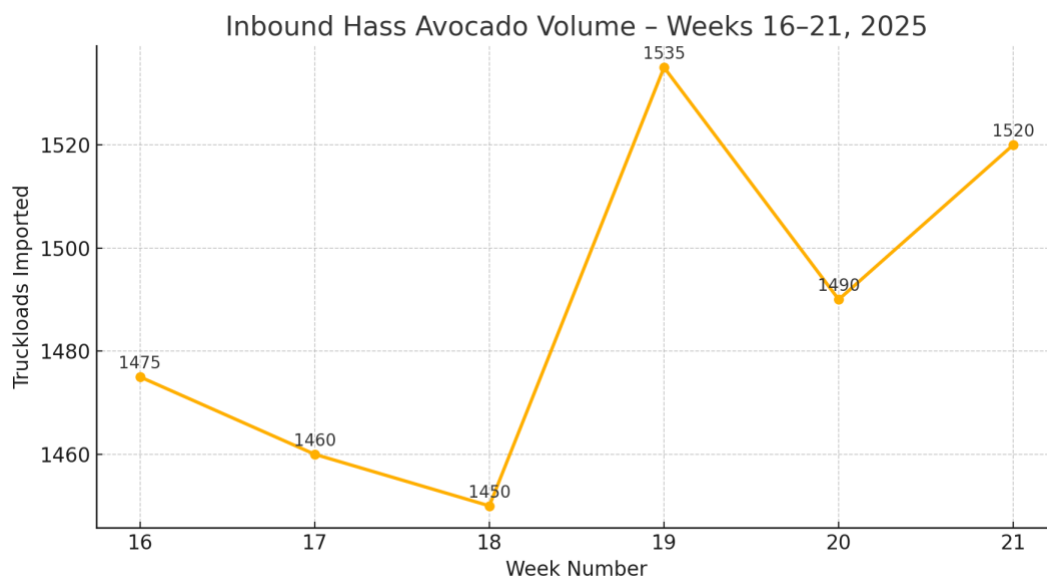


US Hass Avocado Market

Market Snapshot

U.S. avocado arrivals held near the 1½-million-carton mark (~1,520 truckloads) as heavier California and first-wave Peruvian fruit largely offset Mexico's normal late-season slide. California packed an estimated 15.8 million lb this week while Peru and Colombia continued to build share, pushing Mexico's contribution to its lowest weekly slice of the spring. Prices were broadly steady: mid-sizes (48/60 ct) hovered in the low-\$60s FOB McAllen, while smaller 84 ct fruit inched higher on brisk retail demand.



- **Volume:** Roughly **1,520 truckloads** entered the U.S.—flat to Week 20 and still 2 % above the five-year average for the date.
- **Origin mix:** Mexico ≈ 55 %, California ≈ 27 %, Peru ≈ 11 %, Colombia ≈ 7 %; the non-Mexican share has grown six points in two weeks, improving supply resilience.
- **Size/price pulse:** 48/60 ct cartons steady around \$60-63 FOB; 84 ct up 3-4 % WoW on tighter stocks, signaling upside risk for smaller fruit going into June.

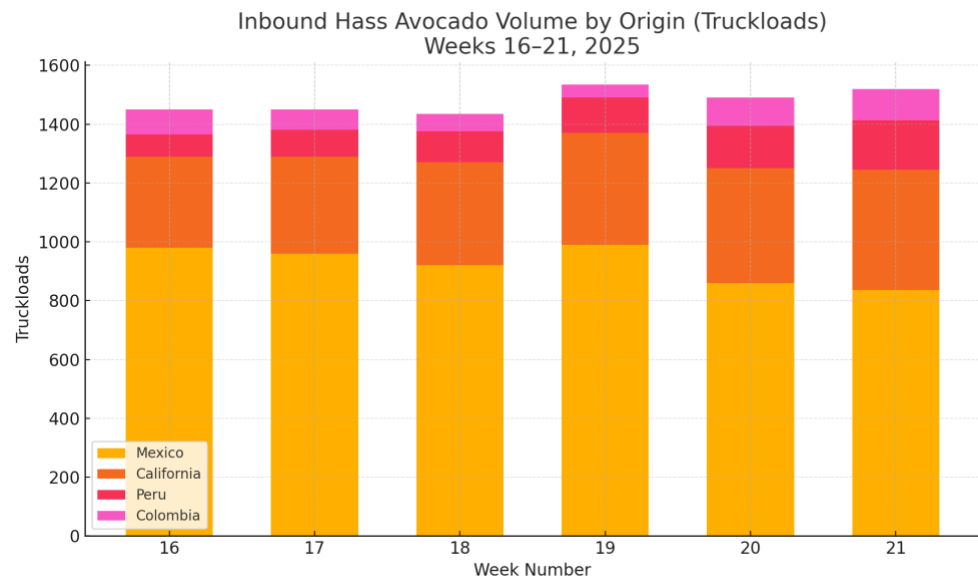


Plans & Estimates

Buyer Action Plan

- **Book incremental Peru loads now:** Early-season Peruvian fruit is still priced competitively; locking in two or three trial loads helps secure summer continuity as Mexico winds down.
- **Use split-size programs:** Negotiate mixed 48/60 cartons to hedge against mid-size softness while ensuring small-count coverage should 84s tighten further in June.
- **Coordinate with ripening partners:** Align intake schedules with ripening room capacity to avoid pile-ups—late-season Mexican fruit can take longer to break color.
- **Diversify ports of entry:** Trial Laredo or Nogales crossings for specific Mexican growers to ease McAllen congestion and cut dwell times.
- **Leverage social promotions:** Coordinate with marketing teams to run “local CA crop” features in late May; use grower stories to justify premium shelf pricing even if FOBs inch higher.

Previous Inbound Hass Volume by Origin



Contact Us

312 112th St S Suite A | Tacoma WA, 98444
 253-353-5529 | ethan@theandeanconnection.com
 Ethan Mayer – Executive Manager