

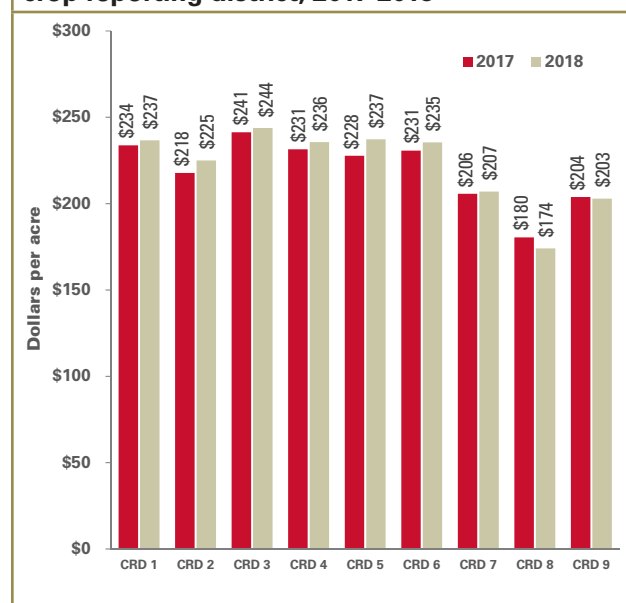
Cash Rental Rates for Iowa 2018 Survey

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. The distribution of the 1,596 responses was 47 percent from farm operators, 29 percent from landowners, 9 percent from agricultural lenders, 13 percent from professional farm managers and realtors, and 2 percent from other professions. Respondents indicated being familiar with over 1.8 million cash rented acres across the state.

Additional survey information about cash rental rates by county is available from the USDA National Agricultural Statistics Service (NASS) (www.nass.usda.gov/Statistics_by_State/Iowa/Publications/County_Estimates/index.php).

Figure 1. Comparison of average cash rent by crop reporting district, 2017-2018



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](#) 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>)
- Computing a Pasture Rental Rate (www.extension.iastate.edu/agdm/wholefarm/pdf/c2-23.pdf)
- Flexible Farm Lease Agreements (<https://store.extension.iastate.edu/Product/1794.pdf>)

Definitions

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

2013-2017 average yields – based on available farm level data collected by USDA 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 by USDA 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.

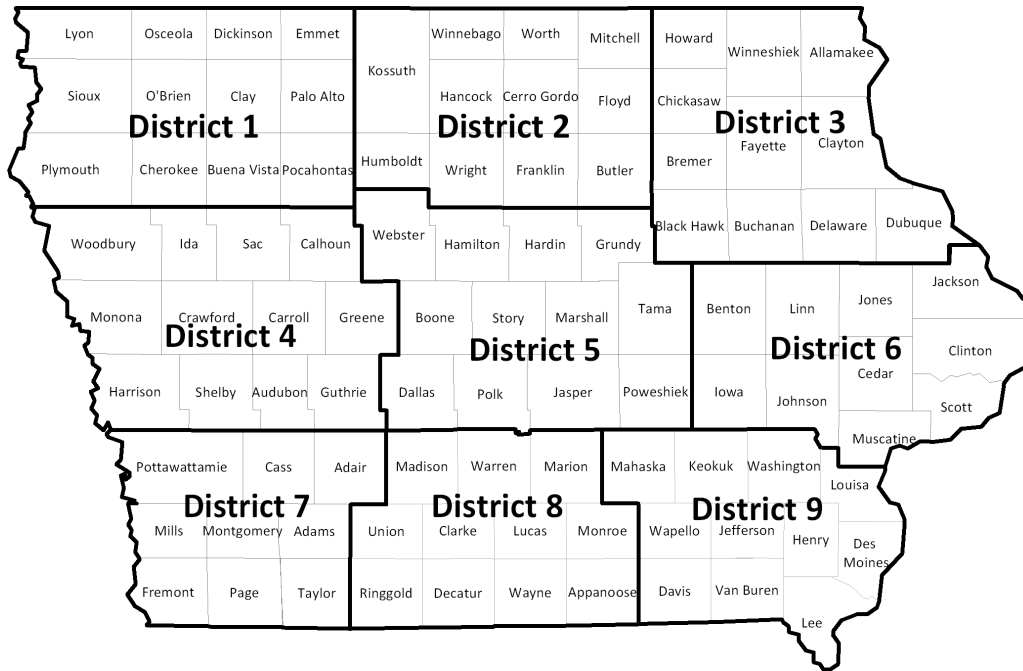
Pasture, \$/AUM – rent charged per animal unit month. One AUM is equal to a beef cow and calf or equivalent grazing for one month.

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 2014-2018
Corn and Soybean Acres (\$/tillable acre)**

	2014	2015	2016	2017	2018
District 1	\$270	\$259	\$248	\$234	\$237
District 2	270	254	243	218	225
District 3	277	273	250	241	244
District 4	288	265	245	231	236
District 5	284	261	239	228	237
District 6	273	255	242	231	235
District 7	249	242	220	206	207
District 8	202	187	183	180	174
District 9	229	217	203	204	203
State	\$260	\$246	\$230	\$219	\$222



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Prepared by **Alejandro Plastina**, extension economist
Ann Johanns, extension program specialist
Craig Welter, research assistant

Farm Management Field Specialists
www.extension.iastate.edu/ag/farm-management
www.extension.iastate.edu/agdm
store.extension.iastate.edu

2018 CASH RENTAL SURVEY FOR CROP REPORTING DISTRICT 4

County	District 4 Average	Audu- bon	Calhoun	Carroll	Crawford	Greene	Guthrie	Harrison	Ida	Monona	Sac	Shelby	Wood- bury
Number of responses ^{1/}	199	13	21	13	14	19	19	19	16	14	18	21	12
2013 - 2017 avg. corn yield	188	190	184	187	195	183	176	185	200	176	187	197	190
2013 - 2017 avg. bean yield	55	55	52	55	57	52	52	52	59	53	56	56	55
Avg. row crop CSR2 index	78	76	88	82	74	85	81	73	81	69	88	72	70
Typical Cash Rent for Corn and Soybeans, \$ per tillable acre													
Overall average	\$236	\$229	\$227	\$243	\$247	\$232	\$212	\$234	\$247	\$226	\$247	\$237	\$246
Irrigated land average	\$265							\$262		\$259			
High quality third													
Average response	\$270	\$265	\$256	\$278	\$286	\$262	\$243	\$267	\$279	\$263	\$283	\$273	\$283
Range of responses		222-300	225-290	225-325	260-310	225-325	195-300	220-310	250-320	230-300	250-325	235-310	250-300
Medium quality third													
Average response	\$235	\$226	\$226	\$244	\$249	\$229	\$213	\$235	\$250	\$223	\$249	\$236	\$245
Range of responses		200-280	190-260	200-275	200-290	190-275	165-280	185-280	225-285	200-250	200-290	200-285	210-285
Low quality third													
Average response	\$201	\$196	\$198	\$206	\$207	\$204	\$180	\$200	\$213	\$192	\$210	\$203	\$209
Range of responses		175-225	170-225	170-225	160-250	160-250	130-250	150-235	180-260	150-225	175-250	180-240	180-250
Typical Corn Yield, bu. per acre													
High third	195	196	195	198	200	190	176	190	200	190	200	200	200
Middle third	170	170	167	175	175	168	150	170	180	160	174	180	170
Low third	132	130	125	125	140	126	120	140	146	118	132	141	135
Average Rents per 5-year Average Yield or CSR2													
Rent per bu. of corn yield	\$1.26	\$1.21	\$1.23	\$1.30	\$1.27	\$1.27	\$1.20	\$1.26	\$1.24	\$1.28	\$1.32	\$1.20	\$1.29
Rent per bu. of bean yield	\$4.32	\$4.16	\$4.37	\$4.42	\$4.33	\$4.46	\$4.08	\$4.50	\$4.19	\$4.26	\$4.41	\$4.23	\$4.47
Rent per CSR2 index point	\$3.03	\$3.01	\$2.58	\$2.96	\$3.34	\$2.73	\$2.62	\$3.21	\$3.05	\$3.28	\$2.81	\$3.29	\$3.51
Typical Cash Rent for Oats, Hay, and Pasture, \$ per acre^{2/}													
Alfalfa hay, established	\$165						\$139						
Grass hay, established	\$133						\$99						
Oats	\$164												
Improved perm. pasture	\$89						\$96	\$87				\$114	
Unimproved perm. pasture	\$60						\$60	\$57					
Pasture, \$/AUM	\$43												
Cornstalk grazing	\$8							\$6				\$8	
Hunting rights	\$15												

^{1/} 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.

^{2/} No values are reported if fewer than five responses were received.

2018 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 ^{1/}	1,596	229	240	155	199	271	179	137	96	90
2013 - 2017 avg. corn yield	188	192	188	191	188	188	194	178	161	180
2013 - 2017 avg. bean yield	54	56	53	55	55	54	56	52	46	51
Avg. row crop CSR2 index	81	87	83	80	78	85	81	78	76	79
Typical Cash Rent for Corn and Soybeans, \$ per tillable acre										
Overall average	\$222	\$237	\$225	\$244	\$236	\$237	\$235	\$207	\$174	\$203
Irrigated land average			\$283		\$265					
High quality third										
Average response	\$258	\$272	\$257	\$283	\$270	\$270	\$277	\$240	\$209	\$246
Medium quality third										
Average response	\$223	\$238	\$226	\$245	\$235	\$236	\$238	\$206	\$176	\$202
Low quality third										
Average response	\$185	\$200	\$192	\$203	\$201	\$205	\$191	\$174	\$137	\$161
Typical Corn Yield, bu. per acre										
High third	191	199	196	198	195	195	196	184	164	189
Middle third	162	177	171	172	170	170	170	153	129	150
Low third	125	150	136	135	132	136	129	116	81	108
Average Rents per 5-year Average Yield or CSR2										
Rent per bu. of corn yield	\$1.20	\$1.23	\$1.19	\$1.28	\$1.26	\$1.26	\$1.22	\$1.17	\$1.08	\$1.13
Rent per bu. of bean yield	\$4.17	\$4.20	\$4.21	\$4.47	\$4.32	\$4.42	\$4.23	\$3.96	\$3.73	\$3.96
Rent per CSR2 index point	\$2.75	\$2.72	\$2.70	\$3.06	\$3.03	\$2.79	\$2.93	\$2.66	\$2.29	\$2.55
Typical Cash Rent for Oats, Hay, and Pasture, \$ per acre^{2/}										
Alfalfa hay, established	\$157	\$189	\$205	\$230	\$165	\$157	\$174	\$111	\$97	\$88
Grass hay, established	\$118	\$95	\$173	\$182	\$133	\$132	\$123	\$89	\$74	\$59
Oats	\$142	\$164	\$175	\$215	\$164	\$133	\$137	\$101	\$95	\$98
Improved perm. pasture	\$75	\$72	\$67	\$70	\$89	\$74	\$82	\$87	\$67	\$66
Unimproved perm. pasture	\$50	\$53	\$41	\$48	\$60	\$46	\$53	\$58	\$44	\$43
Pasture, \$/AUM	\$30	NA	NA	\$30	\$43	\$12	\$40	\$26	\$29	NA
Cornstalk grazing	\$11	\$12	NA	\$12	\$8	\$15	\$8	\$8	\$12	NA
Hunting rights	\$12	NA	\$9	\$5	\$15	NA	\$21	\$5	\$13	\$15

^{1/} 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.

^{2/} No values are reported if fewer than five responses were received.