

Washington State Tree Fruit Association

Annual Crop Summary

2020-21 Marketing Season

The Annual Price Summary is a review of the 2020-21 marketing season. All Prices listed in the summary are FOB shipping point. They are based on price information received through the cooperation of United and Associated Marketers Inc. Sales prices that are consigned, determined on arrival or later adjusted down from the original FOB prices are not included. Inclusion of the price reductions would reduce the final average and grower returns from those reported in the summary.

When reading and making comparisons with the averages, growers should keep in mind these prices are weighted averages of all FOB sales reported to United and Associated Marketers Inc. It should be noted that the average price received by individual growers will differ from these averages, depending on grade, packout, time of year sold, size of apples, quality of the fruit, bin size and weight of pack.

Average monthly price information for Red Delicious, Golden Delicious, Granny Smith, Gala, Fuji, Braeburn, Ambrosia, Cripps Pink, Honeycrisp and Jonagold are listed in this report.

WSTFA Board of Directors

Flor Maldonado, North Independent Grower
Mark Hambelton, North Independent Grower
Sawn Gay, South Independent Grower
Kevin Knight, South Independent Grower
Martin Olsen, South Independent Grower
Gary Snyder, At-Large Grower
Bryan Peebles, At-Large Grower
Jared England, North Packer
Marc Griggs, North Packer
Jordan Matson, South Packer
Dan Plath, South Packer
Sean Gilbert, South Packer
Kristin Kershaw, Marketer

WSTFA Staff

Yakima Office:

President- Jon DeVaney
Senior Data Analyst - Jayme Smith
Director of Regulatory and Industry Affairs- Ranie Haas
Office & Data Assistant- Karla Flores-Curiel
Office Manager- Emily Allwardt
Communications Manager- Tim Kovis
Director of Education and Member Services- Jacqui Gordon Nunez

Wenatchee Office:

Education & Member Services Assistant - Joanne Rouse

Confidential: For Member Use Only.

All or portions of this publication may not be reproduced in any form.

Phone: (509) 452-8555 * Fax: (509) 452-8754
105 S. 18th Street, Suite 116, Yakima, WA 98901

Table 1

Washington State Tree Fruit Assn. Season Total Fresh Apple Shipments by Variety - Washington

Total Shipments and % of Crop Total by District

6-Year Comparison -- Numbers reported in thousands of 40# boxes

| 2020-21 Season | | | | | | |
|----------------|----------------|---------------|---------------|---------------|----------------|---------------|
| Variety | Conventional | % of Total | Organic | % of Total | Total | % of Total |
| Red Delicious | 22,579 | 21.1% | 189 | 1.2% | 22,768 | 18.6% |
| Golden | 4,636 | 4.3% | 70 | 0.4% | 4,706 | 3.8% |
| Granny Smith | 13,094 | 12.2% | 1,424 | 9.1% | 14,518 | 11.8% |
| Fuji | 13,059 | 12.2% | 3,164 | 20.3% | 16,222 | 13.2% |
| Gala | 22,863 | 21.4% | 5,633 | 36.2% | 28,496 | 23.3% |
| Braeburn | 351 | 0.3% | 24 | 0.2% | 375 | 0.3% |
| WA38 | 1,481 | 1.4% | 38 | 0.2% | 1,518 | 1.2% |
| Ambrosia | 1,922 | 1.8% | 199 | 1.3% | 2,121 | 1.7% |
| Cripps Pink | 4,742 | 4.4% | 1,111 | 7.1% | 5,853 | 4.8% |
| Honeycrisp | 12,255 | 11.5% | 2,719 | 17.5% | 14,974 | 12.2% |
| Other | 9,974 | 9.3% | 996 | 6.4% | 10,970 | 9.0% |
| Total | 106,955 | 100.0% | 15,567 | 100.0% | 122,522 | 100.0% |

| 2019-20 Season | | | | | | |
|----------------|----------------|---------------|---------------|---------------|----------------|---------------|
| Variety | Conventional | % of Total | Organic | % of Total | Total | % of Total |
| Red Delicious | 26,313 | 22.1% | 300 | 2.0% | 26,613 | 19.8% |
| Golden | 6,119 | 5.1% | 115 | 0.8% | 6,234 | 4.6% |
| Granny Smith | 15,486 | 13.0% | 1,485 | 9.8% | 16,971 | 12.6% |
| Fuji | 14,103 | 11.8% | 3,108 | 20.5% | 17,212 | 12.8% |
| Gala | 27,506 | 23.1% | 5,662 | 37.3% | 33,168 | 24.7% |
| Braeburn | 494 | 0.4% | 46 | 0.3% | 540 | 0.4% |
| WA38 | 339 | 0.3% | 7 | 0.0% | 346 | 0.3% |
| Ambrosia | 1,821 | 1.5% | 176 | 1.2% | 1,997 | 1.5% |
| Cripps Pink | 4,583 | 3.8% | 988 | 6.5% | 5,571 | 4.1% |
| Honeycrisp | 12,835 | 10.8% | 2,309 | 15.2% | 15,144 | 11.3% |
| Other | 9,624 | 8.1% | 974 | 6.4% | 10,598 | 7.9% |
| Total | 119,225 | 100.0% | 15,170 | 100.0% | 134,394 | 100.0% |

| 2018-19 Season | | | | | | |
|----------------|----------------|---------------|---------------|---------------|----------------|---------------|
| Variety | Conventional | % of Total | Organic | % of Total | Total | % of Total |
| Red Delicious | 28,514 | 27.5% | 694 | 5.0% | 29,208 | 24.8% |
| Golden | 4,405 | 4.3% | 144 | 1.0% | 4,549 | 3.9% |
| Granny Smith | 12,301 | 11.9% | 1,210 | 8.7% | 13,511 | 11.5% |
| Fuji | 12,172 | 11.7% | 3,083 | 22.1% | 15,255 | 13.0% |
| Gala | 22,555 | 21.8% | 4,947 | 35.4% | 27,502 | 23.4% |
| Braeburn | 806 | 0.8% | 87 | 0.6% | 893 | 0.8% |
| WA38 | 0 | 0.0% | 0 | 0.0% | 0 | 0.0% |
| Ambrosia | 1,403 | 1.4% | 169 | 1.2% | 1,572 | 1.3% |
| Cripps Pink | 4,223 | 4.1% | 989 | 7.1% | 5,212 | 4.4% |
| Honeycrisp | 10,266 | 9.9% | 1,865 | 13.4% | 12,131 | 10.3% |
| Other | 6,949 | 6.7% | 773 | 5.5% | 7,722 | 6.6% |
| Total | 103,594 | 100.0% | 13,961 | 100.0% | 117,555 | 100.0% |

| 2017-18 Season | | | | | | |
|----------------|----------------|---------------|---------------|---------------|----------------|---------------|
| Variety | Conventional | % of Total | Organic | % of Total | Total | % of Total |
| Red Delicious | 32,674 | 27.3% | 643 | 4.8% | 33,317 | 25.0% |
| Golden | 6,608 | 5.5% | 236 | 1.8% | 6,844 | 5.1% |
| Granny Smith | 16,751 | 14.0% | 1,375 | 10.3% | 18,126 | 13.6% |
| Fuji | 13,833 | 11.6% | 2,995 | 22.5% | 16,828 | 12.6% |
| Gala | 26,394 | 22.0% | 4,551 | 34.1% | 30,945 | 23.3% |
| Braeburn | 915 | 0.8% | 125 | 0.9% | 1,040 | 0.8% |
| WA38 | 0 | 0.0% | 0 | 0.0% | 0 | 0.0% |
| Ambrosia | 1,594 | 1.3% | 65 | 0.5% | 1,659 | 1.2% |
| Cripps Pink | 4,447 | 3.7% | 835 | 6.3% | 5,282 | 4.0% |
| Honeycrisp | 9,760 | 8.2% | 1,727 | 13.0% | 11,487 | 8.6% |
| Other | 6,747 | 5.6% | 779 | 5.8% | 7,526 | 5.7% |
| Total | 119,723 | 100.0% | 13,331 | 100.0% | 133,054 | 100.0% |

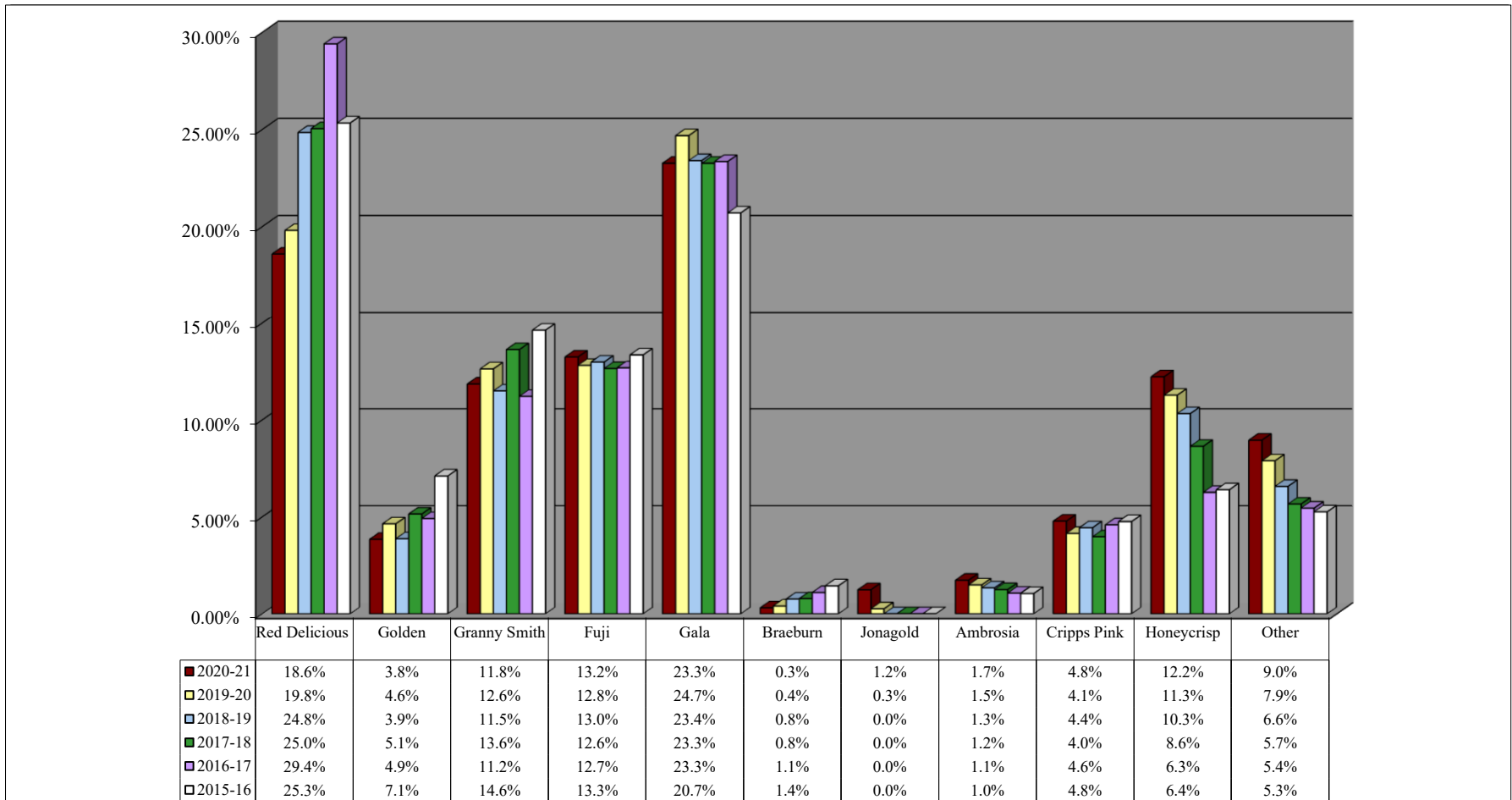
| 2016-17 Season | | | | | | |
|----------------|----------------|---------------|---------------|---------------|----------------|---------------|
| Variety | Conventional | % of Total | Organic | % of Total | Total | % of Total |
| Red Delicious | 38,617 | 31.3% | 863 | 8.0% | 39,480 | 29.4% |
| Golden | 6,347 | 5.1% | 243 | 2.2% | 6,590 | 4.9% |
| Granny Smith | 14,126 | 11.4% | 926 | 8.6% | 15,052 | 11.2% |
| Fuji | 14,532 | 11.8% | 2,493 | 23.0% | 17,025 | 12.7% |
| Gala | 27,628 | 22.4% | 3,720 | 34.4% | 31,348 | 23.3% |
| Braeburn | 1,289 | 1.0% | 184 | 1.7% | 1,473 | 1.1% |
| WA38 | 0 | 0.0% | 0 | 0.0% | 0 | 0.0% |
| Ambrosia | 1,362 | 1.1% | 63 | 0.6% | 1,425 | 1.1% |
| Cripps Pink | 5,365 | 4.3% | 797 | 7.4% | 6,162 | 4.6% |
| Honeycrisp | 7,567 | 6.1% | 836 | 7.7% | 8,403 | 6.3% |
| Other | 6,620 | 5.4% | 695 | 6.4% | 7,315 | 5.4% |
| Total | 123,453 | 100.0% | 10,820 | 100.0% | 134,273 | 100.0% |

| 2015-16 Season | | | | | | |
|----------------|----------------|---------------|--------------|---------------|----------------|---------------|
| Variety | Conventional | % of Total | Organic | % of Total | Total | % of Total |
| Red Delicious | 28,599 | 26.7% | 619 | 7.7% | 29,218 | 25.3% |
| Golden | 7,913 | 7.4% | 283 | 3.5% | 8,196 | 7.1% |
| Granny Smith | 16,025 | 14.9% | 841 | 10.4% | 16,866 | 14.6% |
| Fuji | 13,443 | 12.5% | 1,951 | 24.2% | 15,394 | 13.3% |
| Gala | 21,662 | 20.2% | 2,215 | 27.4% | 23,877 | 20.7% |
| Braeburn | 1,486 | 1.4% | 177 | 2.2% | 1,663 | 1.4% |
| WA38 | 0 | 0.0% | 0 | 0.0% | 0 | 0.0% |
| Ambrosia | 1,186 | 1.1% | 19 | 0.2% | 1,205 | 1.0% |
| Cripps Pink | 4,770 | 4.4% | 713 | 8.8% | 5,483 | 4.8% |
| Honeycrisp | 6,741 | 6.3% | 637 | 7.9% | 7,378 | 6.4% |
| Other | 5,444 | 5.1% | 618 | 7.7% | 6,062 | 5.3% |
| Total | 107,269 | 100.0% | 8,073 | 100.0% | 115,342 | 100.0% |

Published February 2022 by the Washington State Tree Fruit Assn. for the exclusive use and benefit of Association members.

Chart 1

Washington State Tree Fruit Assn. Season Total Fresh Apple Shipments by Variety - Washington Total Shipments % Shipped by Variety 6-Year Comparison



Published February 2022 by the Washington State Tree Fruit Assn. for the exclusive use and benefit of Association members.

2020-21 United / Associated Marketers

3-Year Average FOB / Shipment Comparison by Variety

| Apple Average FOB & Shipments By Variety (Avg FOB and shipments stated in 40# equivalents) | | | | | | |
|---|----------------|--------------------|----------------|--------------------|----------------|--------------------|
| Variety | 2020-21 | | 2019-20 | | 2018-19 | |
| | Avg FOB | Total Boxes* | Avg FOB | Total Boxes* | Avg FOB | Total Boxes* |
| Red Delicious | \$18.06 | 22,768,184 | \$14.87 | 26,613,032 | \$17.65 | 29,207,201 |
| Golden Delicious | \$23.93 | 4,706,424 | \$18.45 | 6,234,479 | \$27.34 | 4,549,529 |
| Granny Smith | \$27.60 | 14,517,886 | \$20.72 | 16,970,854 | \$28.74 | 13,510,821 |
| Fuji | \$23.78 | 16,222,332 | \$22.87 | 17,211,588 | \$25.71 | 15,254,677 |
| Gala | \$25.75 | 28,496,019 | \$21.25 | 33,168,008 | \$25.59 | 27,502,382 |
| Braeburn | \$18.61 | 374,969 | \$17.91 | 540,132 | \$20.26 | 892,680 |
| WA38 | \$50.50 | 1,518,284 | \$72.82 | 345,929 | N/A | 0 |
| Ambrosia | \$29.64 | 2,121,462 | \$32.19 | 1,996,709 | \$39.56 | 1,572,078 |
| Cripps Pink | \$27.49 | 5,852,551 | \$27.65 | 5,571,238 | \$33.05 | 5,211,869 |
| Honeycrisp | \$52.35 | 14,973,861 | \$47.48 | 15,144,119 | \$53.39 | 12,131,585 |
| Akane | N/A | 7,546 | N/A | 7,826 | N/A | 18,459 |
| Cameo | \$21.10 | 5,955 | \$14.52 | 57,966 | \$20.97 | 39,853 |
| Ginger Gold | \$17.70 | 90,159 | \$27.97 | 108,610 | \$21.25 | 108,996 |
| Golden Supreme | \$20.12 | 22,800 | \$28.36 | 53,811 | \$25.69 | 23,726 |
| Jazz | \$38.53 | 1,205,741 | N/A | 1,259,321 | N/A | 1,202,143 |
| Jonagold | \$18.58 | 246,071 | \$16.07 | 359,146 | \$19.13 | 332,519 |
| McIntosh | N/A | 5,111 | N/A | 9,265 | \$34.11 | 4,232 |
| Pacific Rose | N/A | 209,306 | N/A | 300,508 | \$27.21 | 390,847 |
| Pinova | \$29.40 | 309,910 | \$26.71 | 344,944 | \$33.63 | 319,083 |
| Rome | \$15.22 | 16,063 | \$16.32 | 25,173 | \$17.63 | 41,144 |
| Sonya | N/A | 0 | N/A | 0 | N/A | 1,494 |
| Winesap | N/A | 2,208 | N/A | 13 | N/A | 35 |
| Other Apple | \$36.21 | 8,848,969 | \$32.12 | 8,071,511 | \$35.23 | 5,239,335 |
| Total | \$28.23 | 122,521,809 | \$23.67 | 134,394,180 | \$27.70 | 117,554,687 |

| Pear Average FOB & Shipments by Variety (Avg FOB and shipments stated in 44# equivalents) | | | | | | |
|--|----------------|------------------|----------------|------------------|----------------|-------------------|
| Variety | 2020-21 | | 2019-20 | | 2018-19 | |
| | Avg FOB | Total Boxes* | Avg FOB | Total Boxes* | Avg FOB | Total Boxes* |
| Bartlett | \$32.65 | 2,693,759 | \$28.55 | 2,254,947 | \$26.88 | 2,778,820 |
| Red Bartlett | \$32.57 | 17,557 | \$34.70 | 13,284 | \$39.82 | 14,689 |
| D'Anjou | \$30.03 | 4,486,975 | \$25.43 | 4,055,608 | \$23.96 | 5,467,620 |
| Red D'Anjou | \$29.36 | 358,489 | \$26.51 | 409,379 | \$26.69 | 419,129 |
| Bosc | \$31.19 | 1,145,109 | \$29.35 | 768,429 | \$23.64 | 1,411,011 |
| Asian Pear | \$58.88 | N/A | \$50.80 | N/A | \$31.58 | N/A |
| Comice | \$32.70 | 5,461 | \$35.80 | 9,701 | \$33.15 | 13,710 |
| Concorde | \$34.49 | 36,087 | \$33.89 | 30,288 | \$31.82 | 35,674 |
| Forelles | \$50.31 | 4,654 | \$43.50 | 3,629 | \$49.44 | 3,045 |
| Hosui | \$61.33 | N/A | \$64.18 | N/A | \$44.84 | N/A |
| Packham | \$26.91 | 2,523 | \$23.87 | 2,519 | \$17.86 | 5,869 |
| Red Sensation | \$24.68 | 2,889 | \$27.79 | 10,318 | \$25.56 | 9,905 |
| Seckel | \$35.27 | 4,215 | \$28.45 | 4,000 | \$30.80 | 7,888 |
| Starkrimson | \$32.07 | 97,187 | \$31.87 | 83,607 | \$30.29 | 118,982 |
| Taylor Gold | \$38.91 | N/A | \$35.23 | N/A | \$29.96 | N/A |
| Other Pear | \$33.52 | 84,361 | \$32.30 | 80,762 | \$29.42 | 90,308 |
| Total | \$31.01 | 8,939,265 | \$26.96 | 7,726,469 | \$24.99 | 10,376,651 |

*Total Washington Apple & Pear Shipments as Reported by Washington State Tree Fruit Assn.

Washington State Tree Fruit Assn.

Average FOB & Shipment Historical Comparison

Shipments Reported to United Marketers Inc.
6-Year Comparison -- Cars reported in thousands of 40# boxes

Average FOB & Shipment Historical Comparison

| | 2020-21 | | 2019-20 | | 2018-19 | | 2017-18 | | 2016-17 | | 2015-16 | |
|---------------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|
| | Avg FOB | Cars | Avg FOB | Cars | Avg FOB | Cars | Avg FOB | Cars | Avg FOB | Cars | Avg FOB | Cars |
| Red Delicious | \$18.06 | 22,768 | \$14.87 | 26,613 | \$17.65 | 29,207 | \$16.28 | 33,317 | \$15.25 | 39,480 | \$18.87 | 29,218 |
| Golden Delicious | \$23.93 | 4,706 | \$18.45 | 6,234 | \$27.34 | 4,550 | \$22.53 | 6,844 | \$24.22 | 6,590 | \$23.24 | 8,196 |
| Granny Smith | \$27.60 | 14,518 | \$20.72 | 16,971 | \$28.74 | 13,511 | \$22.53 | 18,126 | \$27.51 | 15,052 | \$23.83 | 16,866 |
| Fuji | \$23.78 | 16,222 | \$22.87 | 17,212 | \$25.71 | 15,255 | \$24.97 | 16,829 | \$27.62 | 17,025 | \$30.77 | 15,394 |
| Gala | \$25.75 | 28,496 | \$21.25 | 33,168 | \$25.59 | 27,502 | \$23.20 | 30,945 | \$24.08 | 31,348 | \$26.88 | 23,876 |
| Braeburn | \$18.61 | 375 | \$17.91 | 540 | \$20.26 | 893 | \$21.62 | 1,040 | \$21.39 | 1,472 | \$23.25 | 1,663 |
| WA38 | \$50.50 | 1,518 | \$72.82 | 346 | N/A | N/A | N/A | N/A | N/A | N/A | N/A | N/A |
| Ambrosia | \$29.64 | 2,121 | \$32.19 | 1,997 | \$39.56 | 1,572 | \$35.74 | 1,660 | \$40.67 | 1,424 | \$37.95 | 1,205 |
| Cripps Pink | \$27.49 | 5,853 | \$27.65 | 5,571 | \$33.05 | 5,212 | \$32.60 | 5,282 | \$31.32 | 6,162 | \$34.07 | 5,483 |
| Honeycrisp | \$52.35 | 14,974 | \$47.48 | 15,144 | \$53.39 | 12,132 | \$53.18 | 11,488 | \$61.56 | 8,402 | \$65.93 | 7,378 |
| Akane | N/A | 8 | N/A | 8 | N/A | 18 | N/A | 16 | N/A | 29 | N/A | 13 |
| Cameo | \$21.10 | 6 | \$14.52 | 58 | \$20.97 | 40 | \$18.31 | 184 | \$20.78 | 303 | \$24.54 | 357 |
| Ginger Gold | \$17.70 | 90 | \$27.97 | 109 | \$21.25 | 109 | \$30.46 | 105 | \$26.71 | 130 | \$17.87 | 166 |
| Golden Supreme | \$20.12 | 23 | \$28.36 | 54 | \$25.69 | 24 | \$30.58 | 74 | \$28.77 | 83 | \$20.55 | 83 |
| Jazz | \$38.53 | 1,206 | N/A | 1,259 | N/A | 1,202 | \$37.02 | 1,306 | \$36.20 | 1,468 | \$39.24 | 1,336 |
| Jonagold | \$18.58 | 246 | \$16.07 | 359 | \$19.13 | 333 | \$19.62 | 448 | \$19.10 | 577 | \$20.87 | 770 |
| McIntosh | N/A | 5 | N/A | 9 | \$34.11 | 4 | N/A | 6 | \$42.22 | 8 | \$35.30 | 10 |
| Pacific Rose | N/A | 209 | N/A | 301 | \$27.21 | 391 | \$26.07 | 521 | \$26.41 | 737 | \$27.61 | 529 |
| Pinova | \$29.40 | 310 | \$26.71 | 345 | \$33.63 | 319 | \$34.38 | 362 | \$32.69 | 412 | \$37.03 | 352 |
| Rome | \$15.22 | 16 | \$16.32 | 25 | \$17.63 | 41 | \$15.94 | 66 | \$18.68 | 93 | \$18.13 | 142 |
| Sonya | N/A | 0 | N/A | 0 | N/A | 1 | N/A | 0 | \$24.76 | 10 | \$43.13 | 12 |
| Winesap | N/A | 2 | N/A | 0 | N/A | 0 | N/A | 0 | \$43.15 | 2 | \$39.88 | 3 |
| Other Apple | \$36.21 | 8,849 | \$32.12 | 8,072 | \$35.23 | 5,239 | \$36.27 | 4,436 | \$36.24 | 3,457 | \$33.00 | 2,276 |
| Total Apples | \$28.23 | 122,522 | \$23.67 | 134,394 | \$27.70 | 117,555 | \$24.53 | 133,056 | \$25.11 | 134,271 | \$27.29 | 115,339 |

Car equals 1,000 40# boxes of apples.

| | 2020-21 | | 2019-20 | | 2018-19 | | 2017-18 | | 2016-17 | | 2015-16 | |
|--------------------|----------------|--------------|----------------|--------------|----------------|---------------|----------------|--------------|----------------|---------------|----------------|---------------|
| | Avg FOB | Cars | Avg FOB | Cars | Avg FOB | Cars | Avg FOB | Cars | Avg FOB | Cars | Avg FOB | Cars |
| Bartlett | \$32.65 | 2,694 | \$28.55 | 2,255 | \$26.88 | 2,779 | \$30.07 | 2,169 | \$26.74 | 3,081 | \$27.02 | 2,678 |
| Red Bartlett | \$32.57 | 18 | \$34.70 | 13 | \$39.82 | 15 | \$28.17 | 20 | \$36.20 | 34 | \$28.62 | 27 |
| D'Anjou | \$30.03 | 4,487 | \$25.43 | 4,056 | \$23.96 | 5,468 | \$26.08 | 4,414 | \$26.76 | 5,315 | \$27.03 | 5,747 |
| Red D'Anjou | \$29.36 | 358 | \$26.51 | 409 | \$26.69 | 419 | \$29.63 | 431 | \$28.58 | 499 | \$29.86 | 423 |
| Bosc | \$31.19 | 1,145 | \$29.35 | 768 | \$23.64 | 1,411 | \$30.79 | 983 | \$25.66 | 1,653 | \$27.34 | 1,598 |
| Asian Pear | \$58.88 | N/A | \$50.80 | N/A | \$31.58 | N/A | \$46.49 | N/A | \$42.78 | N/A | \$40.26 | N/A |
| Comice | \$32.70 | 5 | \$35.80 | 10 | \$33.15 | 14 | \$38.70 | 11 | \$36.18 | 19 | \$32.94 | 22 |
| Concorde | \$34.49 | 36 | \$33.89 | 30 | \$31.82 | 36 | \$33.40 | 42 | \$33.30 | 60 | \$31.74 | 50 |
| Forelles | \$50.31 | 5 | \$43.50 | 4 | \$49.44 | 3 | \$53.39 | 4 | \$52.02 | 9 | \$61.41 | 7 |
| Hosui | \$61.33 | N/A | \$64.18 | N/A | \$44.84 | N/A | \$39.35 | N/A | \$50.20 | N/A | \$55.75 | N/A |
| Packham | \$26.91 | 3 | \$23.87 | 3 | \$17.86 | 6 | \$21.35 | N/A | \$23.31 | N/A | \$21.01 | N/A |
| Red Sensation | \$24.68 | 3 | \$27.79 | 10 | \$25.56 | 10 | \$23.64 | 13 | \$27.07 | 15 | \$26.61 | 21 |
| Seckel | \$35.27 | 4 | \$28.45 | 4 | \$30.80 | 8 | \$37.19 | 10 | \$40.82 | 14 | \$46.10 | 10 |
| Starkrimson | \$32.07 | 97 | \$31.87 | 84 | \$30.29 | 119 | \$27.77 | 119 | \$32.11 | 179 | \$29.46 | 143 |
| Taylor Gold | \$38.91 | N/A | \$35.23 | N/A | \$29.96 | N/A | \$41.45 | N/A | \$44.23 | N/A | \$40.77 | N/A |
| Other Pear | \$33.52 | 84 | \$32.30 | 81 | \$29.42 | 90 | \$31.72 | 62 | \$32.62 | 53 | \$31.55 | 53 |
| Total Pears | \$31.01 | 8,939 | \$26.96 | 7,726 | \$24.99 | 10,377 | \$27.98 | 8,279 | \$26.89 | 10,937 | \$27.33 | 10,780 |

Car equals 1,000 44# boxes of pears.

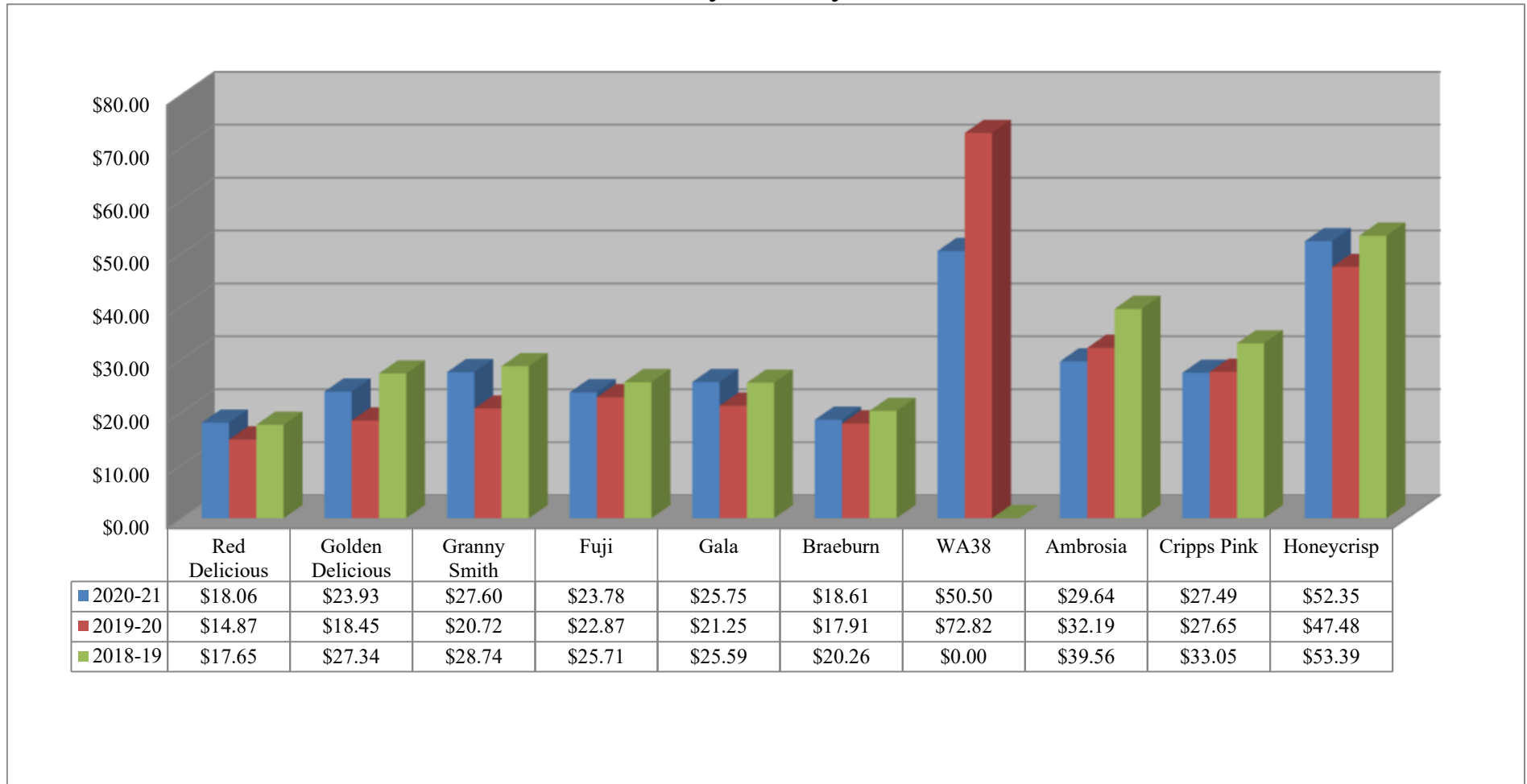
Note: Averages include both Conventional and Organic sales. Approximately 80% of Washington sales were reported to United Marketers Inc.

*Total Washington Apple & Pear Shipments as Reported by Washington State Tree Fruit Assn.

Published February 2022 by the Washington State Tree Fruit Assn. for the exclusive use and benefit of Association members.

Washington State Tree Fruit Assn.

Average FOB 3 Year Comparison by Variety



Published February 2022 by the Washington State Tree Fruit Assn. for the exclusive use and benefit of

Monthly U.S. Apple Holdings & Crop Disappearance 2015 - 16 through 2020 - 21

(as reported by the U.S. Apple Association in thousands of 42# boxes)

| | TOTAL U.S. PRODUCTION | TOTAL U.S. CROP HOLDINGS | | | | | | | |
|-----------------|--------------------------|--------------------------|---------|---------|---------|---------|--------|--------|--------|
| | | NOV 1 | DEC 1 | JAN 1 | FEB 1 | MAR 1 | APR 1 | MAY 1 | JUN 1 |
| 3 YR AVG | 255,037 | 165,625 | 148,975 | 133,587 | 114,297 | 96,334 | 75,895 | 58,056 | 42,193 |
| 6 YR AVG | 258,815 | 168,421 | 153,516 | 136,625 | 115,353 | 96,242 | 74,843 | 56,333 | 39,524 |
| 2020-21 | 258,565 | 162,502 | 146,784 | 131,868 | 112,694 | 95,015 | 74,653 | 54,791 | 40,112 |
| 2019-20 | 262,333 | 181,003 | 161,742 | 143,986 | 122,804 | 103,240 | 81,710 | 65,156 | 47,939 |
| 2018-19 | 244,214 | 153,371 | 138,400 | 124,908 | 107,393 | 90,747 | 71,321 | 54,220 | 38,528 |
| 2017-18 | 275,088 | 177,635 | 166,953 | 149,292 | 123,652 | 102,266 | 81,223 | 62,057 | 42,984 |
| 2016-17 | 273,690 | 177,750 | 161,110 | 142,163 | 119,224 | 98,773 | 74,046 | 54,523 | 35,401 |
| 2015-16 | 239,002 | 158,263 | 146,107 | 127,533 | 106,350 | 87,410 | 66,103 | 47,250 | 32,179 |

| | TOTAL U.S. CROP DISAPPEARANCE | | | | | | |
|-----------------|-------------------------------|--------|--------|--------|--------|--------|--------|
| | NOV | DEC | JAN | FEB | MAR | APR | MAY |
| 3 YR AVG | 13,987 | 15,387 | 19,287 | 17,961 | 20,435 | 17,837 | 15,861 |
| 6 YR AVG | 13,695 | 16,889 | 21,269 | 19,109 | 21,396 | 18,508 | 16,807 |
| 2020-21 | 14,789 | 14,915 | 19,172 | 17,676 | 20,354 | 19,860 | 14,679 |
| 2019-20 | 14,882 | 17,754 | 21,178 | 19,563 | 21,527 | 16,552 | 17,213 |
| 2018-19 | 12,289 | 13,492 | 17,512 | 16,643 | 19,424 | 17,098 | 15,690 |
| 2017-18 | 10,789 | 17,659 | 25,636 | 21,384 | 21,039 | 19,165 | 19,070 |
| 2016-17 | 16,880 | 18,946 | 22,935 | 20,448 | 24,725 | 19,520 | 19,121 |
| 2015-16 | 12,542 | 18,570 | 21,182 | 18,938 | 21,305 | 18,850 | 15,069 |

Washington State Tree Fruit Assn.

4-Year Average FOB / Shipment Monthly Comparison by Variety

Shipments Reported to United Marketers Inc.

Numbers reported in thousands of 40# boxes

| | September | | October | | November | | December | | January | | February | | March | | April | | May | | June | | July | | August | | September | |
|-------------------------|-----------|----------|---------|----------|----------|----------|----------|----------|---------|----------|----------|----------|-------|----------|-------|----------|-------|----------|-------|----------|-------|----------|--------|----------|-----------|----------|
| | Cars | Avg | Cars | Avg | Cars | Avg | Cars | Avg | Cars | Avg | Cars | Avg | Cars | Avg | Cars | Avg | Cars | Avg | Cars | Avg | Cars | Avg | Cars | Avg | Cars | Avg |
| Red Delicious | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 2020-21 | 360 | \$ 17.56 | 1,335 | \$ 16.72 | 1,950 | \$ 17.49 | 1,775 | \$ 18.77 | 1,740 | \$ 18.73 | 1,721 | \$ 18.17 | 1,987 | \$ 17.64 | 2,210 | \$ 17.29 | 2,001 | \$ 17.88 | 1,688 | \$ 18.61 | 1,811 | \$ 18.63 | 1,892 | \$ 19.06 | 1,202 | \$ 18.80 |
| 2019-20 | 377 | \$ 19.36 | 1,523 | \$ 16.90 | 2,137 | \$ 15.96 | 1,948 | \$ 15.62 | 2,424 | \$ 14.64 | 2,383 | \$ 13.91 | 2,568 | \$ 14.12 | 2,226 | \$ 13.30 | 2,333 | \$ 13.29 | 2,279 | \$ 13.96 | 2,395 | \$ 14.80 | 1,980 | \$ 15.66 | 1,470 | \$ 16.20 |
| 2018-19 | 603 | \$ 20.35 | 1,401 | \$ 19.00 | 1,992 | \$ 18.55 | 1,832 | \$ 18.36 | 2,651 | \$ 17.63 | 2,422 | \$ 16.87 | 2,974 | \$ 16.79 | 2,768 | \$ 16.82 | 2,662 | \$ 16.82 | 2,293 | \$ 16.83 | 2,581 | \$ 17.65 | 2,685 | \$ 18.78 | 1,561 | \$ 18.22 |
| 2017-18 | 299 | \$ 18.76 | 1,682 | \$ 17.54 | 2,866 | \$ 16.06 | 2,673 | \$ 16.00 | 3,349 | \$ 15.52 | 3,189 | \$ 15.19 | 3,696 | \$ 15.04 | 3,546 | \$ 15.25 | 3,722 | \$ 16.13 | 2,531 | \$ 17.17 | 2,020 | \$ 17.90 | 2,199 | \$ 18.47 | 1,023 | \$ 18.40 |
| Golden Delicious | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 2020-21 | 126 | \$ 19.58 | 346 | \$ 19.74 | 412 | \$ 22.27 | 364 | \$ 23.87 | 485 | \$ 24.05 | 419 | \$ 22.79 | 473 | \$ 21.94 | 476 | \$ 22.42 | 529 | \$ 24.19 | 493 | \$ 26.47 | 433 | \$ 29.87 | 115 | \$ 34.01 | 27 | \$ 35.22 |
| 2019-20 | 214 | \$ 28.97 | 302 | \$ 24.80 | 415 | \$ 22.12 | 416 | \$ 20.77 | 549 | \$ 18.45 | 475 | \$ 17.97 | 534 | \$ 17.90 | 479 | \$ 17.23 | 618 | \$ 16.01 | 663 | \$ 16.00 | 742 | \$ 15.91 | 481 | \$ 16.78 | 273 | \$ 17.32 |
| 2018-19 | 261 | \$ 25.21 | 363 | \$ 24.32 | 439 | \$ 25.59 | 363 | \$ 27.20 | 495 | \$ 27.57 | 386 | \$ 28.26 | 441 | \$ 27.55 | 400 | \$ 27.49 | 453 | \$ 27.42 | 424 | \$ 27.90 | 363 | \$ 30.27 | 127 | \$ 33.56 | 28 | \$ 21.43 |
| 2017-18 | 262 | \$ 31.20 | 383 | \$ 26.81 | 545 | \$ 24.54 | 539 | \$ 22.26 | 641 | \$ 21.93 | 569 | \$ 21.55 | 656 | \$ 21.38 | 703 | \$ 20.55 | 710 | \$ 20.84 | 614 | \$ 21.22 | 607 | \$ 21.78 | 435 | \$ 22.77 | 159 | \$ 21.05 |
| Granny Smith | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 2020-21 | 610 | \$ 23.80 | 1,417 | \$ 22.20 | 1,579 | \$ 23.60 | 1,412 | \$ 25.70 | 1,302 | \$ 26.26 | 1,229 | \$ 27.16 | 1,471 | \$ 27.44 | 1,359 | \$ 27.47 | 1,144 | \$ 28.72 | 975 | \$ 30.99 | 971 | \$ 33.49 | 791 | \$ 40.02 | 201 | \$ 39.41 |
| 2019-20 | 524 | \$ 27.26 | 1,307 | \$ 23.08 | 1,618 | \$ 21.67 | 1,366 | \$ 21.11 | 1,496 | \$ 20.51 | 1,371 | \$ 19.91 | 1,661 | \$ 20.29 | 1,253 | \$ 19.84 | 1,397 | \$ 19.66 | 1,333 | \$ 19.01 | 1,345 | \$ 19.14 | 1,266 | \$ 19.95 | 860 | \$ 19.58 |
| 2018-19 | 460 | \$ 22.95 | 1,134 | \$ 23.51 | 1,453 | \$ 25.93 | 1,186 | \$ 29.14 | 1,305 | \$ 31.03 | 1,094 | \$ 32.31 | 1,188 | \$ 31.95 | 1,135 | \$ 31.86 | 1,014 | \$ 31.15 | 805 | \$ 28.59 | 902 | \$ 27.72 | 1,053 | \$ 27.67 | 599 | \$ 26.76 |
| 2017-18 | 813 | \$ 38.77 | 1,409 | \$ 28.56 | 1,745 | \$ 25.42 | 1,341 | \$ 25.38 | 1,510 | \$ 24.53 | 1,350 | \$ 23.43 | 1,556 | \$ 22.50 | 1,483 | \$ 20.80 | 1,552 | \$ 19.35 | 1,362 | \$ 18.29 | 1,241 | \$ 17.63 | 1,499 | \$ 17.89 | 926 | \$ 15.84 |
| Fuji | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 2020-21 | 524 | \$ 27.87 | 1,619 | \$ 24.86 | 1,393 | \$ 25.05 | 1,552 | \$ 24.68 | 1,669 | \$ 24.38 | 1,464 | \$ 22.95 | 1,544 | \$ 22.91 | 1,374 | \$ 22.55 | 1,261 | \$ 22.71 | 1,072 | \$ 23.40 | 1,126 | \$ 23.00 | 1,093 | \$ 23.10 | 406 | \$ 23.78 |
| 2019-20 | 548 | \$ 30.67 | 1,868 | \$ 25.55 | 1,869 | \$ 23.22 | 1,819 | \$ 21.83 | 1,440 | \$ 22.16 | 1,281 | \$ 21.86 | 1,773 | \$ 21.73 | 1,324 | \$ 22.03 | 1,238 | \$ 22.49 | 1,084 | \$ 22.46 | 1,101 | \$ 22.01 | 1,022 | \$ 22.34 | 692 | \$ 21.01 |
| 2018-19 | 511 | \$ 27.47 | 1,502 | \$ 25.75 | 1,421 | \$ 25.75 | 1,389 | \$ 25.59 | 1,720 | \$ 25.08 | 1,486 | \$ 25.58 | 1,376 | \$ 25.64 | 1,313 | \$ 26.10 | 1,292 | \$ 26.10 | 968 | \$ 25.62 | 967 | \$ 24.91 | 909 | \$ 25.62 | 256 | \$ 28.32 |
| 2017-18 | 556 | \$ 34.09 | 1,586 | \$ 29.46 | 1,778 | \$ 26.47 | 1,585 | \$ 25.56 | 1,660 | \$ 24.50 | 1,490 | \$ 24.12 | 1,661 | \$ 23.81 | 1,462 | \$ 23.83 | 1,402 | \$ 24.11 | 1,052 | \$ 24.31 | 978 | \$ 22.62 | 1,039 | \$ 21.90 | 522 | \$ 22.86 |
| Gala | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 2020-21 | 3,540 | \$ 23.06 | 2,630 | \$ 22.04 | 2,301 | \$ 23.56 | 2,522 | \$ 24.73 | 2,416 | \$ 25.35 | 2,208 | \$ 25.72 | 2,578 | \$ 25.93 | 2,639 | \$ 25.54 | 2,114 | \$ 26.87 | 2,103 | \$ 28.76 | 1,949 | \$ 31.85 | 1,216 | \$ 32.08 | 78 | \$ 33.11 |
| 2019-20 | 2,782 | \$ 23.54 | 3,090 | \$ 21.32 | 2,713 | \$ 20.41 | 2,578 | \$ 20.35 | 3,085 | \$ 19.91 | 2,678 | \$ 19.58 | 3,316 | \$ 20.50 | 2,426 | \$ 20.07 | 2,649 | \$ 20.97 | 2,422 | \$ 21.86 | 2,479 | \$ 22.60 | 1,561 | \$ 21.92 | 387 | \$ 18.44 |
| 2018-19 | 2,311 | \$ 24.14 | 2,374 | \$ 22.76 | 2,465 | \$ 23.47 | 2,304 | \$ 24.94 | 2,608 | \$ 25.64 | 2,092 | \$ 26.51 | 2,352 | \$ 26.38 | 2,216 | \$ 26.56 | 2,354 | \$ 26.42 | 1,854 | \$ 26.03 | 1,863 | \$ 26.84 | 1,254 | \$ 29.29 | 219 | \$ 21.32 |
| 2017-18 | 3,216 | \$ 23.96 | 3,143 | \$ 22.88 | 2,682 | \$ 22.20 | 2,643 | \$ 23.20 | 2,991 | \$ 22.99 | 2,498 | \$ 23.23 | 2,847 | \$ 22.42 | 2,519 | \$ 22.02 | 2,709 | \$ 21.72 | 1,998 | \$ 22.22 | 1,730 | \$ 23.15 | 1,141 | \$ 24.80 | 69 | \$ 21.81 |
| Cripps Pink | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 2020-21 | 1 | \$ 29.95 | 166 | \$ 31.16 | 374 | \$ 31.43 | 381 | \$ 31.48 | 531 | \$ 30.08 | 569 | \$ 28.42 | 621 | \$ 26.73 | 679 | \$ 25.55 | 590 | \$ 25.68 | 522 | \$ 26.05 | 528 | \$ 25.55 | 497 | \$ 26.47 | 306 | \$ 27.44 |
| 2019-20 | - | \$ 27.60 | 121 | \$ 30.97 | 365 | \$ 30.96 | 424 | \$ 30.36 | 637 | \$ 28.83 | 603 | \$ 27.64 | 755 | \$ 27.86 | 544 | \$ 27.33 | 573 | \$ 25.74 | 458 | \$ 26.08 | 456 | \$ 24.92 | 354 | \$ 26.24 | 239 | \$ 27.67 |
| 2018-19 | - | \$ 35.77 | 123 | \$ 38.76 | 368 | \$ 36.41 | 398 | \$ 34.33 | 649 | \$ 33.00 | 501 | \$ 33.23 | 577 | \$ 33.10 | 602 | \$ 33.48 | 562 | \$ 34.08 | 362 | \$ 32.56 | 351 | \$ 31.64 | 421 | \$ 28.50 | 209 | \$ 28.59 |
| 2017-18 | - | \$ 34.97 | 105 | \$ 41.34 | 412 | \$ 36.68 | 459 | \$ 32.99 | 620 | \$ 30.46 | 610 | \$ 29.89 | 632 | \$ 31.13 | 617 | \$ 31.01 | 551 | \$ 33.28 | 343 | \$ 35.71 | 311 | \$ 35.06 | 331 | \$ 32.55 | 215 | \$ 31.89 |
| Honeycrisp | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 2020-21 | 1,931 | \$ 55.13 | 1,359 | \$ 44.16 | 1,220 | \$ 44.42 | 1,182 | \$ 45.37 | 1,288 | \$ 47.39 | 1,137 | \$ 51.40 | 1,483 | \$ 51.36 | 1,438 | \$ 52.69 | 1,142 | \$ 55.61 | 999 | \$ 59.70 | 942 | \$ 60.86 | 843 | \$ 53.95 | 5 | \$ 36.90 |
| 2019-20 | 1,296 | \$ 55.83 | 1,462 | \$ 43.50 | 1,346 | \$ 40.19 | 1,245 | \$ 40.53 | 1,625 | \$ 42.20 | 1,392 | \$ 42.50 | 1,811 | \$ 42.96 | 1,324 | \$ 45.57 | 1,091 | \$ 49.21 | 951 | \$ 56.79 | 927 | \$ 64.97 | 390 | \$ 76.97 | - | N/A |
| 2018-19 | 1,061 | \$ 56.71 | 1,120 | \$ 48.32 | 1,080 | \$ 46.41 | 1,001 | \$ 46.74 | 1,316 | \$ 48.57 | 1,092 | \$ 51.74 | 1,233 | \$ 52.81 | 1,123 | \$ 54.63 | 946 | \$ 59.25 | 619 | \$ 61.33 | 651 | \$ 58.84 | 605 | \$ 60.15 | 1 | \$ 24.83 |
| 2017-18 | 1,067 | \$ 68.09 | 1,058 | \$ 51.23 | 1,116 | \$ 45.88 | 1,050 | \$ 47.17 | 1,306 | \$ 47.85 | 1,039 | \$ 49.57 | 1,185 | \$ 49.88 | 1,105 | \$ 52.04 | 963 | \$ 57.48 | 591 | \$ 60.85 | 507 | \$ 64.13 | 421 | \$ 68.34 | - | N/A |

Note: Averages include both Conventional and Organic sales. Approximately 80% of Washington sales were reported to United Marketers Inc
 Total Washington monthly shipments reported in 1000 40# box cars as Reported by Washington State Tree Fruit Assn

Washington State Tree Fruit Assn.

Apple Price Summary 2020-21

Shipments Reported to United Marketers Inc.

Numbers reported in thousands of 40# boxes

Red Delicious

| Month | 48 & Larger | | 56 | | 64 | | 72 | | 80 | | 88 | |
|-----------|-------------|----------|-------|----------|-------|---------|-------|---------|-------|---------|-------|---------|
| | Loads | Avg FOB | Loads | Avg FOB | Loads | Avg FOB | Loads | Avg FOB | Loads | Avg FOB | Loads | Avg FOB |
| September | 6 | \$ 22.66 | 15 | \$ 21.21 | 13 | \$18.22 | 45 | \$19.44 | 33 | \$18.61 | 52 | \$17.67 |
| October | 17 | \$ 21.69 | 26 | \$ 20.19 | 34 | \$18.21 | 88 | \$18.16 | 113 | \$17.75 | 174 | \$17.14 |
| November | 9 | \$ 22.62 | 20 | \$ 20.81 | 33 | \$19.16 | 83 | \$19.68 | 102 | \$19.23 | 198 | \$18.42 |
| December | 18 | \$ 21.34 | 21 | \$ 22.50 | 36 | \$21.68 | 89 | \$21.19 | 82 | \$21.72 | 149 | \$20.47 |
| January | 12 | \$ 22.09 | 16 | \$ 23.29 | 21 | \$23.42 | 79 | \$21.94 | 77 | \$22.88 | 145 | \$21.53 |
| February | 6 | \$ 24.61 | 15 | \$ 24.01 | 22 | \$23.87 | 71 | \$22.46 | 77 | \$22.42 | 127 | \$20.89 |
| March | 11 | \$ 25.51 | 16 | \$ 24.57 | 28 | \$22.22 | 78 | \$22.52 | 83 | \$22.22 | 139 | \$20.49 |
| April | 12 | \$ 26.24 | 21 | \$ 25.15 | 32 | \$22.69 | 92 | \$22.10 | 80 | \$21.34 | 153 | \$19.84 |
| May | 9 | \$ 27.40 | 17 | \$ 25.05 | 26 | \$22.19 | 86 | \$22.26 | 91 | \$21.32 | 151 | \$19.72 |
| June | 9 | \$ 26.93 | 18 | \$ 25.84 | 21 | \$22.47 | 88 | \$22.62 | 94 | \$21.93 | 157 | \$20.25 |
| July | 8 | \$ 27.55 | 18 | \$ 25.97 | 20 | \$23.04 | 96 | \$22.93 | 96 | \$21.77 | 171 | \$20.38 |
| August | 9 | \$ 27.29 | 19 | \$ 26.14 | 18 | \$24.24 | 90 | \$23.10 | 93 | \$22.53 | 174 | \$21.06 |
| September | 4 | \$ 25.41 | 9 | \$ 25.24 | 12 | \$22.60 | 56 | \$23.15 | 56 | \$22.63 | 91 | \$21.30 |

| Month | 100 | | 113 | | 125 | | 138 | | 150 | | 163 & Smaller | |
|-----------|-------|---------|-------|---------|-------|---------|-------|---------|-------|---------|---------------|---------|
| | Loads | Avg FOB | Loads | Avg FOB | Loads | Avg FOB | Loads | Avg FOB | Loads | Avg FOB | Loads | Avg FOB |
| September | 65 | \$16.59 | 67 | \$16.40 | 46 | \$16.37 | 31 | \$16.28 | 13 | \$14.35 | 157 | \$17.92 |
| October | 231 | \$16.43 | 194 | \$16.08 | 146 | \$16.03 | 106 | \$16.03 | 49 | \$14.89 | 328 | \$16.47 |
| November | 285 | \$17.58 | 260 | \$17.51 | 158 | \$16.70 | 118 | \$16.33 | 75 | \$15.36 | 344 | \$16.55 |
| December | 227 | \$19.42 | 209 | \$18.92 | 165 | \$17.68 | 109 | \$17.37 | 55 | \$15.92 | 326 | \$16.84 |
| January | 222 | \$19.44 | 222 | \$18.37 | 230 | \$17.11 | 139 | \$16.30 | 46 | \$15.59 | 275 | \$17.19 |
| February | 224 | \$19.10 | 192 | \$18.20 | 200 | \$16.95 | 129 | \$15.90 | 68 | \$14.69 | 357 | \$16.29 |
| March | 252 | \$18.37 | 236 | \$17.43 | 230 | \$16.66 | 156 | \$15.67 | 68 | \$14.10 | 430 | \$15.68 |
| April | 304 | \$17.91 | 272 | \$16.87 | 259 | \$16.47 | 204 | \$15.44 | 99 | \$14.16 | 506 | \$15.75 |
| May | 319 | \$17.96 | 257 | \$17.50 | 259 | \$17.39 | 179 | \$16.27 | 101 | \$14.93 | 482 | \$16.79 |
| June | 270 | \$18.25 | 221 | \$17.61 | 204 | \$17.16 | 125 | \$16.62 | 57 | \$15.42 | 386 | \$18.20 |
| July | 258 | \$18.43 | 227 | \$17.76 | 205 | \$16.68 | 136 | \$16.62 | 49 | \$15.04 | 405 | \$18.14 |
| August | 274 | \$19.08 | 207 | \$18.01 | 237 | \$17.25 | 197 | \$16.86 | 49 | \$15.24 | 420 | \$18.87 |
| September | 185 | \$18.37 | 143 | \$17.77 | 131 | \$17.29 | 85 | \$17.28 | 21 | \$14.10 | 244 | \$18.14 |

| Month | All Sizes | | | | | | Euro | | Tray Pack | | Bag | |
|-----------|-----------|---------|-------|---------|-------|---------|-------|---------|-----------|---------|-------|---------|
| | WAXF | | USXF | | FCY | | WAXF | | WAXF | | WAXF | |
| | Loads | Avg FOB | Loads | Avg FOB | Loads | Avg FOB | Loads | Avg FOB | Loads | Avg FOB | Loads | Avg FOB |
| September | 492 | \$17.75 | 9 | \$17.92 | 41 | \$15.16 | 45 | \$21.81 | 222 | \$17.08 | 106 | \$19.13 |
| October | 1,357 | \$16.93 | 9 | \$17.47 | 139 | \$14.66 | 67 | \$20.87 | 724 | \$16.70 | 196 | \$17.61 |
| November | 1,535 | \$17.68 | 18 | \$17.79 | 132 | \$15.18 | 51 | \$20.99 | 855 | \$17.93 | 181 | \$17.25 |
| December | 1,343 | \$19.00 | 18 | \$18.26 | 124 | \$16.36 | 64 | \$21.46 | 695 | \$19.62 | 173 | \$18.01 |
| January | 1,351 | \$18.96 | 8 | \$19.80 | 126 | \$16.18 | 57 | \$21.80 | 775 | \$19.29 | 153 | \$19.00 |
| February | 1,339 | \$18.40 | 14 | \$17.47 | 134 | \$15.97 | 43 | \$23.19 | 718 | \$19.06 | 177 | \$18.04 |
| March | 1,577 | \$17.84 | 12 | \$16.57 | 139 | \$15.44 | 63 | \$23.71 | 812 | \$18.36 | 215 | \$17.25 |
| April | 1,890 | \$17.42 | 17 | \$17.04 | 127 | \$15.31 | 70 | \$23.81 | 878 | \$17.85 | 284 | \$17.08 |
| May | 1,802 | \$18.04 | 19 | \$17.74 | 157 | \$16.06 | 59 | \$24.58 | 763 | \$18.57 | 256 | \$18.50 |
| June | 1,508 | \$18.81 | 15 | \$19.62 | 126 | \$16.15 | 65 | \$24.90 | 781 | \$18.92 | 243 | \$19.95 |
| July | 1,534 | \$18.85 | 15 | \$21.08 | 140 | \$16.04 | 72 | \$25.10 | 912 | \$18.80 | 278 | \$19.61 |
| August | 1,656 | \$19.19 | 11 | \$23.94 | 118 | \$16.67 | 77 | \$24.68 | 1,019 | \$18.97 | 289 | \$20.56 |
| September | 967 | \$18.94 | 6 | \$20.53 | 63 | \$16.54 | 41 | \$24.18 | 664 | \$18.79 | 158 | \$20.25 |

Note: Averages include both conventional and organic sales. Approximately 80% of Washington sales were reported to United and Associated Marketers Inc.

~Washington Apple and Pear shipments as reported to United & Associated Marketers Inc.

Washington State Tree Fruit Assn.

Apple Price Summary 2020-21

Shipments Reported to United Marketers Inc.

Numbers reported in thousands of 40# boxes

Golden Delicious

| Month | 48 & Larger | | 56 | | 64 | | 72 | | 80 | | 88 | |
|-----------|-------------|---------|-------|---------|-------|---------|-------|---------|-------|---------|-------|---------|
| | Loads | Avg FOB | Loads | Avg FOB | Loads | Avg FOB | Loads | Avg FOB | Loads | Avg FOB | Loads | Avg FOB |
| September | 3 | \$28.86 | 4 | \$26.15 | 7 | \$22.45 | 27 | \$24.37 | 20 | \$24.32 | 30 | \$20.96 |
| October | 3 | \$29.93 | 5 | \$24.94 | 11 | \$23.70 | 39 | \$23.87 | 28 | \$25.70 | 49 | \$20.36 |
| November | 2 | \$33.61 | 3 | \$27.46 | 9 | \$25.91 | 45 | \$24.85 | 33 | \$27.32 | 60 | \$23.96 |
| December | 4 | \$32.04 | 4 | \$28.41 | 9 | \$28.37 | 38 | \$26.49 | 36 | \$29.75 | 54 | \$26.20 |
| January | 4 | \$33.52 | 3 | \$30.13 | 8 | \$29.01 | 38 | \$27.95 | 37 | \$30.45 | 60 | \$27.54 |
| February | 2 | \$34.06 | 3 | \$31.87 | 7 | \$28.83 | 29 | \$28.61 | 34 | \$29.90 | 52 | \$27.65 |
| March | 2 | \$30.82 | 3 | \$28.37 | 9 | \$27.14 | 35 | \$27.53 | 41 | \$28.52 | 56 | \$26.16 |
| April | 4 | \$33.18 | 4 | \$31.90 | 10 | \$27.86 | 35 | \$28.10 | 37 | \$28.21 | 68 | \$25.01 |
| May | 4 | \$34.27 | 6 | \$33.05 | 9 | \$26.83 | 45 | \$27.01 | 43 | \$29.05 | 80 | \$26.23 |
| June | 4 | \$34.11 | 5 | \$32.15 | 10 | \$29.42 | 40 | \$28.82 | 44 | \$29.00 | 72 | \$28.88 |
| July | 4 | \$33.83 | 5 | \$32.96 | 6 | \$31.99 | 36 | \$31.66 | 48 | \$32.28 | 64 | \$33.54 |
| August | 1 | \$37.32 | 1 | \$34.28 | 0 | \$31.59 | 10 | \$35.57 | 10 | \$39.56 | 9 | \$40.41 |
| September | - | N/A | - | N/A | - | N/A | - | N/A | - | N/A | - | N/A |

| Month | 100 | | 113 | | 125 | | 138 | | 150 | | 163 & Smaller | |
|-----------|-------|---------|-------|---------|-------|---------|-------|---------|-------|---------|---------------|---------|
| | Loads | Avg FOB | Loads | Avg FOB | Loads | Avg FOB | Loads | Avg FOB | Loads | Avg FOB | Loads | Avg FOB |
| September | 24 | \$19.64 | 18 | \$16.85 | 11 | \$17.16 | 9 | \$16.82 | - | N/A | 60 | \$15.59 |
| October | 52 | \$18.77 | 33 | \$16.66 | 20 | \$17.10 | 13 | \$16.47 | 0.28 | \$16.18 | 66 | \$16.46 |
| November | 63 | \$21.58 | 38 | \$19.40 | 18 | \$18.26 | 9 | \$17.27 | 0.06 | \$18.95 | 37 | \$17.46 |
| December | 64 | \$22.94 | 40 | \$20.41 | 14 | \$18.58 | 8 | \$18.11 | 2 | \$15.37 | 40 | \$18.65 |
| January | 67 | \$24.49 | 49 | \$20.64 | 29 | \$18.43 | 14 | \$17.37 | 6 | \$14.43 | 47 | \$18.16 |
| February | 61 | \$24.04 | 50 | \$20.44 | 29 | \$18.11 | 19 | \$16.23 | 6 | \$13.75 | 59 | \$16.00 |
| March | 72 | \$23.15 | 44 | \$19.98 | 36 | \$17.58 | 28 | \$16.60 | 6 | \$14.35 | 66 | \$15.48 |
| April | 86 | \$22.62 | 62 | \$19.73 | 43 | \$18.01 | 23 | \$18.59 | 2 | \$17.90 | 52 | \$17.61 |
| May | 93 | \$24.39 | 70 | \$22.03 | 37 | \$19.89 | 19 | \$20.56 | 3 | \$19.30 | 78 | \$21.10 |
| June | 86 | \$26.48 | 60 | \$25.02 | 28 | \$23.38 | 21 | \$22.62 | 4 | \$20.58 | 69 | \$23.65 |
| July | 79 | \$30.86 | 65 | \$29.26 | 32 | \$26.89 | 24 | \$27.70 | 0.01 | \$16.95 | 65 | \$24.99 |
| August | 17 | \$34.47 | 8 | \$32.30 | 6 | \$30.23 | 1 | \$32.96 | - | N/A | 17 | \$27.97 |
| September | 2 | \$35.97 | 0.12 | \$39.12 | - | N/A | - | N/A | - | N/A | 0.37 | \$30.11 |

| Month | All Sizes | | | | | | Euro | | Tray Pack | | Bag | |
|-----------|-----------|---------|-------|---------|-------|---------|-------|---------|-----------|---------|-------|---------|
| | WAXF | | USXF | | FCY | | WAXF | | WAXF | | WAXF | |
| | Loads | Avg FOB | Loads | Avg FOB | Loads | Avg FOB | Loads | Avg FOB | Loads | Avg FOB | Loads | Avg FOB |
| September | 184 | \$20.24 | 16 | \$15.86 | 14 | \$15.08 | 18 | \$26.27 | 100 | \$21.26 | 56 | \$15.54 |
| October | 264 | \$20.71 | 37 | \$15.13 | 19 | \$15.15 | 22 | \$26.95 | 161 | \$20.72 | 59 | \$16.53 |
| November | 276 | \$22.69 | 24 | \$18.47 | 16 | \$20.67 | 21 | \$26.23 | 202 | \$22.71 | 34 | \$17.53 |
| December | 279 | \$24.20 | 23 | \$20.94 | 10 | \$21.38 | 22 | \$27.47 | 192 | \$24.27 | 38 | \$18.82 |
| January | 282 | \$24.86 | 42 | \$20.38 | 33 | \$21.77 | 19 | \$29.22 | 193 | \$25.40 | 43 | \$18.91 |
| February | 292 | \$23.36 | 40 | \$19.52 | 18 | \$20.90 | 14 | \$30.49 | 206 | \$23.90 | 39 | \$17.35 |
| March | 337 | \$22.63 | 48 | \$17.84 | 13 | \$19.35 | 15 | \$28.93 | 233 | \$22.98 | 44 | \$16.69 |
| April | 368 | \$23.17 | 47 | \$17.88 | 13 | \$17.96 | 19 | \$31.77 | 271 | \$23.00 | 39 | \$18.79 |
| May | 412 | \$24.98 | 47 | \$19.17 | 28 | \$20.97 | 21 | \$32.37 | 292 | \$24.98 | 67 | \$21.89 |
| June | 368 | \$27.33 | 39 | \$22.12 | 35 | \$22.25 | 23 | \$31.76 | 255 | \$27.61 | 63 | \$24.11 |
| July | 380 | \$30.53 | 36 | \$25.37 | 16 | \$24.56 | 22 | \$32.48 | 255 | \$31.60 | 55 | \$25.79 |
| August | 70 | \$35.09 | 5 | \$26.97 | 4 | \$25.12 | 7 | \$31.03 | 44 | \$37.93 | 16 | \$28.91 |
| September | 2 | \$35.27 | - | N/A | - | N/A | - | N/A | 2 | \$35.73 | 0.32 | \$32.25 |

Note: Averages include both conventional and organic sales. Approximately 80% of Washington sales were reported to United and Associated Marketers Inc.

-Washington Apple and Pear shipments as reported to United & Associated Marketers Inc.

Washington State Tree Fruit Assn.

Apple Price Summary 2020-21

Shipments Reported to United Marketers Inc.

Numbers reported in thousands of 40# boxes

Granny Smith

| Month | 48 & Larger | | 56 | | 64 | | 72 | | 80 | | 88 | |
|-----------|-------------|---------|-------|---------|-------|---------|-------|---------|-------|---------|-------|---------|
| | Loads | Avg FOB | Loads | Avg FOB | Loads | Avg FOB | Loads | Avg FOB | Loads | Avg FOB | Loads | Avg FOB |
| September | 14 | \$31.34 | 22 | \$28.25 | 26 | \$23.97 | 88 | \$26.48 | 67 | \$25.20 | 80 | \$23.15 |
| October | 43 | \$28.06 | 41 | \$25.21 | 49 | \$21.65 | 145 | \$23.56 | 125 | \$22.92 | 163 | \$21.33 |
| November | 48 | \$27.01 | 51 | \$25.30 | 81 | \$22.26 | 165 | \$24.17 | 141 | \$24.26 | 147 | \$23.65 |
| December | 40 | \$28.04 | 44 | \$25.39 | 66 | \$23.08 | 154 | \$25.26 | 122 | \$26.94 | 146 | \$26.46 |
| January | 42 | \$28.03 | 39 | \$25.92 | 58 | \$23.41 | 158 | \$24.47 | 110 | \$26.79 | 126 | \$26.05 |
| February | 38 | \$30.08 | 34 | \$26.88 | 60 | \$23.77 | 158 | \$24.89 | 118 | \$26.43 | 131 | \$26.10 |
| March | 49 | \$30.24 | 46 | \$26.77 | 69 | \$22.28 | 162 | \$25.24 | 131 | \$26.06 | 145 | \$25.52 |
| April | 48 | \$30.66 | 41 | \$27.80 | 61 | \$21.24 | 167 | \$24.98 | 121 | \$26.47 | 154 | \$24.72 |
| May | 39 | \$31.65 | 40 | \$28.57 | 50 | \$22.94 | 145 | \$25.31 | 135 | \$26.24 | 148 | \$26.74 |
| June | 36 | \$33.28 | 34 | \$28.89 | 62 | \$24.43 | 154 | \$28.66 | 101 | \$28.62 | 123 | \$29.05 |
| July | 38 | \$33.41 | 36 | \$30.03 | 57 | \$27.41 | 135 | \$32.62 | 98 | \$33.03 | 126 | \$32.58 |
| August | 31 | \$39.73 | 32 | \$38.77 | 41 | \$36.52 | 121 | \$38.98 | 80 | \$39.88 | 100 | \$40.92 |
| September | 5 | \$37.78 | 4 | \$41.93 | 6 | \$35.55 | 17 | \$43.15 | 16 | \$39.06 | 22 | \$38.66 |

| Month | 100 | | 113 | | 125 | | 138 | | 150 | | 163 & Smaller | |
|-----------|-------|---------|-------|---------|-------|---------|-------|---------|-------|---------|---------------|---------|
| | Loads | Avg FOB | Loads | Avg FOB | Loads | Avg FOB | Loads | Avg FOB | Loads | Avg FOB | Loads | Avg FOB |
| September | 91 | \$21.77 | 42 | \$19.18 | 30 | \$21.54 | 49 | \$19.00 | 1 | \$15.02 | 238 | \$24.66 |
| October | 177 | \$20.26 | 91 | \$18.98 | 70 | \$22.48 | 51 | \$21.24 | 4 | \$17.24 | 430 | \$22.62 |
| November | 141 | \$22.71 | 72 | \$21.94 | 51 | \$25.60 | 30 | \$25.24 | 1 | \$19.44 | 427 | \$23.06 |
| December | 151 | \$25.62 | 64 | \$24.10 | 35 | \$25.26 | 27 | \$27.51 | 2 | \$20.23 | 366 | \$25.66 |
| January | 138 | \$26.39 | 65 | \$25.58 | 45 | \$26.41 | 31 | \$28.53 | 3 | \$21.93 | 350 | \$27.15 |
| February | 120 | \$27.04 | 54 | \$26.72 | 41 | \$27.86 | 26 | \$29.27 | 2 | \$22.78 | 316 | \$29.21 |
| March | 160 | \$27.25 | 66 | \$26.88 | 60 | \$28.60 | 34 | \$29.55 | 6 | \$25.01 | 340 | \$30.40 |
| April | 159 | \$27.29 | 75 | \$27.24 | 54 | \$28.79 | 36 | \$30.11 | 1 | \$22.80 | 328 | \$30.67 |
| May | 131 | \$29.02 | 57 | \$27.62 | 37 | \$30.54 | 26 | \$32.26 | 2 | \$28.27 | 277 | \$32.94 |
| June | 107 | \$30.85 | 37 | \$30.04 | 31 | \$32.37 | 20 | \$34.60 | 1 | \$30.42 | 224 | \$36.20 |
| July | 107 | \$32.86 | 45 | \$32.51 | 35 | \$33.37 | 23 | \$35.83 | 2 | \$30.65 | 217 | \$37.27 |
| August | 73 | \$39.81 | 27 | \$38.01 | 24 | \$36.47 | 17 | \$38.43 | 0.41 | \$32.10 | 198 | \$42.17 |
| September | 19 | \$38.36 | 11 | \$37.88 | 5 | \$35.35 | 1 | \$29.92 | 0.01 | \$20.00 | 22 | \$41.67 |

| Month | All Sizes | | | | | | Euro | | Tray Pack | | Bag | |
|-----------|-----------|---------|-------|---------|-------|---------|-------|---------|-----------|---------|-------|---------|
| | WAXF | | USXF | | FCY | | WAXF | | WAXF | | WAXF | |
| | Loads | Avg FOB | Loads | Avg FOB | Loads | Avg FOB | Loads | Avg FOB | Loads | Avg FOB | Loads | Avg FOB |
| September | 605 | \$25.49 | 75 | \$17.42 | 71 | \$16.08 | 86 | \$29.64 | 296 | \$23.93 | 216 | \$26.31 |
| October | 1,118 | \$23.69 | 193 | \$16.24 | 76 | \$15.28 | 143 | \$26.45 | 561 | \$22.72 | 390 | \$24.56 |
| November | 1,125 | \$24.79 | 194 | \$17.69 | 37 | \$18.53 | 143 | \$26.56 | 565 | \$24.84 | 394 | \$24.43 |
| December | 1,050 | \$26.68 | 136 | \$19.67 | 32 | \$19.19 | 119 | \$27.24 | 560 | \$27.01 | 345 | \$26.49 |
| January | 963 | \$27.44 | 165 | \$20.27 | 36 | \$21.97 | 129 | \$27.16 | 483 | \$27.63 | 326 | \$28.04 |
| February | 900 | \$28.41 | 127 | \$20.68 | 72 | \$22.99 | 116 | \$29.19 | 474 | \$27.63 | 287 | \$30.21 |
| March | 1,017 | \$28.96 | 172 | \$21.51 | 78 | \$20.75 | 136 | \$29.85 | 535 | \$27.81 | 322 | \$31.35 |
| April | 958 | \$29.55 | 229 | \$20.69 | 57 | \$19.60 | 125 | \$30.18 | 510 | \$28.42 | 305 | \$31.84 |
| May | 801 | \$31.15 | 248 | \$21.99 | 39 | \$21.43 | 107 | \$31.10 | 428 | \$29.69 | 253 | \$34.15 |
| June | 734 | \$33.18 | 162 | \$21.81 | 34 | \$27.39 | 105 | \$34.25 | 394 | \$31.11 | 220 | \$37.20 |
| July | 716 | \$35.51 | 139 | \$25.60 | 65 | \$28.13 | 118 | \$34.75 | 385 | \$34.43 | 209 | \$38.21 |
| August | 593 | \$41.59 | 108 | \$35.10 | 44 | \$30.97 | 120 | \$39.98 | 273 | \$41.69 | 195 | \$42.84 |
| September | 97 | \$41.59 | 21 | \$33.48 | 10 | \$30.66 | 15 | \$45.07 | 62 | \$40.33 | 21 | \$42.88 |

Note: Averages include both conventional and organic sales. Approximately 80% of Washington sales were reported to United and Associated Marketers Inc.

~Washington Apple and Pear shipments as reported to United & Associated Marketers Inc.

Washington State Tree Fruit Assn.

Apple Price Summary 2020-21

Shipments Reported to United Marketers Inc.

Numbers reported in thousands of 40# boxes

Fuji

| Month | 48 & Larger | | 56 | | 64 | | 72 | | 80 | | 88 | |
|-----------|-------------|---------|-------|---------|-------|---------|-------|---------|-------|---------|-------|---------|
| | Loads | Avg FOB | Loads | Avg FOB | Loads | Avg FOB | Loads | Avg FOB | Loads | Avg FOB | Loads | Avg FOB |
| September | 27 | \$31.60 | 27 | \$29.64 | 32 | \$25.67 | 68 | \$29.27 | 62 | \$27.92 | 50 | \$26.73 |
| October | 67 | \$26.65 | 101 | \$26.24 | 122 | \$25.86 | 196 | \$26.80 | 191 | \$27.08 | 120 | \$23.20 |
| November | 63 | \$25.47 | 72 | \$26.21 | 108 | \$26.28 | 192 | \$26.92 | 146 | \$27.13 | 98 | \$23.63 |
| December | 54 | \$25.86 | 96 | \$24.46 | 116 | \$24.99 | 213 | \$26.56 | 164 | \$25.74 | 144 | \$23.53 |
| January | 60 | \$25.34 | 86 | \$24.37 | 115 | \$24.37 | 211 | \$26.03 | 160 | \$25.85 | 133 | \$23.67 |
| February | 51 | \$25.87 | 70 | \$24.21 | 101 | \$22.91 | 175 | \$24.93 | 147 | \$25.49 | 130 | \$21.92 |
| March | 56 | \$26.42 | 65 | \$23.17 | 101 | \$22.63 | 184 | \$24.30 | 171 | \$25.81 | 117 | \$21.20 |
| April | 68 | \$25.22 | 60 | \$22.07 | 84 | \$20.54 | 166 | \$23.73 | 159 | \$26.44 | 117 | \$20.06 |
| May | 61 | \$26.15 | 67 | \$21.37 | 83 | \$19.82 | 162 | \$23.17 | 151 | \$23.94 | 111 | \$20.03 |
| June | 60 | \$27.17 | 66 | \$22.35 | 88 | \$19.74 | 167 | \$22.74 | 122 | \$22.75 | 93 | \$21.11 |
| July | 65 | \$25.11 | 62 | \$22.40 | 91 | \$19.24 | 141 | \$22.24 | 121 | \$22.96 | 94 | \$20.30 |
| August | 53 | \$27.45 | 71 | \$22.23 | 84 | \$20.02 | 143 | \$21.38 | 117 | \$22.86 | 84 | \$20.06 |
| September | 21 | \$28.46 | 15 | \$22.60 | 16 | \$18.61 | 25 | \$21.25 | 26 | \$21.55 | 18 | \$19.42 |

| Month | 100 | | 113 | | 125 | | 138 | | 150 | | 163 & Smaller | |
|-----------|-------|---------|-------|---------|-------|---------|-------|---------|-------|---------|---------------|---------|
| | Loads | Avg FOB | Loads | Avg FOB | Loads | Avg FOB | Loads | Avg FOB | Loads | Avg FOB | Loads | Avg FOB |
| September | 38 | \$26.51 | 10 | \$16.91 | 33 | \$28.56 | 9 | \$26.29 | 0.4 | \$14.00 | 182 | \$28.09 |
| October | 88 | \$21.46 | 30 | \$19.91 | 58 | \$26.86 | 19 | \$22.32 | 1 | \$14.78 | 334 | \$23.08 |
| November | 78 | \$22.37 | 31 | \$19.49 | 58 | \$27.62 | 14 | \$22.19 | 2 | \$19.60 | 255 | \$23.15 |
| December | 121 | \$23.09 | 55 | \$20.86 | 69 | \$26.72 | 20 | \$20.33 | 3 | \$16.09 | 285 | \$24.31 |
| January | 120 | \$23.27 | 50 | \$19.61 | 94 | \$26.79 | 24 | \$19.63 | 3 | \$17.29 | 326 | \$23.59 |
| February | 95 | \$20.51 | 56 | \$18.10 | 89 | \$24.69 | 35 | \$18.79 | 20 | \$16.97 | 335 | \$22.33 |
| March | 102 | \$20.09 | 56 | \$16.40 | 104 | \$25.33 | 30 | \$19.11 | 2 | \$14.58 | 360 | \$22.36 |
| April | 99 | \$18.90 | 37 | \$15.91 | 81 | \$26.00 | 25 | \$18.82 | 1 | \$11.00 | 391 | \$22.37 |
| May | 90 | \$18.44 | 35 | \$18.37 | 90 | \$27.34 | 20 | \$20.04 | 0.1 | \$14.02 | 361 | \$23.62 |
| June | 63 | \$18.04 | 34 | \$23.89 | 63 | \$27.06 | 15 | \$20.36 | 0.2 | \$13.15 | 294 | \$25.81 |
| July | 68 | \$17.81 | 36 | \$20.32 | 59 | \$28.53 | 16 | \$22.51 | 1 | \$12.45 | 312 | \$25.39 |
| August | 70 | \$17.81 | 44 | \$21.16 | 65 | \$27.88 | 23 | \$23.01 | 1 | \$13.26 | 275 | \$25.92 |
| September | 18 | \$18.30 | 2 | \$24.45 | 17 | \$33.20 | 2 | \$26.79 | 1 | \$17.01 | 45 | \$26.70 |

| Month | All Sizes | | | | | | Euro | | Tray Pack | | Bag | |
|-----------|-----------|---------|-------|---------|-------|---------|-------|---------|-----------|---------|-------|---------|
| | WAXF | | USXF | | FCY | | WAXF | | WAXF | | WAXF | |
| | Loads | Avg FOB | Loads | Avg FOB | Loads | Avg FOB | Loads | Avg FOB | Loads | Avg FOB | Loads | Avg FOB |
| September | 479 | \$28.95 | 18 | \$21.28 | 41 | \$18.30 | 55 | \$33.26 | 218 | \$27.34 | 183 | \$30.17 |
| October | 1,144 | \$25.85 | 32 | \$18.79 | 153 | \$18.76 | 108 | \$26.45 | 394 | \$24.33 | 331 | \$25.13 |
| November | 990 | \$25.89 | 27 | \$20.30 | 100 | \$17.97 | 103 | \$26.15 | 328 | \$24.37 | 269 | \$25.13 |
| December | 1,171 | \$25.72 | 30 | \$19.75 | 138 | \$16.96 | 90 | \$26.62 | 431 | \$24.15 | 307 | \$26.24 |
| January | 1,214 | \$25.47 | 39 | \$19.77 | 131 | \$15.71 | 109 | \$26.11 | 456 | \$23.50 | 346 | \$26.21 |
| February | 1,129 | \$23.99 | 38 | \$19.79 | 135 | \$15.15 | 88 | \$26.26 | 410 | \$22.80 | 312 | \$25.23 |
| March | 1,176 | \$24.01 | 40 | \$19.62 | 131 | \$14.05 | 102 | \$26.46 | 492 | \$21.72 | 346 | \$25.72 |
| April | 1,170 | \$23.21 | 41 | \$19.84 | 79 | \$14.22 | 118 | \$26.52 | 565 | \$20.38 | 372 | \$24.91 |
| May | 1,085 | \$23.70 | 37 | \$19.72 | 109 | \$13.86 | 102 | \$26.70 | 542 | \$20.47 | 362 | \$26.47 |
| June | 972 | \$24.14 | 27 | \$19.61 | 67 | \$14.33 | 98 | \$27.99 | 465 | \$20.75 | 323 | \$27.57 |
| July | 952 | \$24.03 | 24 | \$19.36 | 88 | \$12.85 | 108 | \$26.75 | 464 | \$20.71 | 339 | \$27.26 |
| August | 951 | \$23.73 | 22 | \$20.53 | 56 | \$13.47 | 90 | \$28.53 | 523 | \$20.29 | 305 | \$28.07 |
| September | 194 | \$24.24 | 5 | \$16.50 | 7 | \$16.35 | 27 | \$29.13 | 108 | \$20.01 | 58 | \$29.92 |

Note: Averages include both conventional and organic sales. Approximately 80% of Washington sales were reported to United and Associated Marketers Inc.

~Washington Apple and Pear shipments as reported to United & Associated Marketers Inc.

Washington State Tree Fruit Assn.

Apple Price Summary 2020-21

Shipments Reported to United Marketers Inc.

Numbers reported in thousands of 40# boxes

Gala

| Month | 48 & Larger | | 56 | | 64 | | 72 | | 80 | | 88 | |
|-----------|-------------|---------|-------|---------|-------|---------|-------|---------|-------|---------|-------|---------|
| | Loads | Avg FOB | Loads | Avg FOB | Loads | Avg FOB | Loads | Avg FOB | Loads | Avg FOB | Loads | Avg FOB |
| September | 38 | \$29.78 | 47 | \$28.68 | 43 | \$25.85 | 164 | \$27.53 | 116 | \$26.16 | 182 | \$23.54 |
| October | 40 | \$27.51 | 56 | \$26.54 | 41 | \$24.75 | 179 | \$24.47 | 128 | \$25.84 | 159 | \$21.75 |
| November | 32 | \$27.69 | 41 | \$26.94 | 38 | \$25.64 | 164 | \$25.03 | 120 | \$27.28 | 144 | \$24.52 |
| December | 28 | \$28.62 | 42 | \$27.51 | 35 | \$26.73 | 180 | \$26.14 | 120 | \$28.78 | 165 | \$26.41 |
| January | 30 | \$28.82 | 43 | \$28.21 | 30 | \$27.88 | 185 | \$26.52 | 126 | \$29.60 | 152 | \$27.33 |
| February | 24 | \$30.03 | 32 | \$29.83 | 27 | \$28.38 | 177 | \$28.01 | 120 | \$30.31 | 149 | \$27.18 |
| March | 27 | \$30.70 | 44 | \$30.76 | 30 | \$28.33 | 200 | \$28.24 | 143 | \$30.06 | 158 | \$26.97 |
| April | 28 | \$30.70 | 40 | \$30.80 | 33 | \$29.48 | 221 | \$28.06 | 130 | \$29.47 | 187 | \$26.39 |
| May | 25 | \$32.56 | 32 | \$31.82 | 27 | \$30.00 | 191 | \$29.31 | 123 | \$30.30 | 161 | \$27.80 |
| June | 22 | \$35.88 | 39 | \$34.01 | 23 | \$32.20 | 184 | \$31.58 | 120 | \$32.44 | 154 | \$30.68 |
| July | 13 | \$35.59 | 26 | \$35.45 | 25 | \$34.00 | 208 | \$34.26 | 92 | \$35.48 | 135 | \$35.31 |
| August | 4 | \$37.82 | 10 | \$37.21 | 8 | \$35.87 | 60 | \$34.86 | 33 | \$35.94 | 38 | \$35.92 |
| September | 0.01 | \$38.01 | 1 | \$40.40 | 0.3 | \$31.30 | 3 | \$40.83 | 10 | \$41.14 | 0.3 | \$23.38 |

| Month | 100 | | 113 | | 125 | | 138 | | 150 | | 163 & Smaller | |
|-----------|-------|---------|-------|---------|-------|---------|-------|---------|-------|---------|---------------|---------|
| | Loads | Avg FOB | Loads | Avg FOB | Loads | Avg FOB | Loads | Avg FOB | Loads | Avg FOB | Loads | Avg FOB |
| September | 293 | \$19.71 | 161 | \$18.42 | 226 | \$20.08 | 230 | \$22.37 | 28 | \$16.07 | 939 | \$24.06 |
| October | 315 | \$19.80 | 210 | \$18.81 | 178 | \$20.47 | 199 | \$23.50 | 46 | \$15.88 | 825 | \$22.28 |
| November | 254 | \$22.26 | 173 | \$21.33 | 127 | \$22.62 | 155 | \$25.62 | 49 | \$17.47 | 745 | \$23.06 |
| December | 288 | \$23.94 | 200 | \$22.70 | 162 | \$23.70 | 151 | \$26.73 | 46 | \$18.30 | 837 | \$24.10 |
| January | 259 | \$25.21 | 179 | \$22.76 | 162 | \$23.68 | 157 | \$28.08 | 44 | \$18.78 | 879 | \$24.53 |
| February | 245 | \$24.56 | 165 | \$22.22 | 132 | \$22.99 | 136 | \$27.43 | 45 | \$19.31 | 775 | \$25.45 |
| March | 272 | \$23.68 | 192 | \$22.69 | 138 | \$22.58 | 166 | \$28.51 | 42 | \$19.34 | 942 | \$25.83 |
| April | 319 | \$23.23 | 186 | \$21.97 | 167 | \$21.61 | 159 | \$27.04 | 30 | \$18.60 | 1,034 | \$25.84 |
| May | 240 | \$23.53 | 154 | \$23.18 | 124 | \$23.78 | 136 | \$28.62 | 23 | \$19.72 | 875 | \$27.18 |
| June | 230 | \$25.85 | 139 | \$23.86 | 122 | \$25.07 | 107 | \$29.17 | 21 | \$20.98 | 899 | \$29.01 |
| July | 174 | \$30.75 | 106 | \$28.96 | 74 | \$28.53 | 97 | \$33.69 | 12 | \$20.93 | 796 | \$30.83 |
| August | 69 | \$32.48 | 68 | \$33.64 | 34 | \$30.44 | 32 | \$33.38 | 4 | \$20.98 | 294 | \$29.97 |
| September | 3 | \$28.02 | 4 | \$34.22 | 1 | \$22.76 | 1 | \$20.95 | 0.3 | \$18.46 | 12 | \$27.44 |

| Month | All Sizes | | | | | | Euro | | Tray Pack | | Bag | |
|-----------|-----------|---------|-------|---------|-------|---------|-------|---------|-----------|---------|-------|---------|
| | WAXF | | USXF | | FCY | | WAXF | | WAXF | | WAXF | |
| | Loads | Avg FOB | Loads | Avg FOB | Loads | Avg FOB | Loads | Avg FOB | Loads | Avg FOB | Loads | Avg FOB |
| September | 2,218 | \$23.60 | 115 | \$21.15 | 132 | \$15.67 | 199 | \$28.92 | 764 | \$20.69 | 945 | \$25.75 |
| October | 2,222 | \$22.34 | 97 | \$18.44 | 56 | \$16.33 | 207 | \$25.72 | 860 | \$19.98 | 796 | \$24.78 |
| November | 1,911 | \$23.86 | 78 | \$19.79 | 52 | \$17.98 | 172 | \$25.71 | 689 | \$22.70 | 685 | \$25.55 |
| December | 2,101 | \$25.07 | 87 | \$20.91 | 66 | \$18.77 | 182 | \$26.35 | 760 | \$24.43 | 770 | \$26.58 |
| January | 2,085 | \$25.76 | 95 | \$21.46 | 65 | \$18.16 | 193 | \$26.81 | 754 | \$24.98 | 813 | \$27.17 |
| February | 1,886 | \$26.13 | 74 | \$22.19 | 67 | \$17.85 | 165 | \$28.80 | 748 | \$24.98 | 707 | \$28.08 |
| March | 2,155 | \$26.46 | 109 | \$22.27 | 91 | \$17.75 | 196 | \$29.06 | 815 | \$24.51 | 854 | \$28.43 |
| April | 2,357 | \$25.87 | 103 | \$23.27 | 74 | \$18.25 | 216 | \$29.21 | 940 | \$23.68 | 957 | \$27.70 |
| May | 1,950 | \$27.22 | 116 | \$24.04 | 46 | \$19.41 | 189 | \$30.20 | 759 | \$25.58 | 820 | \$28.94 |
| June | 1,896 | \$29.08 | 106 | \$26.13 | 59 | \$23.19 | 193 | \$32.68 | 729 | \$27.64 | 857 | \$30.21 |
| July | 1,640 | \$32.17 | 73 | \$29.06 | 45 | \$24.79 | 196 | \$34.62 | 618 | \$31.91 | 772 | \$32.26 |
| August | 616 | \$32.28 | 22 | \$28.88 | 15 | \$28.92 | 52 | \$35.19 | 257 | \$33.58 | 288 | \$31.37 |
| September | 36 | \$33.22 | 0.03 | \$17.78 | 0.2 | \$16.29 | 1 | \$38.25 | 22 | \$36.66 | 12 | \$28.11 |

Note: Averages include both conventional and organic sales. Approximately 80% of Washington sales were reported to United and Associated Marketers Inc.

~Washington Apple and Pear shipments as reported to United & Associated Marketers Inc.

Washington State Tree Fruit Assn.

Apple Price Summary 2020-21

Shipments Reported to United Marketers Inc.

Numbers reported in thousands of 40# boxes

Cripps Pink

| Month | 48 & Larger | | 56 | | 64 | | 72 | | 80 | | 88 | |
|-----------|-------------|---------|-------|---------|-------|---------|-------|---------|-------|---------|-------|---------|
| | Loads | Avg FOB | Loads | Avg FOB | Loads | Avg FOB | Loads | Avg FOB | Loads | Avg FOB | Loads | Avg FOB |
| September | 0.04 | \$30.52 | 0.3 | \$39.79 | 2 | \$32.01 | 4 | \$34.41 | 1 | \$30.93 | 2 | \$36.00 |
| October | 2 | \$38.46 | 5 | \$42.39 | 1 | \$34.85 | 23 | \$36.87 | 14 | \$37.09 | 27 | \$37.31 |
| November | 5 | \$34.77 | 7 | \$32.73 | 9 | \$35.81 | 43 | \$31.60 | 28 | \$34.92 | 40 | \$35.55 |
| December | 5 | \$34.73 | 7 | \$31.43 | 10 | \$35.47 | 40 | \$30.66 | 43 | \$34.83 | 43 | \$35.08 |
| January | 6 | \$33.86 | 10 | \$31.54 | 16 | \$32.08 | 43 | \$29.95 | 58 | \$34.65 | 58 | \$32.47 |
| February | 4 | \$32.86 | 5 | \$31.56 | 14 | \$30.63 | 46 | \$29.34 | 46 | \$31.88 | 68 | \$27.76 |
| March | 7 | \$32.65 | 7 | \$30.93 | 12 | \$31.02 | 51 | \$28.99 | 60 | \$30.28 | 64 | \$27.43 |
| April | 14 | \$31.03 | 14 | \$30.13 | 17 | \$27.84 | 58 | \$27.08 | 66 | \$28.83 | 77 | \$25.14 |
| May | 7 | \$30.38 | 14 | \$28.72 | 19 | \$26.84 | 61 | \$28.05 | 49 | \$27.00 | 74 | \$25.35 |
| June | 6 | \$31.14 | 11 | \$29.42 | 10 | \$26.45 | 57 | \$28.24 | 60 | \$27.14 | 60 | \$24.36 |
| July | 9 | \$30.31 | 10 | \$28.64 | 9 | \$23.78 | 46 | \$28.78 | 45 | \$26.54 | 72 | \$24.99 |
| August | 7 | \$30.61 | 8 | \$29.66 | 9 | \$25.89 | 51 | \$29.10 | 50 | \$28.90 | 69 | \$25.02 |
| September | 5 | \$30.91 | 7 | \$30.07 | 5 | \$25.72 | 31 | \$29.67 | 32 | \$28.71 | 40 | \$26.77 |

| Month | 100 | | 113 | | 125 | | 138 | | 150 | | 163 & Smaller | |
|-----------|-------|---------|-------|---------|-------|---------|-------|---------|-------|---------|---------------|---------|
| | Loads | Avg FOB | Loads | Avg FOB | Loads | Avg FOB | Loads | Avg FOB | Loads | Avg FOB | Loads | Avg FOB |
| September | 4 | \$25.09 | 1 | \$20.57 | 0.3 | \$17.97 | 0.3 | \$35.13 | - | N/A | 8 | \$29.96 |
| October | 24 | \$28.08 | 8 | \$26.45 | 3 | \$17.49 | 3 | \$36.82 | - | N/A | 61 | \$25.90 |
| November | 32 | \$29.92 | 11 | \$26.85 | 6 | \$24.31 | 5 | \$36.90 | 0.24 | \$22.70 | 124 | \$29.63 |
| December | 37 | \$31.58 | 16 | \$26.04 | 7 | \$21.09 | 5 | \$33.97 | 0.01 | \$19.10 | 140 | \$30.25 |
| January | 66 | \$29.68 | 22 | \$24.34 | 14 | \$21.30 | 9 | \$28.28 | 0.21 | \$35.08 | 196 | \$29.19 |
| February | 78 | \$26.03 | 27 | \$25.03 | 15 | \$20.60 | 11 | \$26.94 | 2 | \$23.38 | 188 | \$29.49 |
| March | 86 | \$23.35 | 37 | \$21.49 | 27 | \$19.02 | 16 | \$25.34 | 1 | \$27.84 | 199 | \$27.83 |
| April | 83 | \$21.55 | 45 | \$19.80 | 20 | \$18.95 | 17 | \$25.09 | 1 | \$17.92 | 240 | \$26.72 |
| May | 83 | \$21.86 | 40 | \$21.06 | 16 | \$17.64 | 14 | \$23.83 | 0.46 | \$14.04 | 216 | \$27.45 |
| June | 69 | \$21.22 | 35 | \$19.69 | 13 | \$17.98 | 11 | \$27.02 | 1 | \$16.00 | 205 | \$28.46 |
| July | 75 | \$22.44 | 31 | \$21.11 | 16 | \$19.28 | 16 | \$24.63 | 3 | \$15.99 | 197 | \$27.13 |
| August | 68 | \$22.29 | 35 | \$21.15 | 13 | \$18.29 | 11 | \$26.82 | - | N/A | 173 | \$28.58 |
| September | 23 | \$23.12 | 9 | \$24.56 | 3 | \$20.16 | 2 | \$29.25 | 0.20 | \$15.81 | 83 | \$27.95 |

| Month | All Sizes | | | | | | Euro | | Tray Pack | | Bag | |
|-----------|-----------|---------|-------|---------|-------|---------|-------|---------|-----------|---------|-------|---------|
| | WAXF | | USXF | | FCY | | WAXF | | WAXF | | WAXF | |
| | Loads | Avg FOB | Loads | Avg FOB | Loads | Avg FOB | Loads | Avg FOB | Loads | Avg FOB | Loads | Avg FOB |
| September | 21 | \$30.78 | 2 | \$20.30 | - | N/A | 3 | \$35.61 | 11 | \$29.79 | 7 | \$30.58 |
| October | 143 | \$33.34 | 12 | \$24.07 | 16 | \$17.05 | 23 | \$37.16 | 78 | \$33.75 | 41 | \$30.35 |
| November | 282 | \$32.36 | 19 | \$22.68 | 8 | \$19.84 | 31 | \$30.24 | 135 | \$34.41 | 111 | \$31.17 |
| December | 321 | \$32.23 | 25 | \$24.24 | 6 | \$21.34 | 25 | \$29.30 | 144 | \$33.44 | 125 | \$30.87 |
| January | 434 | \$30.96 | 52 | \$24.71 | 12 | \$21.80 | 35 | \$29.57 | 202 | \$30.34 | 153 | \$30.14 |
| February | 446 | \$29.09 | 45 | \$23.92 | 14 | \$21.61 | 32 | \$30.34 | 242 | \$27.32 | 152 | \$30.35 |
| March | 508 | \$27.62 | 43 | \$20.13 | 16 | \$16.32 | 41 | \$30.09 | 260 | \$25.22 | 170 | \$29.29 |
| April | 597 | \$26.16 | 38 | \$20.19 | 18 | \$16.53 | 54 | \$29.80 | 307 | \$23.87 | 208 | \$28.11 |
| May | 530 | \$26.50 | 39 | \$21.05 | 23 | \$14.72 | 48 | \$28.85 | 289 | \$24.40 | 184 | \$29.13 |
| June | 497 | \$26.51 | 36 | \$20.92 | 4 | \$14.11 | 43 | \$30.75 | 241 | \$23.79 | 193 | \$28.83 |
| July | 497 | \$25.85 | 22 | \$23.43 | 11 | \$16.25 | 42 | \$30.10 | 263 | \$23.69 | 182 | \$27.90 |
| August | 458 | \$26.71 | 26 | \$24.15 | 9 | \$21.17 | 38 | \$30.15 | 251 | \$24.66 | 156 | \$29.21 |
| September | 232 | \$27.51 | 6 | \$26.25 | 2 | \$23.25 | 28 | \$30.20 | 119 | \$26.38 | 77 | \$28.28 |

Note: Averages include both conventional and organic sales. Approximately 80% of Washington sales were reported to United and Associated Marketers Inc.

~Washington Apple and Pear shipments as reported to United & Associated Marketers Inc.

Washington State Tree Fruit Assn.

Apple Price Summary 2020-21

Shipments Reported to United Marketers Inc.

Numbers reported in thousands of 40# boxes

Honeycrisp

| Month | 48 & Larger | | 56 | | 64 | | 72 | | 80 | | 88 | |
|-----------|-------------|---------|-------|---------|-------|---------|-------|---------|-------|---------|-------|---------|
| | Loads | Avg FOB | Loads | Avg FOB | Loads | Avg FOB | Loads | Avg FOB | Loads | Avg FOB | Loads | Avg FOB |
| August | 75 | \$79.25 | 110 | \$65.15 | 39 | \$75.08 | 181 | \$64.90 | 81 | \$75.25 | 89 | \$61.99 |
| September | 113 | \$62.08 | 161 | \$53.65 | 103 | \$53.29 | 245 | \$52.61 | 130 | \$58.12 | 94 | \$48.97 |
| October | 111 | \$46.83 | 164 | \$41.85 | 120 | \$41.19 | 263 | \$42.70 | 142 | \$45.42 | 104 | \$36.52 |
| November | 93 | \$48.28 | 134 | \$41.17 | 84 | \$40.27 | 203 | \$42.09 | 126 | \$45.25 | 88 | \$35.41 |
| December | 90 | \$48.39 | 153 | \$43.76 | 87 | \$45.54 | 190 | \$44.32 | 108 | \$48.25 | 102 | \$39.83 |
| January | 117 | \$51.05 | 141 | \$48.23 | 89 | \$48.46 | 195 | \$47.41 | 152 | \$51.24 | 80 | \$42.28 |
| February | 93 | \$54.97 | 118 | \$54.51 | 74 | \$52.21 | 154 | \$53.98 | 120 | \$52.70 | 85 | \$50.93 |
| March | 125 | \$54.95 | 152 | \$54.30 | 88 | \$49.93 | 190 | \$54.27 | 154 | \$52.84 | 100 | \$50.75 |
| April | 150 | \$59.00 | 132 | \$54.95 | 90 | \$50.68 | 189 | \$54.37 | 178 | \$54.72 | 102 | \$51.82 |
| May | 135 | \$60.71 | 115 | \$57.43 | 66 | \$49.68 | 147 | \$58.78 | 134 | \$56.27 | 91 | \$52.92 |
| June | 110 | \$61.04 | 110 | \$64.01 | 59 | \$50.29 | 128 | \$63.87 | 114 | \$58.23 | 86 | \$58.89 |
| July | 83 | \$64.05 | 93 | \$64.50 | 47 | \$50.47 | 116 | \$65.64 | 85 | \$57.52 | 71 | \$57.91 |
| August | 30 | \$58.31 | 33 | \$52.68 | 21 | \$49.55 | 39 | \$54.74 | 36 | \$51.55 | 30 | \$49.79 |

| Month | 100 | | 113 | | 125 | | 138 | | 150 | | 163 & Smaller | |
|-----------|-------|---------|-------|---------|-------|---------|-------|---------|-------|---------|---------------|---------|
| | Loads | Avg FOB | Loads | Avg FOB | Loads | Avg FOB | Loads | Avg FOB | Loads | Avg FOB | Loads | Avg FOB |
| August | 22 | \$64.91 | 14 | \$79.98 | 15 | \$84.76 | 9 | \$57.26 | - | N/A | 122 | \$76.40 |
| September | 52 | \$50.94 | 12 | \$50.47 | 29 | \$74.82 | 8 | \$48.06 | 0.15 | \$25.96 | 243 | \$56.04 |
| October | 43 | \$39.66 | 4 | \$39.81 | 50 | \$62.72 | 7 | \$65.65 | - | N/A | 235 | \$46.63 |
| November | 43 | \$38.97 | 5 | \$26.91 | 82 | \$61.57 | 25 | \$59.06 | 0.14 | \$37.07 | 237 | \$44.99 |
| December | 64 | \$42.23 | 12 | \$24.66 | 57 | \$59.84 | 18 | \$56.82 | - | N/A | 235 | \$44.69 |
| January | 69 | \$40.21 | 17 | \$22.21 | 45 | \$57.05 | 31 | \$55.15 | 0.06 | \$42.48 | 255 | \$45.10 |
| February | 46 | \$39.66 | 16 | \$30.23 | 32 | \$55.52 | 24 | \$57.69 | - | N/A | 241 | \$48.58 |
| March | 59 | \$41.94 | 20 | \$26.49 | 53 | \$59.70 | 19 | \$52.13 | 0.01 | \$34.85 | 325 | \$48.64 |
| April | 51 | \$42.61 | 13 | \$25.67 | 43 | \$64.23 | 10 | \$46.90 | - | N/A | 341 | \$49.05 |
| May | 45 | \$44.73 | 12 | \$32.10 | 36 | \$66.53 | 14 | \$60.48 | 0.06 | \$15.54 | 307 | \$53.95 |
| June | 32 | \$47.82 | 8 | \$45.20 | 17 | \$60.00 | 31 | \$62.25 | - | N/A | 257 | \$59.86 |
| July | 24 | \$43.10 | 12 | \$51.21 | 18 | \$67.62 | 16 | \$66.99 | - | N/A | 237 | \$61.51 |
| August | 15 | \$41.53 | 3 | \$45.54 | 8 | \$62.09 | 12 | \$71.75 | - | N/A | 67 | \$55.95 |

| Month | All Sizes | | | | | | Euro | | Tray Pack | | Bag | |
|-----------|-----------|---------|-------|---------|-------|---------|-------|---------|-----------|---------|-------|---------|
| | WAXF | | USXF | | FCY | | WAXF | | WAXF | | WAXF | |
| | Loads | Avg FOB | Loads | Avg FOB | Loads | Avg FOB | Loads | Avg FOB | Loads | Avg FOB | Loads | Avg FOB |
| August | 723 | \$70.54 | 7 | \$59.59 | 26 | \$59.88 | 333 | \$65.73 | 200 | \$73.49 | 149 | \$77.67 |
| September | 1,139 | \$56.00 | 24 | \$40.21 | 27 | \$32.04 | 376 | \$56.54 | 412 | \$52.26 | 262 | \$59.88 |
| October | 1,170 | \$45.08 | 35 | \$33.44 | 37 | \$25.21 | 382 | \$43.47 | 409 | \$40.13 | 264 | \$51.60 |
| November | 1,026 | \$46.20 | 43 | \$29.63 | 51 | \$21.00 | 329 | \$44.99 | 310 | \$39.70 | 302 | \$52.75 |
| December | 1,029 | \$47.17 | 57 | \$26.11 | 32 | \$22.00 | 312 | \$45.24 | 366 | \$44.36 | 262 | \$51.92 |
| January | 1,095 | \$49.30 | 60 | \$24.83 | 36 | \$26.32 | 347 | \$50.06 | 363 | \$45.62 | 287 | \$50.59 |
| February | 937 | \$52.96 | 45 | \$29.41 | 21 | \$29.75 | 281 | \$58.26 | 310 | \$47.48 | 262 | \$52.87 |
| March | 1,210 | \$52.63 | 48 | \$32.03 | 26 | \$28.14 | 351 | \$58.74 | 398 | \$46.32 | 342 | \$53.32 |
| April | 1,218 | \$54.19 | 47 | \$32.85 | 32 | \$25.24 | 381 | \$61.56 | 396 | \$47.90 | 344 | \$53.31 |
| May | 1,031 | \$57.29 | 49 | \$35.24 | 23 | \$23.10 | 308 | \$65.08 | 347 | \$49.42 | 320 | \$57.82 |
| June | 903 | \$61.18 | 35 | \$33.72 | 13 | \$26.79 | 269 | \$71.92 | 316 | \$50.83 | 282 | \$62.17 |
| July | 765 | \$62.28 | 24 | \$33.59 | 13 | \$28.18 | 232 | \$74.34 | 262 | \$50.76 | 262 | \$63.12 |
| August | 285 | \$54.93 | 6 | \$21.96 | 3 | \$30.13 | 64 | \$61.71 | 130 | \$48.51 | 82 | \$60.06 |

Note: Averages include both conventional and organic sales. Approximately 80% of Washington sales were reported to United and Associated Marketers Inc.

-Washington Apple and Pear shipments as reported to United & Associated Marketers Inc.

Washington State Tree Fruit Assn.

Apple Price Summary 2020-21

Shipments Reported to United Marketers Inc.

Numbers reported in thousands of 40# boxes

| Month | Braeburn | | | | | | WA38 | | | | | |
|-----------|----------|---------|-------|---------|-------|---------|-------|---------|-------|----------|-------|----------|
| | WAXF | | USXF | | FCY | | WAXF | | USXF | | FCY | |
| | Loads | Avg FOB | Loads | Avg FOB | Loads | Avg FOB | Loads | Avg FOB | Loads | Avg FOB | Loads | Avg FOB |
| September | 2 | \$28.88 | 0.2 | \$18.30 | - | N/A | - | N/A | - | N/A | - | N/A |
| October | 31 | \$22.70 | 2 | \$16.14 | - | N/A | - | N/A | - | N/A | - | N/A |
| November | 29 | \$21.25 | 1 | \$16.14 | - | N/A | 125 | \$74.22 | 1 | \$ 63.65 | 4 | \$ 65.01 |
| December | 37 | \$20.24 | 3 | \$16.09 | - | N/A | 122 | \$72.73 | 1 | \$ 59.88 | 8 | \$52.50 |
| January | 29 | \$20.32 | 1 | \$16.48 | - | N/A | 115 | \$62.40 | 2 | \$41.13 | 19 | \$34.57 |
| February | 29 | \$19.66 | 1 | \$15.18 | - | N/A | 110 | \$51.42 | 4 | \$38.74 | 19 | \$ 30.13 |
| March | 33 | \$17.69 | 0.5 | \$12.92 | - | N/A | 155 | \$44.02 | 5 | \$38.50 | 20 | \$ 24.24 |
| April | 36 | \$16.19 | 1 | \$13.87 | - | N/A | 156 | \$43.14 | 4 | \$ 35.96 | 30 | \$ 21.51 |
| May | 28 | \$16.82 | 0.4 | \$14.31 | - | N/A | 133 | \$42.29 | 0 | \$ 35.60 | 19 | \$ 20.84 |
| June | 14 | \$17.53 | 0.1 | \$14.00 | - | N/A | 71 | \$45.51 | 2 | \$ 21.19 | 12 | \$ 20.44 |
| July | 20 | \$14.96 | 0.2 | \$14.55 | - | N/A | 25 | \$43.51 | 2 | \$ 21.76 | 4 | \$ 25.26 |
| August | 15 | \$13.87 | 0.1 | \$14.29 | - | N/A | 3 | \$39.99 | 0 | \$ 21.48 | 1 | \$ 22.15 |

| Month | Ambrosia | | | | | | Other | | | | | |
|-----------|----------|---------|-------|----------|-------|---------|-------|---------|-------|---------|-------|---------|
| | WAXF | | USXF | | FCY | | WAXF | | USXF | | FCY | |
| | Loads | Avg FOB | Loads | Avg FOB | Loads | Avg FOB | Loads | Avg FOB | Loads | Avg FOB | Loads | Avg FOB |
| September | 14 | \$30.87 | - | N/A | - | N/A | 200 | \$40.84 | 17 | \$29.04 | - | N/A |
| October | 38 | \$29.44 | 4 | \$ 29.36 | 1 | \$15.38 | 222 | \$37.67 | 129 | \$37.55 | 1 | \$36.36 |
| November | 33 | \$29.75 | 2 | \$ 34.94 | 0.3 | \$13.84 | 217 | \$35.17 | 196 | \$39.24 | 0.2 | \$15.35 |
| December | 49 | \$28.23 | 1 | \$ 32.48 | 1 | \$15.35 | 177 | \$35.23 | 177 | \$38.33 | 2 | \$21.45 |
| January | 44 | \$28.06 | 0.4 | \$ 32.27 | 3 | \$14.53 | 160 | \$33.33 | 135 | \$37.77 | 3 | \$18.63 |
| February | 39 | \$26.75 | - | N/A | 2 | \$11.76 | 148 | \$34.29 | 108 | \$37.17 | 3 | \$19.35 |
| March | 43 | \$28.51 | - | N/A | 2 | \$11.63 | 155 | \$32.22 | 129 | \$36.85 | 3 | \$16.14 |
| April | 39 | \$28.87 | - | N/A | 1 | \$10.43 | 140 | \$32.49 | 136 | \$37.03 | 6 | \$17.77 |
| May | 37 | \$31.55 | - | N/A | - | N/A | 92 | \$27.99 | 97 | \$37.14 | 4 | \$18.03 |
| June | 31 | \$34.04 | - | N/A | - | N/A | 51 | \$26.14 | 74 | \$40.33 | 1 | \$20.25 |
| July | 17 | \$38.21 | - | N/A | - | N/A | 35 | \$23.66 | 62 | \$42.10 | 0.3 | \$15.14 |
| August | 8 | \$36.58 | - | N/A | - | N/A | 71 | \$39.58 | 29 | \$46.77 | 0.1 | \$17.40 |

Bags All Grades

| | 3 lb | | 5 lb | | 6 & 8 lb | | 10 lb | | Triwalls | |
|------------------|-------|---------|-------|---------|----------|---------|-------|---------|----------|---------|
| | Loads | Avg FOB | Loads | Avg FOB | Loads | Avg FOB | Loads | Avg FOB | Loads | Avg FOB |
| Red Delicious | 2,418 | \$17.01 | 737 | \$22.57 | 1 | \$17.40 | - | N/A | 76 | \$14.29 |
| Golden Delicious | 533 | \$19.11 | 41 | \$26.41 | - | N/A | - | N/A | 11 | \$14.44 |
| Granny Smith | 2,435 | \$29.28 | 607 | \$26.94 | 2 | \$23.51 | - | N/A | 48 | \$11.91 |
| Fuji | 2,673 | \$23.83 | 972 | \$27.59 | 33 | \$38.50 | - | N/A | 167 | \$13.88 |
| Gala | 7,854 | \$26.68 | 1,732 | \$29.30 | 80 | \$30.49 | 36 | \$18.72 | 58 | \$15.48 |
| Cripps Pink | 1,499 | \$27.29 | 143 | \$25.23 | 1 | \$41.94 | - | N/A | 21 | \$13.96 |
| Honeycrisp | 1,917 | \$50.02 | 46 | \$30.13 | 46 | 51.75 | 1 | \$39.74 | 29 | \$17.18 |

Total Bags All Grades and Sizes

| Variety | Loads | Avg FOB | Variety | Loads | Avg FOB |
|------------------|--------|---------|-------------|-------|---------|
| Red Delicious | 3,209 | \$18.35 | Braeburn | 22 | \$15.09 |
| Golden Delicious | 582 | \$19.69 | Ambrosia | 173 | \$54.16 |
| Granny Smith | 3,955 | \$29.75 | Cripps Pink | 196 | \$32.05 |
| Fuji | 4,240 | \$25.76 | Honeycrisp | 2,040 | \$28.83 |
| Gala | 10,782 | \$27.48 | Other Apple | 3,675 | \$55.21 |

Note: Averages include both conventional and organic sales. Approximately 80% of Washington sales were reported to United and Associated Marketers Inc.

~Washington Apple and Pear shipments as reported to United & Associated Marketers Inc.

Washington State Tree Fruit Assn.

Season Average FOB Comparison of Conventional vs. Organic

Total Shipments and % of Crop Total by District

6-Year Comparison -- Average FOB reported in 40# equivalents

| 2020-21 Season | | | |
|------------------|------------|----------|----------|
| Variety | NonOrganic | Organic | All |
| Red Delicious | \$18.01 | \$27.11 | \$18.06 |
| Golden Delicious | \$23.82 | \$31.92 | \$23.93 |
| Granny Smith | \$26.87 | \$34.65 | \$27.60 |
| Fuji | \$21.85 | \$31.69 | \$23.78 |
| Gala | \$24.24 | \$31.78 | \$25.75 |
| Braeburn | \$18.34 | \$26.16 | \$18.61 |
| WA38 | \$50.13 | \$69.92 | \$50.50 |
| Ambrosia | \$27.14 | \$32.53 | \$29.64 |
| Cripps Pink | \$25.43 | \$36.91 | \$27.49 |
| Honeycrisp | \$49.46 | \$64.18 | \$52.35 |
| Other Apple | \$35.21 | \$42.60 | \$36.21 |
| All Varieties | \$ 26.58 | \$ 38.93 | \$ 28.23 |

| 2019-20 Season | | | |
|------------------|------------|----------|----------|
| Variety | NonOrganic | Organic | All |
| Red Delicious | \$14.77 | \$25.37 | \$14.87 |
| Golden Delicious | \$18.26 | \$28.42 | \$18.45 |
| Granny Smith | \$19.86 | \$29.87 | \$20.72 |
| Fuji | \$21.08 | \$30.76 | \$22.87 |
| Gala | \$19.69 | \$29.02 | \$21.25 |
| Braeburn | \$17.64 | \$20.93 | \$17.91 |
| WA38 | \$72.60 | \$83.25 | \$72.82 |
| Ambrosia | \$31.93 | \$32.45 | \$32.19 |
| Cripps Pink | \$25.47 | \$37.59 | \$27.65 |
| Honeycrisp | \$44.44 | \$62.52 | \$47.48 |
| Other Apple | \$30.74 | \$41.05 | \$32.12 |
| All Varieties | \$ 22.03 | \$ 36.01 | \$ 23.67 |

| 2018-19 Season | | | |
|------------------|------------|----------|----------|
| Variety | NonOrganic | Organic | All |
| Red Delicious | \$17.51 | \$26.31 | \$17.65 |
| Golden Delicious | \$27.19 | \$31.51 | \$27.34 |
| Granny Smith | \$27.96 | \$36.59 | \$28.74 |
| Fuji | \$23.90 | \$32.74 | \$25.71 |
| Gala | \$24.00 | \$33.05 | \$25.59 |
| Braeburn | \$19.71 | \$25.44 | \$20.26 |
| Jonagold | \$18.82 | \$25.79 | \$19.13 |
| Ambrosia | \$39.26 | \$39.92 | \$39.56 |
| Cripps Pink | \$30.01 | \$43.91 | \$33.05 |
| Honeycrisp | \$51.12 | \$63.60 | \$53.39 |
| Other Apple | \$34.31 | \$41.43 | \$35.23 |
| All Varieties | \$ 26.08 | \$ 39.21 | \$ 27.70 |

| 2017-18 Season | | | |
|------------------|------------|----------|----------|
| Variety | NonOrganic | Organic | All |
| Red Delicious | \$16.12 | \$25.12 | \$16.28 |
| Golden Delicious | \$22.24 | \$30.23 | \$22.53 |
| Granny Smith | \$21.54 | \$34.90 | \$22.53 |
| Fuji | \$22.53 | \$35.40 | \$24.97 |
| Gala | \$21.07 | \$35.57 | \$23.20 |
| Braeburn | \$20.68 | \$27.03 | \$21.62 |
| Jonagold | \$19.31 | \$28.11 | \$19.62 |
| Cameo | \$33.34 | \$44.94 | \$35.74 |
| Cripps Pink | \$30.18 | \$45.18 | \$32.60 |
| Honeycrisp | \$50.83 | \$62.07 | \$53.18 |
| Other Apple | \$36.54 | \$33.70 | \$36.27 |
| All Varieties | \$ 22.74 | \$ 39.97 | \$ 24.53 |

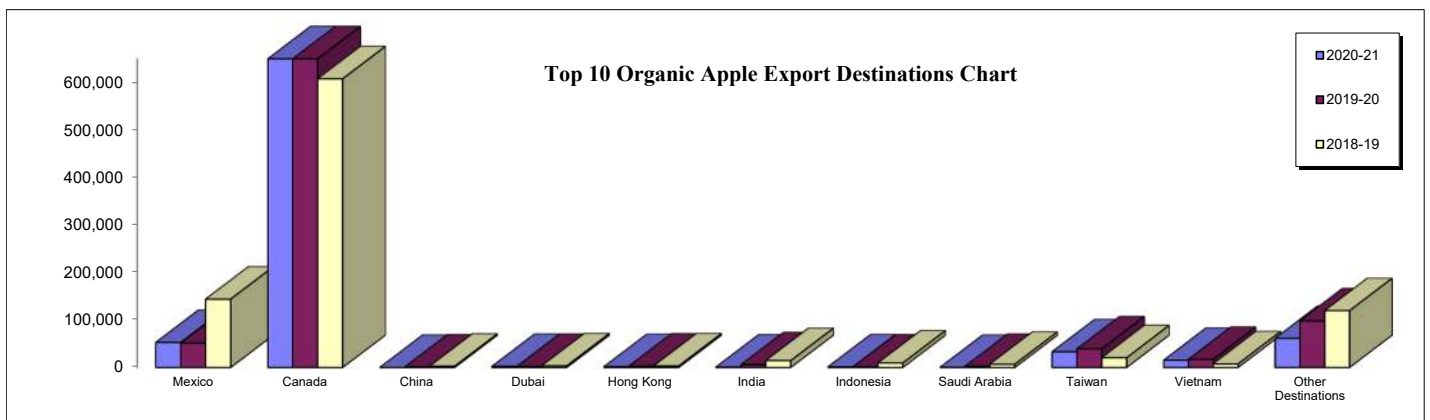
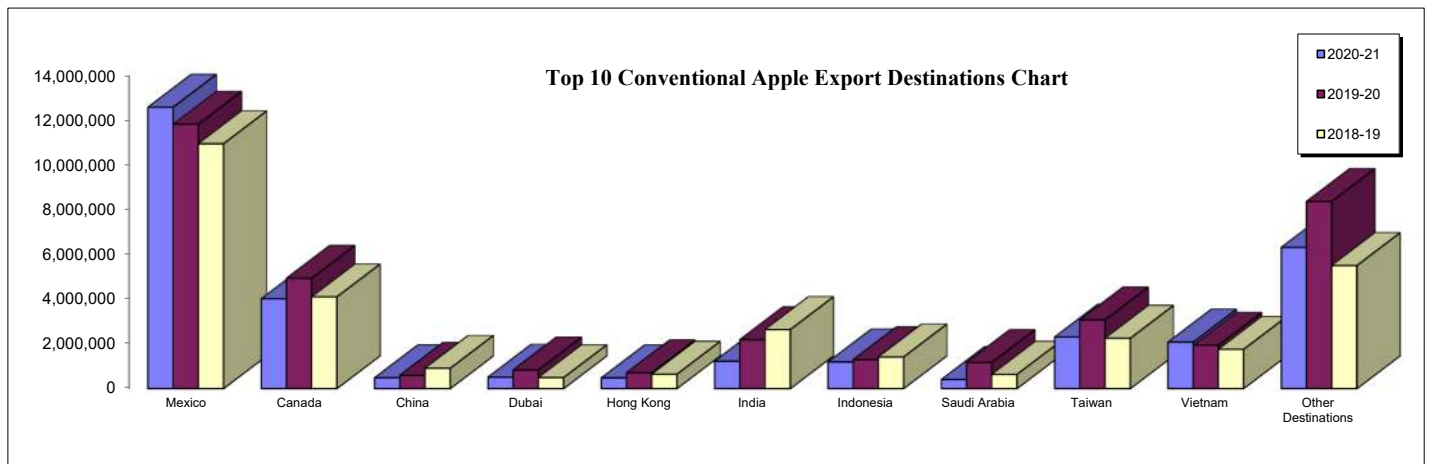
| 2016-17 Season | | | |
|------------------|------------|----------|----------|
| Variety | NonOrganic | Organic | All |
| Red Delicious | \$14.96 | \$28.12 | \$15.25 |
| Golden Delicious | \$23.74 | \$33.74 | \$24.22 |
| Granny Smith | \$26.37 | \$43.70 | \$27.51 |
| Fuji | \$24.98 | \$40.16 | \$27.62 |
| Gala | \$21.70 | \$40.08 | \$24.08 |
| Braeburn | \$20.23 | \$28.28 | \$21.39 |
| Jonagold | \$18.62 | \$35.10 | \$19.10 |
| Cameo | \$18.05 | \$27.35 | \$20.78 |
| Cripps Pink | \$28.28 | \$48.20 | \$31.32 |
| Honeycrisp | \$59.15 | \$78.42 | \$61.56 |
| Other Apple | \$35.55 | \$44.54 | \$36.24 |
| All Varieties | \$ 23.35 | \$ 43.22 | \$ 25.11 |

| 2015-16 Season | | | |
|------------------|------------|----------|----------|
| Variety | NonOrganic | Organic | All |
| Red Delicious | \$18.46 | \$36.71 | \$18.87 |
| Golden Delicious | \$22.46 | \$39.23 | \$23.24 |
| Granny Smith | \$22.31 | \$50.94 | \$23.83 |
| Fuji | \$27.69 | \$50.43 | \$30.77 |
| Gala | \$24.38 | \$48.96 | \$26.88 |
| Braeburn | \$21.39 | \$36.60 | \$23.25 |
| Jonagold | \$20.17 | \$38.70 | \$20.87 |
| Cameo | \$20.39 | \$40.32 | \$24.54 |
| Cripps Pink | \$30.41 | \$54.18 | \$34.07 |
| Honeycrisp | \$64.59 | \$75.53 | \$65.93 |
| Other Apple | \$31.67 | \$44.96 | \$33.00 |
| All Varieties | \$ 25.34 | \$ 50.95 | \$ 27.29 |

Published February 2021 by the Washington State Tree Fruit Assn. for the exclusive use and benefit of Association members.

Washington State Tree Fruit Assn. 2018-19 to 2020-21 Export Shipments Comparison Top 10 Apple Export Destinations

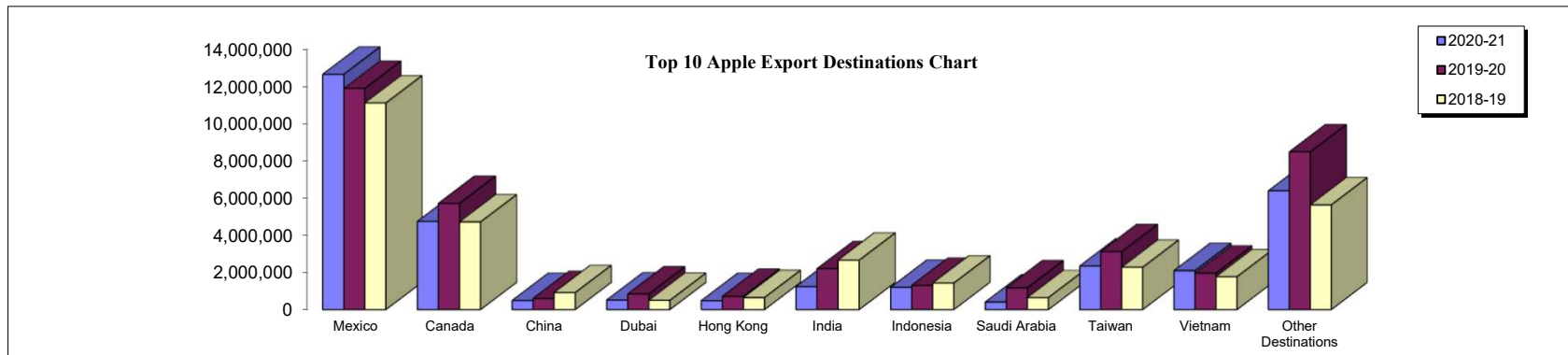
| Country | 2020-21 | | | 2019-20 | | | 2018-19 | | | 3 Year Average | | |
|----------------------|--------------------|-------------------|--------------------|--------------------|-------------------|--------------------|--------------------|-------------------|--------------------|--------------------|-------------------|--------------------|
| | Conventional | Organic | Total | Conventional | Organic | Total | Conventional | Organic | Total | Conventional | Organic | Total |
| Mexico | 12,608,276 | 52,789 | 12,661,065 | 11,850,665 | 51,201 | 11,901,866 | 10,973,841 | 143,877 | 11,117,718 | 11,810,927 | 82,622 | 11,893,550 |
| Canada | 4,023,440 | 720,673 | 4,744,114 | 4,942,335 | 774,041 | 5,716,376 | 4,109,429 | 607,903 | 4,717,332 | 4,358,401 | 700,872 | 5,059,274 |
| China | 485,142 | 0 | 485,142 | 594,941 | 1,029 | 595,970 | 911,356 | 2,521 | 913,877 | 663,813 | 1,183 | 664,996 |
| Dubai | 511,998 | 2,088 | 514,086 | 838,443 | 2,016 | 840,459 | 492,123 | 3,346 | 495,469 | 614,188 | 2,483 | 616,671 |
| Hong Kong | 479,514 | 1,588 | 481,102 | 707,802 | 2,765 | 710,568 | 644,630 | 3,155 | 647,785 | 610,649 | 2,503 | 613,152 |
| India | 1,233,896 | 730 | 1,234,625 | 2,192,856 | 5,621 | 2,198,477 | 2,643,992 | 14,393 | 2,658,385 | 2,023,581 | 6,915 | 2,030,496 |
| Indonesia | 1,192,805 | 1,189 | 1,193,994 | 1,298,261 | 679 | 1,298,940 | 1,418,730 | 9,296 | 1,428,026 | 1,303,266 | 3,721 | 1,306,987 |
| Saudi Arabia | 406,267 | 147 | 406,414 | 1,168,789 | 2,205 | 1,170,994 | 636,588 | 6,762 | 643,350 | 737,215 | 3,038 | 740,253 |
| Taiwan | 2,310,469 | 32,960 | 2,343,428 | 3,079,343 | 39,154 | 3,118,497 | 2,255,398 | 20,409 | 2,275,807 | 2,548,403 | 30,841 | 2,579,244 |
| Vietnam | 2,083,226 | 15,232 | 2,098,458 | 1,942,427 | 17,036 | 1,959,463 | 1,758,775 | 7,528 | 1,766,303 | 1,928,143 | 13,265 | 1,941,408 |
| Other Destinations | 6,327,413 | 61,224 | 6,388,637 | 8,386,764 | 98,134 | 8,484,898 | 5,515,857 | 119,528 | 5,635,385 | 6,743,345 | 92,962 | 6,836,307 |
| Total Exports | 31,662,445 | 888,621 | 32,551,066 | 37,002,627 | 993,881 | 37,996,508 | 31,360,719 | 938,718 | 32,299,437 | 33,341,930 | 940,406 | 34,282,337 |
| Total Crop | 106,955,037 | 15,566,772 | 122,521,809 | 119,224,582 | 15,169,598 | 134,394,180 | 103,594,028 | 13,960,659 | 117,554,687 | 109,924,549 | 14,899,010 | 124,823,559 |



Published February 2022 by the Washington State Tree Fruit Association for the exclusive use and benefit of Association members.

Washington State Tree Fruit Assn. 2018-19 to 2020-21 Export Shipments Comparison Top 10 Apple Export Destinations

| Country | 2020-21 | | | 2019-20 | | | 2018-19 | | | 3 Year Average | | |
|--------------------|--------------------|---------------|-----------------|--------------------|---------------|-----------------|--------------------|---------------|-----------------|--------------------|---------------|-----------------|
| | Shipments | % of Exports | % of Total Crop | Shipments | % of Exports | % of Total Crop | Shipments | % of Exports | % of Total Crop | Shipments | % of Exports | % of Total Crop |
| Mexico | 12,661,065 | 38.9% | 10.3% | 11,901,866 | 31.3% | 8.9% | 11,117,718 | 34.4% | 9.5% | 11,893,550 | 34.7% | 9.5% |
| Canada | 4,744,114 | 14.6% | 3.9% | 5,716,376 | 15.0% | 4.3% | 4,717,332 | 14.6% | 4.0% | 5,059,274 | 14.8% | 4.1% |
| China | 485,142 | 1.5% | 0.4% | 595,970 | 1.6% | 0.4% | 913,877 | 2.8% | 0.8% | 664,996 | 1.9% | 0.5% |
| Dubai | 514,086 | 1.6% | 0.4% | 840,459 | 2.2% | 0.6% | 495,469 | 1.5% | 0.4% | 616,671 | 1.8% | 0.5% |
| Hong Kong | 481,102 | 1.5% | 0.4% | 710,568 | 1.9% | 0.5% | 647,785 | 2.0% | 0.6% | 613,152 | 1.8% | 0.5% |
| India | 1,234,625 | 3.8% | 1.0% | 2,198,477 | 5.8% | 1.6% | 2,658,385 | 8.2% | 2.3% | 2,030,496 | 5.9% | 1.6% |
| Indonesia | 1,193,994 | 3.7% | 1.0% | 1,298,940 | 3.4% | 1.0% | 1,428,026 | 4.4% | 1.2% | 1,306,987 | 3.8% | 1.0% |
| Saudi Arabia | 406,414 | 1.2% | 0.3% | 1,170,994 | 3.1% | 0.9% | 643,350 | 2.0% | 0.5% | 740,253 | 2.2% | 0.6% |
| Taiwan | 2,343,428 | 7.2% | 1.9% | 3,118,497 | 8.2% | 2.3% | 2,275,807 | 7.0% | 1.9% | 2,579,244 | 7.5% | 2.1% |
| Vietnam | 2,098,458 | 6.4% | 1.7% | 1,959,463 | 5.2% | 1.5% | 1,766,303 | 5.5% | 1.5% | 1,941,408 | 5.7% | 1.6% |
| Other Destinations | 6,388,637 | 19.6% | 5.2% | 8,484,898 | 22.3% | 6.3% | 5,635,385 | 17.4% | 4.8% | 6,836,307 | 19.9% | 5.5% |
| Total | 32,551,066 | 100.0% | 26.6% | 37,996,508 | 100.0% | 28.3% | 32,299,437 | 100.0% | 27.5% | 34,282,337 | 100.0% | 27.5% |
| Total Crop | 122,521,809 | ----- | 100.0% | 134,394,180 | ----- | 100.0% | 117,554,687 | ----- | 100.0% | 124,823,559 | ----- | 100.0% |



Published February 2022 by the Washington State Tree Fruit Association for the exclusive use and benefit of Association members.

Washington State Tree Fruit Association

Season Total Apple Exports by Variety Breakdown

2018 -19 through 2020 - 21

(reported in total 40# boxes)

Sorted by Variety

| | | 20-21 | 19-20 | 18-19 | 3 Yr Avg | 3 Yr Avg % |
|-------------------------|--------------|-------------------|-------------------|-------------------|-------------------|----------------|
| Red Delicious | Canada | 511,931 | 655,505 | 833,304 | 666,913 | 1.95% |
| | Mexico | 4,888,473 | 4,219,908 | 5,962,343 | 5,023,575 | 14.65% |
| | India | 1,145,575 | 1,979,657 | 2,613,301 | 1,912,844 | 5.58% |
| | Taiwan | 8,079 | 20,837 | 15,812 | 14,910 | 0.04% |
| | Vietnam | 272,122 | 461,838 | 586,641 | 440,200 | 1.28% |
| | Other | 5,674,542 | 6,823,964 | 6,749,959 | 6,416,155 | 18.72% |
| | TOTAL | 12,500,722 | 14,161,709 | 16,761,360 | 14,474,597 | 42.22% |
| Golden Delicious | Canada | 213,687 | 311,578 | 262,403 | 262,556 | 0.77% |
| | Mexico | 2,019,427 | 2,076,026 | 1,202,970 | 1,766,141 | 5.15% |
| | India | 98 | 1,372 | 0 | 490 | 0.00% |
| | Taiwan | 55 | 86 | 21,558 | 7,233 | 0.02% |
| | Vietnam | 147 | 0 | 3,135 | 1,094 | 0.00% |
| | Other | 82,185 | 186,200 | 52,391 | 106,926 | 0.31% |
| | TOTAL | 2,315,599 | 2,575,262 | 1,542,457 | 2,144,439 | 6.26% |
| Granny Smith | Canada | 762,855 | 1,094,221 | 694,711 | 850,596 | 2.48% |
| | Mexico | 1,228,852 | 1,246,273 | 837,048 | 1,104,058 | 3.22% |
| | India | 1,766 | 3,304 | 1,471 | 2,180 | 0.01% |
| | Taiwan | 19,415 | 24,196 | 5,317 | 16,309 | 0.05% |
| | Vietnam | 86,516 | 66,922 | 72,950 | 75,463 | 0.22% |
| | Other | 742,333 | 1,288,409 | 746,456 | 925,733 | 2.70% |
| | TOTAL | 2,841,737 | 3,723,326 | 2,357,952 | 2,974,338 | 8.68% |
| Fuji | Canada | 430,237 | 408,817 | 375,678 | 404,910 | 1.18% |
| | Mexico | 224,618 | 41,648 | 40,148 | 102,138 | 0.30% |
| | India | 47,897 | 94,181 | 32,951 | 58,343 | 0.17% |
| | Taiwan | 2,154,696 | 2,790,159 | 2,078,537 | 2,341,131 | 6.83% |
| | Vietnam | 88,357 | 57,578 | 20,999 | 55,645 | 0.16% |
| | Other | 248,740 | 288,762 | 198,375 | 245,292 | 0.72% |
| | TOTAL | 3,194,546 | 3,681,144 | 2,746,689 | 3,207,460 | 9.36% |
| Gala | Canada | 1,551,752 | 2,079,440 | 1,624,980 | 1,752,057 | 5.11% |
| | Mexico | 3,945,250 | 4,096,891 | 2,810,806 | 3,617,649 | 10.55% |
| | India | 34,211 | 103,241 | 4,858 | 47,437 | 0.14% |
| | Taiwan | 54,377 | 168,319 | 86,046 | 102,914 | 0.30% |
| | Vietnam | 886,731 | 956,132 | 785,034 | 875,966 | 2.56% |
| | Other | 1,508,452 | 3,105,479 | 1,148,052 | 1,920,661 | 5.60% |
| | TOTAL | 7,980,773 | 10,509,501 | 6,459,776 | 8,316,683 | 24.26% |
| Other | Canada | 1,273,652 | 1,166,816 | 926,256 | 1,122,241 | 3.27% |
| | Mexico | 354,445 | 221,120 | 264,402 | 279,989 | 0.82% |
| | India | 5,079 | 16,721 | 5,803 | 9,201 | 0.03% |
| | Taiwan | 106,806 | 114,901 | 68,538 | 96,748 | 0.28% |
| | Vietnam | 764,586 | 416,993 | 297,544 | 493,041 | 1.44% |
| | Other | 1,213,122 | 1,409,014 | 868,660 | 1,163,599 | 3.39% |
| | TOTAL | 3,717,690 | 3,345,565 | 2,431,204 | 3,164,819 | 9.23% |
| Total | Canada | 4,744,114 | 5,716,376 | 4,717,332 | 5,059,274 | 14.76% |
| | Mexico | 12,661,065 | 11,901,866 | 11,117,717 | 11,893,550 | 34.69% |
| | India | 1,234,625 | 2,198,477 | 2,658,384 | 2,030,495 | 5.92% |
| | Taiwan | 2,343,428 | 3,118,498 | 2,275,807 | 2,579,245 | 7.52% |
| | Vietnam | 2,098,458 | 1,959,463 | 1,766,303 | 1,941,408 | 5.66% |
| | Other | 9,469,375 | 13,101,828 | 9,763,893 | 10,778,365 | 31.44% |
| | TOTAL | 32,551,066 | 37,996,508 | 32,299,437 | 34,282,337 | 100.00% |

Published February 2021 by the Washington State Tree Fruit Association for the exclusive use and benefit of Association members.