

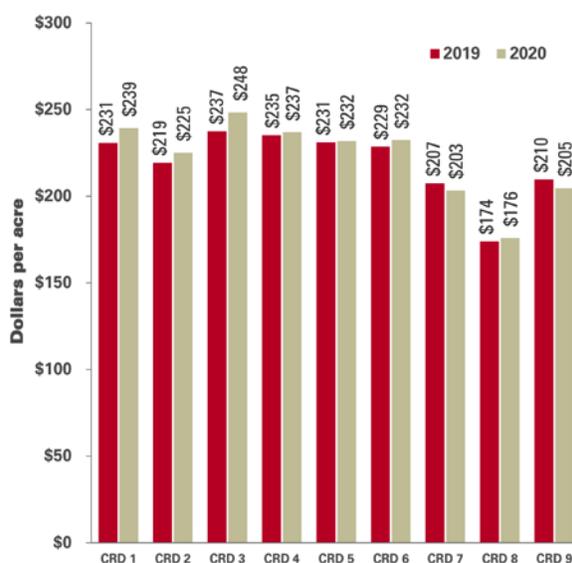
# Cash Rental Rates for Iowa 2020 Survey

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.

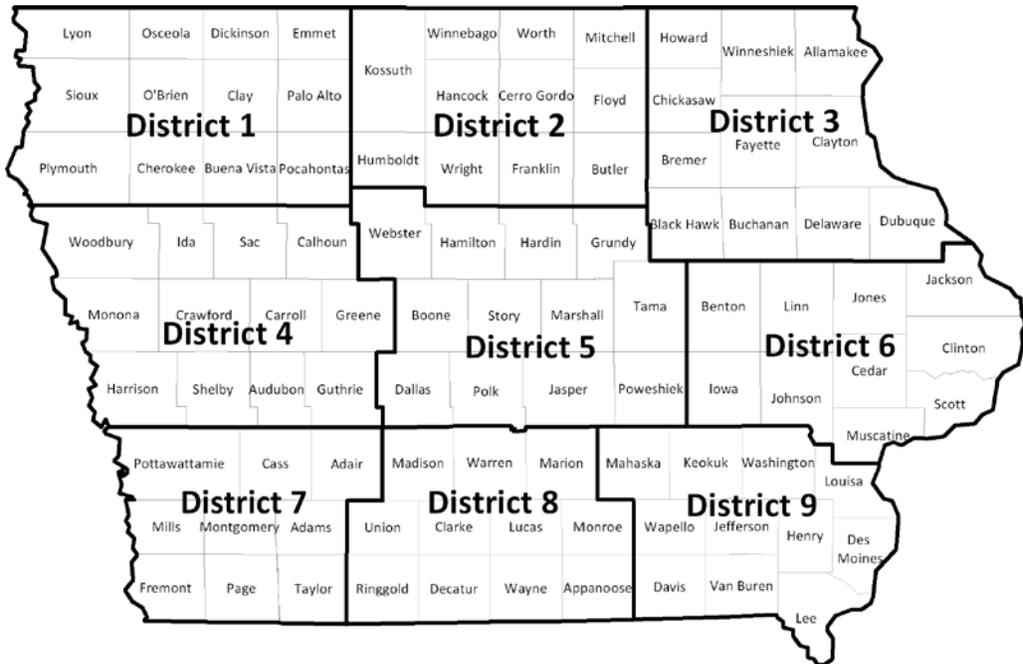
**Pasture, \$/Animal Unit Month (AUM)** – rent charged per animal unit month. One AUM is equal to one beef cow or its equivalent grazing for one month.

**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 5

County	District 5												
	Average	Boone	Dallas	Grundy	Hamilton	Hardin	Jasper	Marshall	Polk	Poweshiek	Story	Tama	Webster
Number of responses <sup>1/</sup>	259	30	23	21	20	25	14	19	17	16	34	19	21
2015-2019 average corn yield	203	196	189	210	198	208	209	215	194	209	196	210	198
2015-2019 average soybean yield	57	56	55	61	55	58	59	62	54	56	54	59	54
Average row crop CSR2 index	84	85	88	88	80	84	80	82	89	79	86	85	78
<b>Typical Cash Rent for Corn and Soybean, \$ per tillable acre</b>													
Overall average	\$232	\$224	\$232	\$272	\$224	\$229	\$226	\$231	\$224	\$217	\$233	\$250	\$220
<b>High quality third</b>													
Average response	\$261	\$246	\$260	\$300	\$249	\$257	\$250	\$268	\$258	\$255	\$261	\$290	\$245
Range of responses		200-300	235-300	240-350	200-300	225-290	220-290	200-325	230-300	205-325	200-320	230-325	180-285
<b>Medium quality third</b>													
Average response	\$232	\$226	\$225	\$275	\$228	\$230	\$229	\$233	\$223	\$214	\$234	\$250	\$224
Range of responses		175-275	180-280	215-320	200-250	200-255	200-265	190-275	190-260	190-245	165-285	200-300	175-270
<b>Low quality third</b>													
Average response	\$201	\$199	\$210	\$242	\$196	\$200	\$200	\$192	\$192	\$182	\$203	\$209	\$191
Range of responses		150-250	165-250	190-290	180-240	185-225	185-235	135-260	150-220	150-210	130-250	135-275	150-225
<b>Typical Corn Yield, bushels per acre, USDA NASS Special Tabulation 2011-2015</b>													
High third	195	190	190	204	190	200	197	200	195	190	187	200	200
Middle third	170	170	163	180	170	175	170	175	165	170	165	166	172
Low third	136	125	130	134	139	143	150	147	130	130	130	135	137
<b>Average Rents per 5-year Average Yield or CSR2</b>													
Rent per bushel of corn yield	\$1.14	\$1.14	\$1.23	\$1.30	\$1.13	\$1.10	\$1.08	\$1.07	\$1.15	\$1.04	\$1.19	\$1.19	\$1.11
Rent per bushel of soybean yield	\$4.08	\$4.00	\$4.22	\$4.46	\$4.07	\$3.95	\$3.83	\$3.73	\$4.15	\$3.88	\$4.31	\$4.24	\$4.07
Rent per CSR2 index point	\$2.77	\$2.64	\$2.64	\$3.09	\$2.80	\$2.73	\$2.83	\$2.82	\$2.52	\$2.75	\$2.71	\$2.94	\$2.82

<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.