

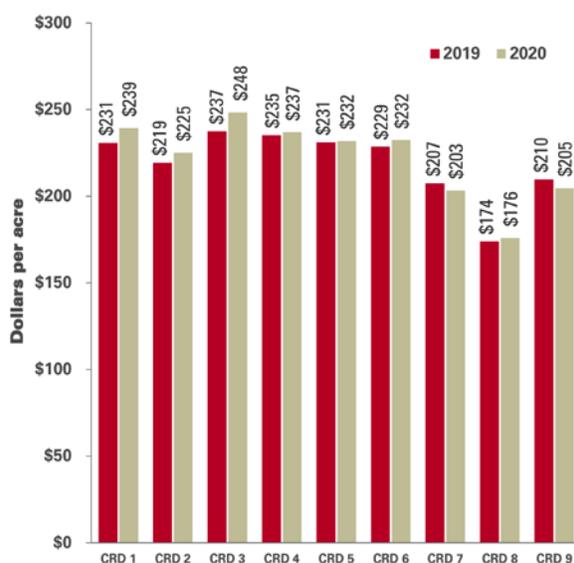
# Cash Rental Rates for Iowa 2020 Survey

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, oat, 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. Oat, hay, and pasture rents are only available at the district level.

The cooperation and assistance of the landowners, farmers, and agribusiness people who responded to this survey are greatly appreciated. The distribution of the 1,592 responses was 43% from farm operators, 32% from landowners, 13% from professional farm managers and realtors, 6% from agricultural lenders, and 6% from other professions and respondents who chose not to report their status. Respondents indicated being familiar with 1.6 million cash rented acres across the state.

Additional survey information about cash rental rates by county is available from the [United States Department of Agriculture National Agricultural Statistics Service \(NASS\)](https://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](https://www.nass.usda.gov/Statistics_by_State/Iowa/Publications/County_Estimates/index.php)).

**Figure 1. Comparison of average cash rent by crop reporting district (CRD), 2019-2020**



## 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](http://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](http://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.

**2015-2019 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 soils in each county, up to 110% of the number of acres planted to corn and soybeans in that county. Note: CSR2 values, updated in 2020, are based on the USDA NRCS [Web Soil Survey](https://websoilsurvey.sc.egov.usda.gov) (<https://websoilsurvey.sc.egov.usda.gov>).

**High, medium, and low quality third land** – quality of land planted to corn and soybeans, using typical corn yields collected by USDA NASS 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, special tabulation by USDA NASS, 2011-2015.

**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.

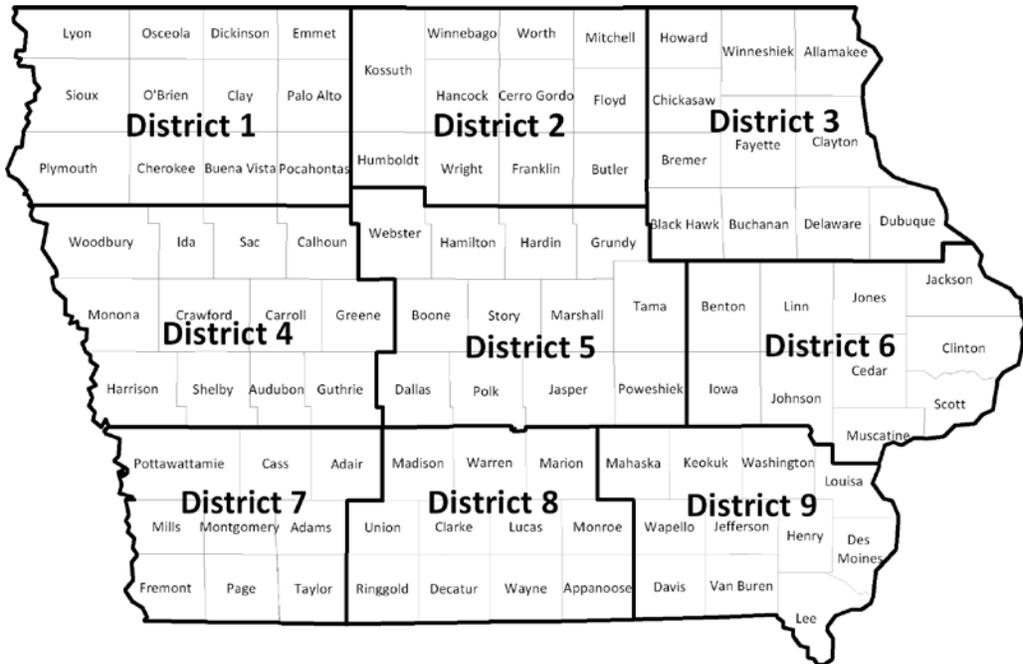
**Pasture, \$/Animal Unit Month (AUM)** – rent charged per animal unit month. One AUM is equal to one beef cow or its equivalent grazing for one month.

**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 2016-2020  
Corn and Soybean Acres (\$ per tillable acre)**

	2016	2017	2018	2019	2020
District 1	\$248	\$234	\$237	\$231	\$239
District 2	243	218	225	219	225
District 3	250	241	244	237	248
District 4	245	231	236	235	237
District 5	239	228	237	231	232
District 6	242	231	235	229	232
District 7	220	206	207	207	203
District 8	183	180	174	174	176
District 9	203	204	203	210	205
<b>State</b>	<b>\$230</b>	<b>\$219</b>	<b>\$222</b>	<b>\$219</b>	<b>\$222</b>



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## 2020 CASH RENTAL RATE SURVEY FOR CROP REPORTING DISTRICT 4

County	District 4												
	Average	Audubon	Calhoun	Carroll	Crawford	Greene	Guthrie	Harrison	Ida	Monona	Sac	Shelby	Woodbury
Number of responses <sup>1/</sup>	200	8	25	14	16	18	22	18	13	14	19	19	14
2015-2019 average corn yield	203	201	198	208	217	200	193	191	214	187	210	205	209
2015-2019 average soybean yield	58	58	57	59	62	57	56	54	63	55	60	58	58
Average row crop CSR2 index	78	77	84	80	73	82	83	73	81	71	86	72	73
<b>Typical Cash Rent for Corn and Soybean, \$ per tillable acre</b>													
Overall average	\$237	\$225	\$229	\$248	\$252	\$239	\$206	\$239	\$268	\$234	\$239	\$218	\$246
Irrigated land average	\$263									\$256			\$278
<b>High quality third</b>													
Average response	\$267	\$258	\$257	\$275	\$278	\$262	\$236	\$273	\$299	\$270	\$268	\$249	\$277
Range of responses		220-300	190-320	225-350	240-330	215-325	176-300	240-300	275-330	240-285	240-300	200-320	225-350
<b>Medium quality third</b>													
Average response	\$238	\$225	\$229	\$256	\$259	\$246	\$205	\$235	\$265	\$233	\$237	\$221	\$249
Range of responses		200-250	175-290	205-320	235-290	200-285	150-270	200-275	225-300	190-275	210-280	200-250	200-315
<b>Low quality third</b>													
Average response	\$206	\$191	\$202	\$214	\$219	\$210	\$176	\$210	\$241	\$199	\$213	\$183	\$213
Range of responses		175-210	140-250	170-275	180-260	160-240	110-240	190-250	200-275	150-225	170-250	140-205	185-250
<b>Typical Corn Yield, bushels per acre, USDA NASS Special Tabulation 2011-2015</b>													
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
<b>Average Rents per 5-year Average Yield or CSR2</b>													
Rent per bushel of corn yield	\$1.17	\$1.12	\$1.16	\$1.19	\$1.16	\$1.20	\$1.07	\$1.25	\$1.25	\$1.25	\$1.14	\$1.06	\$1.18
Rent per bushel of soybean yield	\$4.08	\$3.88	\$4.02	\$4.20	\$4.06	\$4.19	\$3.68	\$4.43	\$4.25	\$4.25	\$3.98	\$3.76	\$4.24
Rent per CSR2 index point	\$3.05	\$2.92	\$2.73	\$3.10	\$3.45	\$2.91	\$2.48	\$3.27	\$3.31	\$3.30	\$2.78	\$3.03	\$3.37

<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.

## 2020 CASH RENTAL RATE SURVEY SUMMARY BY CROP REPORTING DISTRICT

District	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>	1,592	219	207	146	200	259	168	132	121	140
2015-2019 average corn yield	198	198	198	203	203	203	203	186	169	182
2015-2019 average soybean yield	57	59	57	57	58	57	59	55	50	55
Average row crop CSR2 index	80	85	79	79	78	84	81	80	78	79
<b>Typical Cash Rent for Corn and Soybean, \$ per tillable acre</b>										
Overall average	\$222	\$239	\$225	\$248	\$237	\$232	\$232	\$203	\$176	\$205
Irrigated land average	\$255		\$265		\$263			\$261		\$230
<b>High quality third</b>										
Average response	\$256	\$269	\$256	\$288	\$267	\$261	\$272	\$235	\$208	\$247
<b>Medium quality third</b>										
Average response	\$222	\$239	\$225	\$248	\$238	\$232	\$233	\$204	\$175	\$206
<b>Low quality third</b>										
Average response	\$187	\$209	\$194	\$208	\$206	\$201	\$191	\$171	\$145	\$161
<b>Typical Corn Yield, bushels per acre, USDA NASS Special Tabulation 2011-2015</b>										
High third	191	199	196	197	195	195	196	184	165	188
Middle third	162	177	171	171	170	170	170	153	131	149
Low third	125	150	136	134	132	136	129	116	84	106
<b>Average Rents per 5-year Average Yield or CSR2</b>										
Rent per bushel of corn yield	\$1.14	\$1.21	\$1.14	\$1.22	\$1.17	\$1.14	\$1.15	\$1.09	\$1.04	\$1.12
Rent per bushel of soybean yield	\$3.93	\$4.06	\$3.99	\$4.34	\$4.08	\$4.08	\$3.96	\$3.70	\$3.49	\$3.70
Rent per CSR2 index point	\$2.77	\$2.81	\$2.84	\$3.18	\$3.05	\$2.77	\$2.88	\$2.55	\$2.25	\$2.60
<b>Typical Cash Rent for Oat, Hay, and Pasture, \$ per acre<sup>2/</sup></b>										
Alfalfa hay, established	\$164	\$159	\$183	\$228	\$188	\$144	\$178	\$129	\$116	\$153
Grass hay, established	\$125	\$104	\$168	\$172	\$134	\$124	\$136	\$96	\$74	\$114
Oat	\$151		\$191	\$241	\$151	\$171	\$151	\$98	\$93	\$115
Improved permanent pasture	\$77	\$80	\$80	\$69	\$87	\$82	\$72	\$80	\$74	\$72
Unimproved permanent pasture	\$56	\$60	\$48	\$53	\$61	\$62	\$48	\$64	\$52	\$55
Pasture, \$/animal unit month (AUM)	\$18		\$7	\$27			\$30	\$16	\$9	
Cornstalk grazing	\$12	\$7			\$10	\$13	\$13	\$9	\$9	\$19
Hunting rights	\$15		\$20	\$17	\$17	\$12	\$14	\$12	\$16	\$15

<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.