

# *ARIZONA CITRUS & DATES MARKET TRENDS*

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# Arizona Citrus & Date Industry Overview

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- Arizona is a minor producer of fresh market citrus. Less than 7,000 acres remaining.
- Industry is concentrated in Yuma County mostly on the Yuma Mesa and is served by one primary packinghouse.
- Lemons are the primary commercial variety, though there are a few remaining groves of other varieties.
- Competition from California and abroad have increased the cumulative lemon supply which has put pressure on margins.
- Fallowing programs in key lemon growing areas have accelerated removal of older and lower producing groves.
- Date industry expected significant plantings in the 2010s. Supply increases with continued industry consolidation.



# Arizona Citrus & Date Market Drivers

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- **Lackluster Grower Returns**
- **Increasing Costs and Risk**
- **Industry Consolidation**
- **Water Speculation**
- **Rural Residential Expansion**
- **Diversification**

# Citrus & Dates Grove Values

Land Use	Value Range		Market Activity	Value Trend
	Per Gross Acre			
Lemon Groves	\$23,500 - \$31,000		Limited	Slightly Increasing
Date Groves	\$40,000 - \$65,000		Very Limited	Inconclusive

- Lemon grove values closely track the underlying land and usually selling at or at a modest premium to the underlying land value.
- In late 2023 there was a very large 8 figure citrus portfolio sale.
- Higher prices are observed for citrus groves with rural residential influences, though these sale prices reflect alternative use potential.



# Questions?

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