

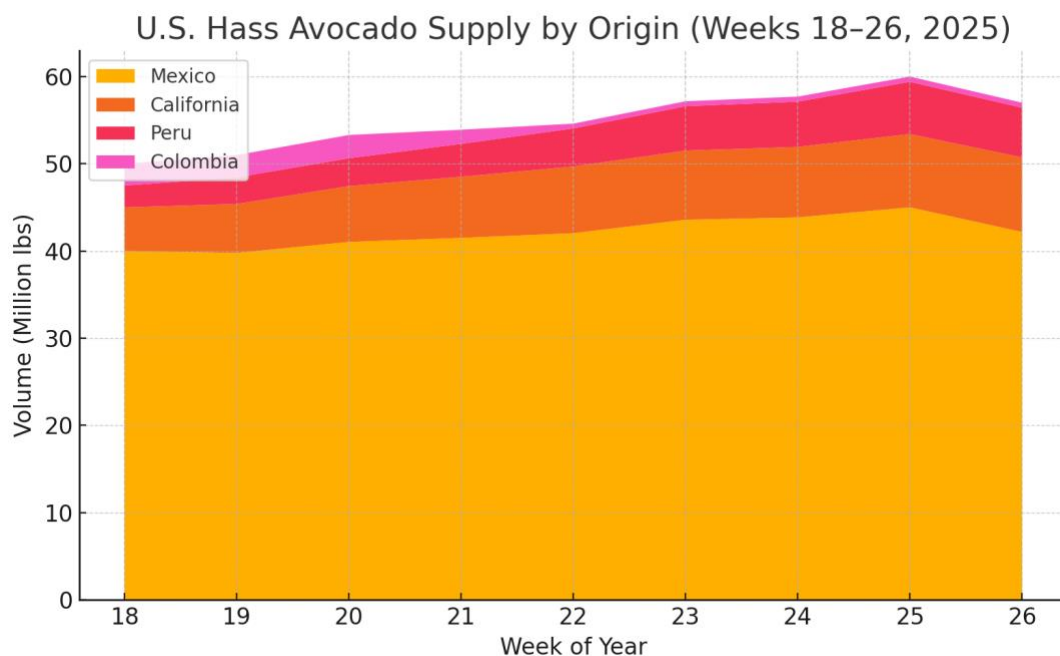
# US Hass Avocado Market

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## Market Snapshot

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- Week 26 saw avocado arrivals ease slightly after last week's surge, but overall volume is still well above last year's pace. Mexico remains the main source while California hits its seasonal peak and Peru keeps edging higher, nudging prices on large fruit a bit lower and adding extra supply of mid-sizes. With inventories building ahead of the July 4 holiday, buyers have a little more leverage—especially on 48- and 60-count cartons—while freight and fuel costs stay steady. Focus this week on trimming big-fruit costs, locking in post-holiday trucks early, and watching pulp-temperature logs as warehouses run warmer.



- **Origin mix:** Mexico down to 74 %; California peaks for the season; Peru steady climb to double-digit share.
- **Price pulse:** Large fruit easing \$1-2/box; medium/small sizes off another \$1.
- **Inventory:** Pipeline days-on-hand up to 12-13 days at major ripeness—highest since March.

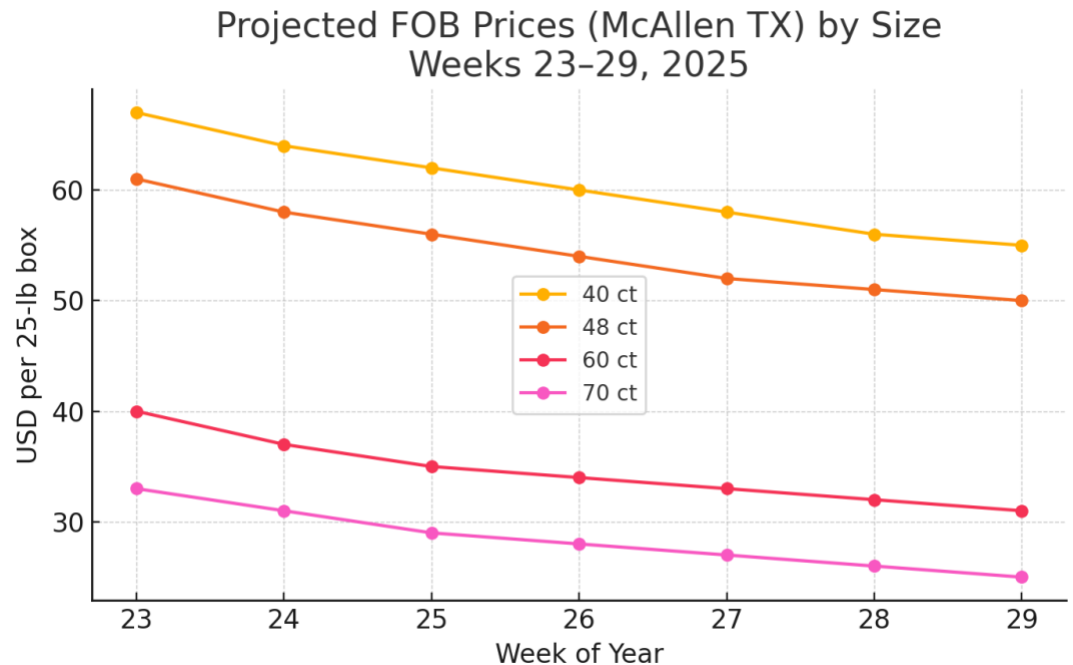


## Plans & Estimates

### Buyer Action Plan

- **Use California and Peru fruit for mid-size value strategies.** These origins are delivering good quality in the 60/70 count range, and they may offer short-term pricing incentives or promotional support if volume commitments are made
- **Conduct a quick audit of existing inventory**, focusing on older arrivals (>8–10 days) that may be approaching peak softness. Rotate product proactively to reduce claim risk or regrade where needed.
- **Review current contract volumes and minimum take agreements.** With strong supply and softening demand, now may be the time to renegotiate flexible clauses or seek price adjustments based on market movement.

### Future Estimated Curve McAllen TX



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