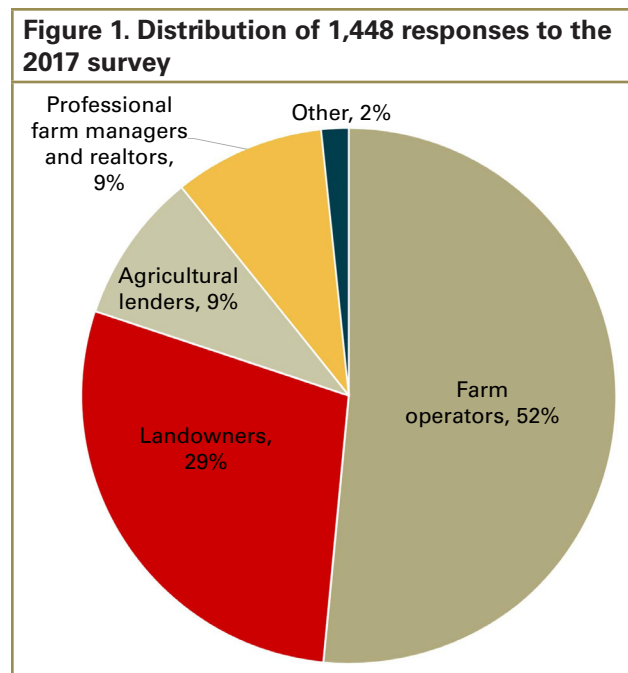


# Cash Rental Rates for Iowa 2017 Survey

The cash rental rate information presented in this publication is from a survey of farmers, landowners, agricultural lenders, and professional farm managers. They supplied information based on their best judgments about **typical cash rental rates** for high, medium, and low quality cropland in their counties, as well as for land devoted to production of hay, oats, and pasture. **Information about rents for individual farms was not collected.** The rental rates summarized in this publication do not include the value of any buildings or storage structures, manure application contracts, or seed production contracts.

The cooperation and assistance of the landowners, farmers, and agribusiness people who responded to this survey are greatly appreciated. Figure 1 shows the distribution of the 1,448 responses was 52 percent from farm operators, 29 percent from landowners, 9 percent from agricultural lenders, 9 percent from professional farm managers and realtors, and 2 percent from other professions. Respondents indicated being familiar with a total of 1.7 million cash rented acres across the state.

Additional survey information about cash rental rates by county is available from [USDA National Agricultural Statistics Service \(NASS\)](http://www.nass.usda.gov/Statistics_by_State/Iowa/Publications/County_Estimates/index.php) (www.nass.usda.gov/Statistics\_by\_State/Iowa/Publications/County\_Estimates/index.php).



## Determining Cash Rents

This summary can be used as a reference point for determining an appropriate cash rental rate for a particular farm. The following may justify a higher or lower than average rent in specific cases:

- Small size or unusual shape of fields
- Terraces or creeks that affect the time it takes to plant and harvest crops
- Difficult or restricted access to fields
- High or low fertility levels or pH index
- Existence of contracts for growing seed or specialty grains, or manure application
- Above-average local grain prices due to proximity to biofuel plants or feed mills
- USDA program variables, such as crop bases and assigned yields
- Longevity of the lease
- Other services performed by the tenant

Resources for further details on rental agreements can be found on the [Ag Decision Maker Leasing](http://www.extension.iastate.edu/agdm/wdleasing.html) page, located under **Whole Farm, Leasing** (www.extension.iastate.edu/agdm/wdleasing.html).

- [Computing a Cropland Cash Rental Rate](https://store.extension.iastate.edu/Product/1818.pdf) (https://store.extension.iastate.edu/Product/1818.pdf)
- [Computing a Pasture Rental Rate](http://www.extension.iastate.edu/agdm/wholefarm/pdf/c2-23.pdf) (www.extension.iastate.edu/agdm/wholefarm/pdf/c2-23.pdf)
- [Flexible Farm Lease Agreements](https://store.extension.iastate.edu/Product/1794.pdf) (https://store.extension.iastate.edu/Product/1794.pdf)

## Definitions

**Number of responses** – number of individuals who reported typical rental rates for each county.

**2012-2016 average yields** – based on farm level data collected by National Agricultural Statistics Service (NASS) for each county.

**Average row crop CSR2 index** – average corn suitability rating 2 (CSR2) for the highest rated acres in each county, up to 110 percent of the number of acres planted to corn and soybeans in that county. **Note: starting in 2014, values were converted to the CSR2 system, based on ISPAID 8.1** (www.extension.iastate.edu/soils/ispaid).

**High, medium, and low quality third land** – quality of land planted to corn and soybeans, using typical corn yields as a reference for land quality within the county.

**Typical corn yields** – average yields for the high third, medium third, and low third productivity farms in each county as reported to NASS.

**Average rents per unit** – overall average rent for corn and soybean land in each county, divided by the 5-year average corn yield, the 5-year average soybean yield, and the average row crop CSR2 index value for each county.

**Improved permanent pasture** – pasture that contains both grasses and legumes and is regularly fertilized.

**Unimproved pasture** – pasture with mainly bluegrass that receives little fertilizer or renovation.

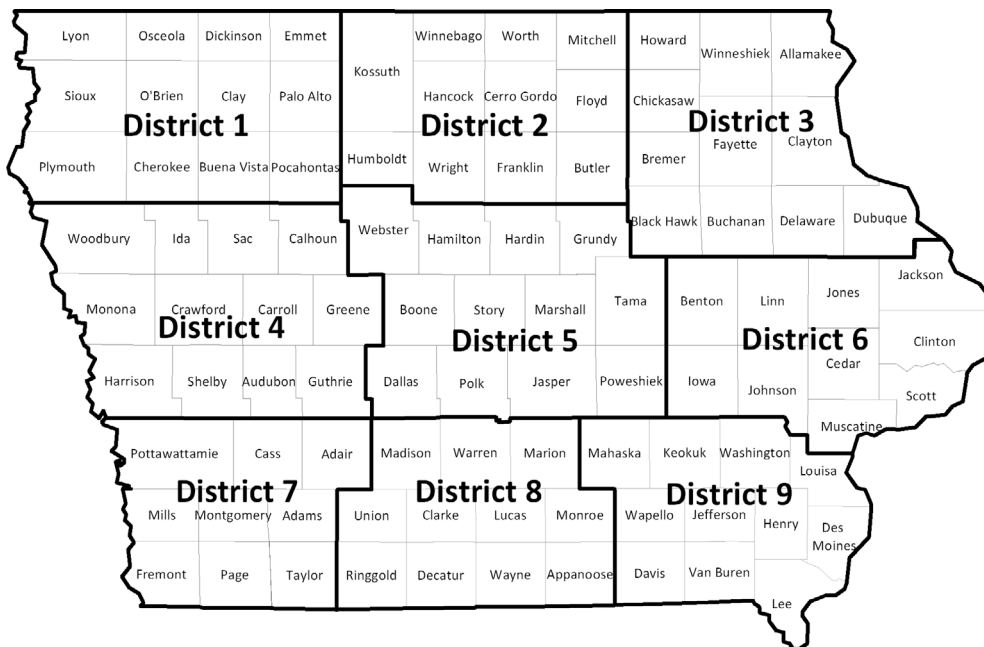
**Pasture, \$/AUM** – rent charged per animal unit month. One AUM is equal to a beef cow and calf or equivalent grazing for one month.

**Cornstalk grazing**  
– includes grazing of cornstalks in fall or winter, but not mechanical harvesting.

**Hunting rights** – rent charged to allow hunting on land, per year.

**Overall Average of Typical Cash Rents 2013-2017  
Corn and Soybean Acres (\$/acre)**

	<b>2013</b>	<b>2014</b>	<b>2015</b>	<b>2016</b>	<b>2017</b>
District 1	\$283	\$270	\$259	\$248	\$234
District 2	294	270	254	243	218
District 3	281	277	273	250	241
District 4	294	288	265	245	231
District 5	297	284	261	239	228
District 6	284	273	255	242	231
District 7	257	249	242	220	206
District 8	210	202	187	183	180
District 9	229	229	217	203	204
<b>State</b>	<b>\$270</b>	<b>\$260</b>	<b>\$246</b>	<b>\$230</b>	<b>\$219</b>



... and justice for all

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## 2017 CASH RENTAL SURVEY FOR CROP REPORTING DISTRICT 8

County	District Average	Clarke & Appanoose	Decatur	Lucas	Madison	Marion	Monroe <sup>3/</sup>	Ringgold	Union <sup>3/</sup>	Warren	Wayne
Number of responses <sup>1/</sup>	99	6	11	13	14	11	5	10	10	8	11
2012 - 2016 avg. corn yield	143	133	138	137	154	164	135	137	146	155	137
2012 - 2016 avg. bean yield	44	41	42	44	47	50	44	42	45	48	41
Avg. row crop CSR2 index	76	70	73	76	85	79	78	68	83	84	67
<b>Typical Cash Rent for Corn and Soybeans, \$ per tillable acre</b>											
Overall average	\$180	\$168	\$176	\$163	\$184	\$184	\$188	\$171	\$210	\$195	\$164
<b>High quality third</b>											
Average response	\$215	\$190	\$208	\$192	\$219	\$227	\$235	\$209	\$258	\$226	\$191
Range of responses		150-225	175-250	150-230	180-275	200-280	230-240	170-260	190-300	185-260	150-250
<b>Medium quality third</b>											
Average response	\$180	\$170	\$182	\$166	\$181	\$182	\$185	\$164	\$201	\$197	\$167
Range of responses		135-200	150-210	125-200	130-225	140-215	175-200	120-200	145-235	175-210	125-200
<b>Low quality third</b>											
Average response	\$146	\$143	\$139	\$131	\$150	\$142	\$143	\$138	\$173	\$161	\$134
Range of responses		120-170	95-180	100-170	120-195	100-180	130-170	100-175	120-200	150-180	100-170
<b>Typical Corn Yield, bu. per acre</b>											
High third	164	160	165	160	176	185	150	150	160	175	156
Middle third	129	110	125	125	150	157	115	115	127	150	120
Low third	81	50	75	90	100	117	55	71	99	100	58
<b>Average Rents per 5-year Average Yield or CSR2</b>											
Rent per bu. of corn yield	\$1.27	\$1.26	\$1.28	\$1.19	\$1.19	\$1.12	\$1.39	\$1.25	\$1.44	\$1.26	\$1.20
Rent per bu. of bean yield	\$4.09	\$4.10	\$4.19	\$3.70	\$3.91	\$3.68	\$4.27	\$4.07	\$4.67	\$4.06	\$4.00
Rent per CSR2 index point	\$2.38	\$2.40	\$2.41	\$2.14	\$2.16	\$2.33	\$2.41	\$2.51	\$2.53	\$2.32	\$2.45
<b>Typical Cash Rent for Oats, Hay, and Pasture, \$ per acre<sup>2/</sup></b>											
Alfalfa hay, established	\$94		\$91	\$89	\$106	\$106		\$93	\$102		
Grass hay, established	\$68		\$64	\$61	\$52	\$94		\$74	\$86		
Oats	\$87										
Improved perm. pasture	\$64		\$71	\$52	\$56	\$52		\$73	\$89		
Unimproved perm. pasture	\$49		\$43		\$40	\$34		\$57	\$85		
Pasture, \$/AUM	\$14										
Cornstalk grazing	\$8				\$10						
Hunting rights	\$12										

<sup>1/</sup> Number of responses is the number of individuals who provided information about typical rental rates in the county. Rental data was not collected by individual farm.

<sup>2/</sup> No values are reported if fewer than five responses were received.

<sup>3/</sup> Corn yield data not available for 2015, average based on 2012-2014, 2016.

## 2017 CASH RENTAL SURVEY SUMMARY BY CROP REPORTING DISTRICT

County	State Average	Northwest District 1 Average	North Central District 2 Average	Northeast District 3 Average	West Central District 4 Average	Central District 5 Average	East Central District 6 Average	Southwest District 7 Average	South Central District 8 Average	Southeast District 9 Average
Number of responses <sup>1/</sup>	1,448	222	200	139	190	209	165	133	99	91
2012 - 2016 avg. corn yield	175	183	176	177	172	178	178	163	143	167
2012 - 2016 avg. bean yield	52	54	51	53	51	52	54	49	44	50
Avg. row crop CSR2 index	81	87	83	79	78	85	81	78	76	79
<b>Typical Cash Rent for Corn and Soybeans, \$ per tillable acre</b>										
Overall average	\$219	\$234	\$218	\$241	\$231	\$228	\$231	\$206	\$180	\$204
Irrigated land average		\$326	\$278		\$243					
<b>High quality third</b>										
Average response	\$256	\$269	\$249	\$277	\$268	\$263	\$274	\$237	\$215	\$252
<b>Medium quality third</b>										
Average response	\$219	\$234	\$219	\$242	\$234	\$228	\$230	\$206	\$180	\$201
<b>Low quality third</b>										
Average response	\$182	\$198	\$185	\$205	\$193	\$192	\$188	\$174	\$146	\$159
<b>Typical Corn Yield, bu. per acre</b>										
High third	191	199	196	197	195	195	196	184	164	188
Middle third	162	177	171	171	170	170	170	153	129	149
Low third	124	150	136	134	132	136	129	116	81	106
<b>Average Rents per 5-year Average Yield or CSR2</b>										
Rent per bu. of corn yield	\$1.28	\$1.28	\$1.24	\$1.36	\$1.34	\$1.28	\$1.30	\$1.26	\$1.27	\$1.22
Rent per bu. of bean yield	\$4.29	\$4.32	\$4.29	\$4.53	\$4.50	\$4.39	\$4.25	\$4.15	\$4.09	\$4.07
Rent per CSR2 index point	\$2.72	\$2.69	\$2.61	\$3.05	\$2.98	\$2.68	\$2.87	\$2.64	\$2.38	\$2.57
<b>Typical Cash Rent for Oats, Hay, and Pasture, \$ per acre<sup>2/</sup></b>										
Alfalfa hay, established	\$157	\$211	\$185	\$218	\$187	\$158	\$164	\$108	\$94	\$87
Grass hay, established	\$109	\$124	\$118	\$175	\$123	\$132	\$104	\$80	\$68	\$62
Oats	\$153	\$190	\$161	\$193	\$211	\$151	\$129	\$104	\$87	NA
Improved perm. pasture	\$71	\$73	\$68	\$71	\$88	\$65	\$67	\$81	\$64	\$60
Unimproved perm. pasture	\$48	\$45	\$44	\$45	\$57	\$42	\$45	\$59	\$49	\$44
Pasture, \$/AUM	\$17	NA	NA	\$20	NA	NA	\$17	NA	\$14	NA
Cornstalk grazing	\$10	\$10	NA	\$15	\$8	\$15	\$9	\$8	\$8	\$11
Hunting rights	\$13	\$9	NA	NA	\$16	\$20	\$13	\$9	\$12	NA

<sup>1/</sup> Number of responses is the number of individuals who provided information about typical rental rates in the county. Rental data was not collected by individual farm.

<sup>2/</sup> No values are reported if fewer than five responses were received.