

Cash Rental Rates for Iowa 2016 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 bulletin 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 1,585 responses was 47 percent from farm operators, 25 percent from landowners, 14 percent from agricultural lenders, 12 percent from professional farm managers and realtors, and 2 percent from other professions. Respondents indicated being familiar with a total of 2.5 million cash rented acres across the state.

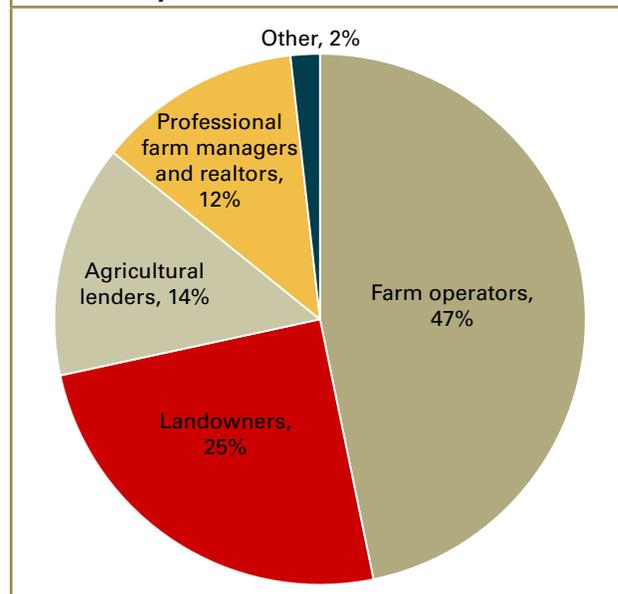
Determining Cash Rents

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

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

Figure 1. Distribution of 1,585 responses to the 2016 survey.



Details about setting a fair cash rent can be found in the following **Ag Decision Maker** information files, located under **Whole Farm, Leasing**, at: www.extension.iastate.edu/agdm/.

- [Computing a Cropland Cash Rental Rate](#) (File C2-20)
- [Computing a Pasture Rental Rate](#) (File C2-23)
- [Flexible Farm Lease Agreements](#) (File C2-21)

Definitions

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

2011-2015 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.**

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/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 blue-grass that receives little fertilizer or renovation.

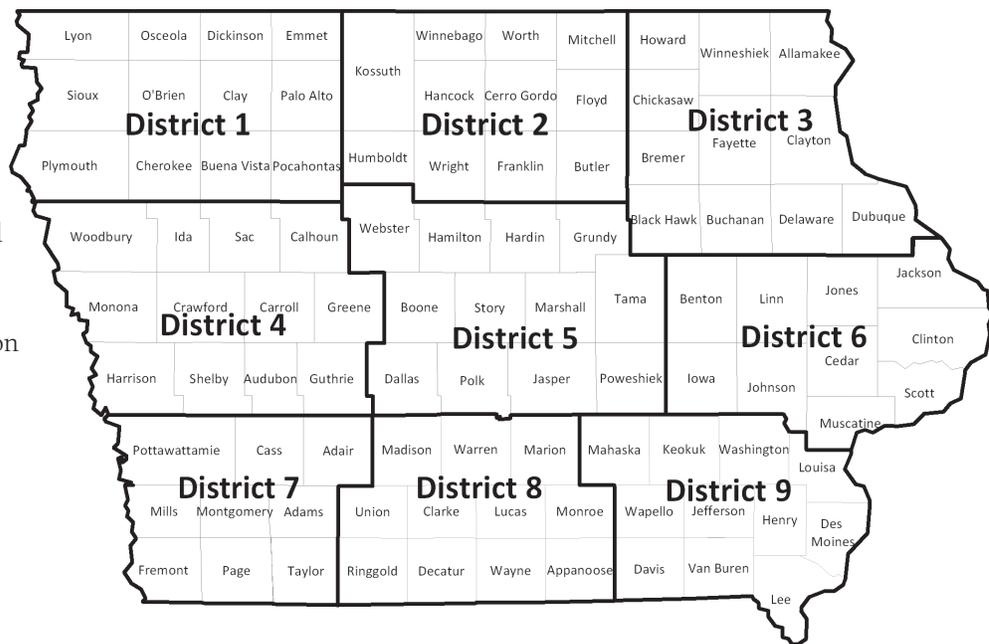
Pasture, \$/AUM – rent charged per animal unit month. One AUM is equal to a beef cow and calf or equivalent grazing for one month.

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 2012-2016 - Corn and Soybean Acres (\$/acre)

	2012	2013	2014	2015	2016
District 1	\$267	\$283	\$270	\$259	\$248
District 2	277	294	270	254	243
District 3	266	281	277	273	250
District 4	279	294	288	265	245
District 5	275	297	284	261	239
District 6	252	284	273	255	242
District 7	246	257	249	242	220
District 8	193	210	202	187	183
District 9	217	229	229	217	203
State	\$252	\$270	\$260	\$246	\$230



... and justice for all

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

Farm Management Field Specialists
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2016 CASH RENTAL SURVEY FOR CROP REPORTING DISTRICT 5

County	District												
	Average	Boone	Dallas	Grundy	Hamilton	Hardin	Jasper	Marshall	Polk	Powe-shiek	Story	Tama	Webster
Number of responses ^{1/}	252	22	17	28	18	18	13	24	20	25	31	18	18
2011 - 2015 avg. corn yield	171	171	165	179	165	175	174	175	164	175	163	171	174
2011 - 2015 avg. bean yield	51	49	48	56	47	51	52	55	49	52	48	54	49
Avg. row crop CSR2 index	85	87	89	88	86	85	80	82	90	79	87	84	84

Typical Cash Rent for Corn and Soybeans, \$ per tillable acre

Overall average	\$239	\$229	\$221	\$271	\$225	\$250	\$231	\$240	\$249	\$241	\$244	\$239	\$231
High quality third													
Average response	\$274	\$256	\$250	\$310	\$260	\$281	\$269	\$278	\$287	\$274	\$282	\$285	\$258
Range of responses		220-300	200-300	250-380	225-290	240-325	220-300	240-325	250-350	210-350	225-360	200-350	200-330
Medium quality third													
Average response	\$243	\$235	\$230	\$269	\$222	\$246	\$237	\$249	\$241	\$253	\$249	\$249	\$233
Range of responses		175-275	185-275	200-320	200-250	205-275	200-285	200-290	200-300	160-315	200-300	170-300	175-290
Low quality third													
Average response	\$201	\$197	\$184	\$235	\$193	\$224	\$188	\$194	\$218	\$197	\$201	\$184	\$201
Range of responses		140-250	140-225	180-300	175-220	180-250	180-200	150-250	195-250	120-275	170-250	115-240	150-270

Typical Corn Yield, bu. per acre

High third	186	181	176	204	183	194	183	193	174	183	184	192	187
Middle third	167	164	157	181	163	173	167	172	154	164	170	168	170
Low third	140	145	134	138	138	146	141	144	133	136	142	136	151

Average Rents per 5-year Average Yield or CSR2

Rent per bu. of corn yield	\$1.40	\$1.34	\$1.34	\$1.51	\$1.36	\$1.43	\$1.33	\$1.37	\$1.52	\$1.38	\$1.50	\$1.40	\$1.33
Rent per bu. of bean yield	\$4.71	\$4.67	\$4.60	\$4.84	\$4.79	\$4.90	\$4.44	\$4.36	\$5.08	\$4.63	\$5.08	\$4.43	\$4.71
Rent per CSR2 index point	\$2.82	\$2.63	\$2.48	\$3.08	\$2.62	\$2.94	\$2.89	\$2.93	\$2.77	\$3.05	\$2.80	\$2.85	\$2.75

Typical Cash Rent for Oats, Hay, and Pasture, \$ per acre^{2/}

Alfalfa hay, established	\$165												
Grass hay, established	\$138												
Oats	\$181												
Improved perm. pasture	\$76	\$61	\$81										
Unimproved perm. pasture	\$53	\$43							\$46	\$56			
Pasture, \$/AUM	NA												
Cornstalk grazing	\$19												
Hunting rights	\$13												

^{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.

2016 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/}	1,585	263	245	136	182	252	169	134	112	92
2011 - 2015 avg. corn yield	169	178	172	173	166	171	171	156	133	154
2011 - 2015 avg. bean yield	50	52	49	52	49	51	54	47	42	48
Avg. row crop CSR2 index	81	87	83	79	78	85	81	78	76	79
Typical Cash Rent for Corn and Soybeans, \$ per tillable acre										
Overall average	\$230	\$248	\$243	\$250	\$245	\$239	\$242	\$220	\$183	\$203
Irrigated land average		\$326	\$278		\$243					
High quality third										
Average response	\$270	\$284	\$278	\$297	\$282	\$274	\$289	\$261	\$219	\$249
Medium quality third										
Average response	\$230	\$250	\$242	\$250	\$245	\$243	\$242	\$217	\$182	\$202
Low quality third										
Average response	\$191	\$212	\$208	\$205	\$207	\$201	\$195	\$183	\$147	\$160
Typical Corn Yield, bu. per acre										
High third	176	194	184	186	187	186	182	169	136	158
Middle third	155	178	167	165	169	167	161	148	110	132
Low third	128	156	146	134	144	140	132	121	82	100
Average Rents per 5-year Average Yield or CSR2										
Rent per bu. of corn yield	\$1.41	\$1.40	\$1.41	\$1.45	\$1.47	\$1.40	\$1.41	\$1.41	\$1.38	\$1.32
Rent per bu. of bean yield	\$4.66	\$4.77	\$4.96	\$4.80	\$4.96	\$4.71	\$4.49	\$4.72	\$4.31	\$4.25
Rent per CSR2 index point	\$2.86	\$2.86	\$2.91	\$3.18	\$3.15	\$2.82	\$3.01	\$2.83	\$2.40	\$2.56
Typical Cash Rent for Oats, Hay, and Pasture, \$ per acre^{2/}										
Alfalfa hay, established	\$165	\$194	\$167	\$249	\$206	\$165	\$185	\$111	\$100	\$109
Grass hay, established	\$133	\$147	\$125	\$192	\$181	\$138	\$144	\$89	\$75	\$102
Oats	\$159	\$170	\$183	\$206	NA	\$181	\$151	\$101	\$102	\$179
Improved perm. pasture	\$80	\$82	\$68	\$90	\$86	\$76	\$88	\$87	\$75	\$66
Unimproved perm. pasture	\$54	\$59	\$48	\$53	\$60	\$53	\$55	\$58	\$52	\$48
Pasture, \$/AUM	\$20	NA	\$13	\$15	NA	NA	\$22	\$26	\$24	NA
Cornstalk grazing	\$12	\$14	NA	\$13	\$10	\$19	\$11	\$8	\$9	NA
Hunting rights	\$14	\$20	NA	NA	NA	\$13	\$16	\$5	\$15	\$16

^{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.