

MARKET SNAPSHOT

Pears

March 31, 2024

Executive summary

AgWest Farm Credit's 12-month outlook sees pear growers as breakeven to slightly profitable. Drivers include softening prices and declining export growth.

Industry drivers

Prices soften

Average pear prices fell moderately for Bosc and D'Anjou varieties in the first quarter, largely due to the oversupplied apple market and to a lesser extent, mixed fruit quality. Pear prices often follow apple prices and Bosc pears didn't sufficiently russet or develop rough, reddish-brown skin. Producers who sold early in the season benefited from higher prices and will fare better than their counterparts. With that said, average sentiment among producers is moderately favorable.

Season-to-date prices by variety

Variety	Conventional		Organic	
	2023 Crop	YOY Change	2023 Crop	YOY Change
Bartlett	\$30.24	-12%	N / A	N / A
Bosc	\$27.47	-25%	\$37.32	-15%
D'Anjou	\$29.87	-4%	\$40.78	0%

Source: WSTFA March 13, Weekly Summary Bulletin Report. N/A: Not Available. YOY: Year-over-year.

Export growth slows

Pear export growth is declining due to rising shipping costs and season-to-date levels are flat year over year. Low water levels on the Panama Canal, escalating conflict on the Red Sea and rising energy prices are impacting global shipping costs. Lower international demand could further soften prices. See our [Crop Inputs Snapshot](#) for more information.

Profitability

Pear producers will likely see break-even to slightly profitable conditions over the next 12 months. Prices have softened; however, they remain high enough for many producers to achieve profitability. Export growth is slowing due to higher shipping costs and this may further soften prices.

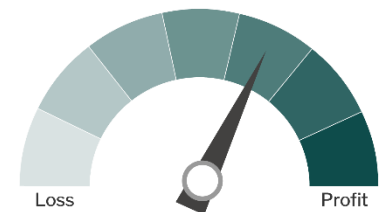
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Additional information

AgWest Business Management Center

www.AgWestFC.com/industry-insights

12-Month Profitability Outlook for 2023 Crop



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USA Pears

www.usapears.org

USDA Agricultural Marketing Service

www.ams.usda.gov

USDA National Agricultural Statistics Service

www.nass.usda.gov

Washington State Tree Fruit Association

www.wstfa.org

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