics' Cannabis Retail Price Index (CPI) & Cannabis Consumer Sales Report - January 2020

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

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	2019/June	2019/Jul	2019/Aug	2019/Sep	2019/Oct	2019/Nov	2019/Dec	2020/Jan
Dollars Sold Ingestibles	\$ 54.0	\$ 58.3	\$ 76.7	\$ 75.3	\$ 78.0	\$ 81.7	\$ 79.0	\$ 85.3	\$ 81.7	\$ 81.7	\$ 81.7	\$ 89.1	\$ 84.4	\$ 81.8	\$ 95.2	\$ 90.1	\$ 92.8	\$ 92.1	\$ 96.5	\$ 99.0	\$ 93.2	\$ 92.7	\$ 91.5	\$ 96.8	\$ 91.9
Dollars Sold Topicals	\$ 5.2	\$ 5.8	\$ 7.7	\$ 7.8	\$ 8.6	\$ 9.4	\$ 8.6	\$ 9.2	\$ 8.9	\$ 8.7	\$ 8.8	\$ 10.0	\$ 8.6	\$ 8.5	\$ 10.1	\$ 9.2	\$ 10.0	\$ 9.9	\$ 10.3	\$ 10.5	\$ 9.4	\$ 8.7	\$ 7.9	\$ 8.4	\$ 7.1
Dollars Sold Pre-Rolled	\$ 27.1	\$ 28.5	\$ 36.5	\$ 37.9	\$ 39.4	\$ 40.5	\$ 36.3	\$ 40.2	\$ 38.7	\$ 38.9	\$ 37.6	\$ 39.8	\$ 37.4	\$ 36.9	\$ 43.4	\$ 42.7	\$ 46.4	\$ 46.8	\$ 51.5	\$ 55.5	\$ 53.4	\$ 54.2	\$ 52.8	\$ 55.3	\$ 53.0
Dollars Sold All Flower	\$ 166.7	\$ 205.6	\$ 205.6	\$ 203.7	\$ 208.0	\$ 219.8	\$ 210.4	\$ 219.1	\$ 210.0	\$ 203.0	\$ 194.4	\$ 199.6	\$ 193.4	\$ 187.0	\$ 215.9	\$ 223.3	\$ 224.7	\$ 242.9	\$ 242.9	\$ 254.3	\$ 247.3	\$ 251.8	\$ 243.8	\$ 243.8	\$ 241.2
Dollars Sold Vape	\$ 64.0	\$ 73.5	\$ 98.0	\$ 98.7	\$ 105.0	\$ 112.8	\$ 116.0	\$ 124.9	\$ 119.0	\$ 120.2	\$ 122.0	\$ 130.5	\$ 123.5	\$ 120.3	\$ 139.3	\$ 133.6	\$ 141.1	\$ 144.7	\$ 156.0	\$ 159.6	\$ 126.4	\$ 119.5	\$ 119.1	\$ 124.5	\$ 122.9
Dollars Sold Concentrates (No Vape)	\$ 42.7	\$ 43.9	\$ 52.9	\$ 50.9	\$ 51.1	\$ 54.1	\$ 48.6	\$ 51.9	\$ 50.0	\$ 50.9	\$ 51.5	\$ 54.1	\$ 52.7	\$ 50.4	\$ 57.8	\$ 55.0	\$ 54.2	\$ 52.9	\$ 56.9	\$ 59.9	\$ 56.0	\$ 56.9	\$ 56.8	\$ 58.0	\$ 58.0
<b>Total - AZ, CA, CO, OR, &amp; NV</b>	\$ 359.7	\$ 379.8	\$ 477.3	\$ 474.2	\$ 490.1	\$ 518.4	\$ 499.0	\$ 530.6	\$ 508.4	\$ 509.0	\$ 495.9	\$ 523.0	\$ 500.0	\$ 484.9	\$ 561.7	\$ 541.3	\$ 567.9	\$ 571.1	\$ 614.1	\$ 638.8	\$ 585.6	\$ 583.7	\$ 571.7	\$ 584.5	\$ 574.1
Change Month Over Month		5.6%	25.7%	-0.7%	3.3%	5.8%	-3.7%	6.3%	-4.2%	-1.0%	-1.4%	5.5%	-4.4%	-3.0%	15.8%	-3.6%	4.9%	0.6%	7.5%	4.0%	-8.3%	-0.3%	-2.0%	2.2%	-1.8%
Change YTD		5.6%	32.7%	31.8%	36.3%	44.1%	38.7%	47.5%	41.3%	39.9%	37.9%	45.4%	39.0%	27.7%	17.7%	14.1%	15.9%	10.2%	23.1%	20.4%	15.2%	16.0%	15.3%	11.8%	14.8%
Change vs Same Month Prior Year																									

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

	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	2019/June	2019/Jul	2019/Aug	2019/Sep	2019/Oct	2019/Nov	2019/Dec	2020/Jan
Category Retail Price Index	100.00	100.47	101.48	101.64	105.52	103.24	109.33	111.22	111.58	110.16	110.39	108.55	109.64	108.06	107.83	102.12	105.12	105.22	104.78	104.33	103.95	101.43	98.21	97.86	99.43
Ingestibles	100.00	98.71	101.06	100.54	104.38	101.43	109.06	112.49	115.27	114.47	115.47	115.87	117.76	115.59	116.48	115.60	115.76	118.56	119.91	118.55	118.45	111.09	105.13	101.32	98.80
Topicals	100.00	100.33	103.50	99.69	106.10	97.63	102.15	107.26	107.89	104.64	106.45	107.10	104.76	103.31	102.99	98.36	102.03	103.91	103.09	104.77	105.68	105.17	105.19	104.95	103.37
All Flower	100.00	102.71	103.17	100.21	102.68	99.11	96.30	97.10	94.53	88.62	89.14	87.70	89.82	87.44	92.41	89.21	90.44	90.69	95.83	98.05	98.03	96.22	98.04	97.91	97.12
Vape	100.00	101.79	102.25	101.01	101.17	96.60	101.08	102.00	99.69	98.16	97.98	97.15	95.82	95.80	93.55	90.08	90.86	90.03	88.91	89.16	88.79	88.26	88.37	87.82	86.29
Concentrates (No Vape)	100.00	99.88	101.71	97.71	98.28	92.52	92.10	93.92	93.21	89.17	92.63	92.24	89.94	88.16	87.60	87.09	88.23	86.79	85.85	87.84	88.27	87.86	87.75	88.61	89.44
<b>All Categories Retail Price Index</b>	100.00	104.32	107.27	104.45	108.05	104.09	104.09	106.50	104.28	100.14	102.72	102.85	103.60	101.38	105.28	100.75	101.77	102.06	105.47	106.77	102.76	99.67	101.35	102.68	101.38
Change Month Over Month		4.6%	2.8%	-2.6%	3.4%	-3.7%	0.0%	2.3%	-2.1%	-4.0%	2.6%	0.1%	0.7%	-2.1%	3.9%	-4.3%	1.0%	0.3%	3.3%	1.2%	-3.8%	-3.0%	1.7%	1.3%	-1.3%
Change YTD		4.3%	7.3%	4.4%	8.0%	4.1%	4.1%	6.5%	4.3%	0.1%	2.7%	2.9%	3.6%	-2.8%	-1.8%	-3.5%	-5.8%	-1.9%	1.3%	0.3%	-1.5%	-0.5%	-1.3%	-0.2%	-2.1%
Change vs Same Month Prior Year																									

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

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