The STATEWIDE Cash Rental Rates Publication can be viewed through this link to the Ag Decision Maker website.

Cash Rental Rates for Iowa 2019 Survey

Ag Decision Maker

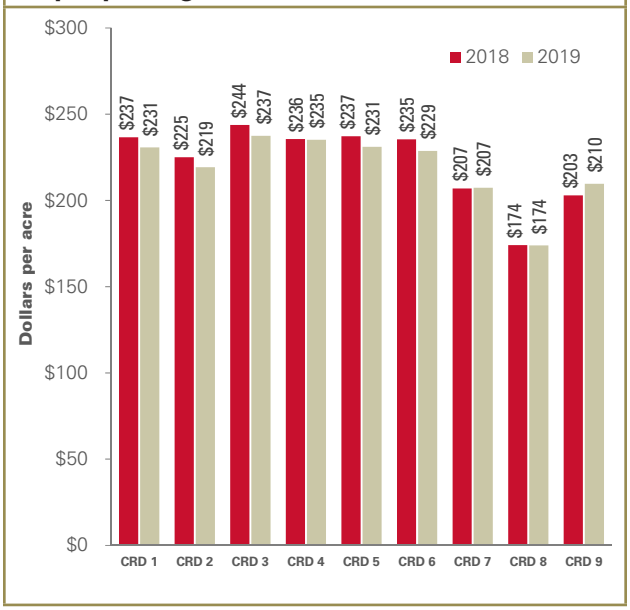
File C2-10

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. Due to lower responses in 2019 oats, 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 1,262 responses was 47 percent from farm operators, 30 percent from landowners, 8 percent from agricultural lenders, 12 percent from professional farm managers and realtors, and 3 percent from other professions. 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 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, 2018-2019



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.

2014-2018 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 collected by USDA NASS as a reference for land quality within the county.

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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.

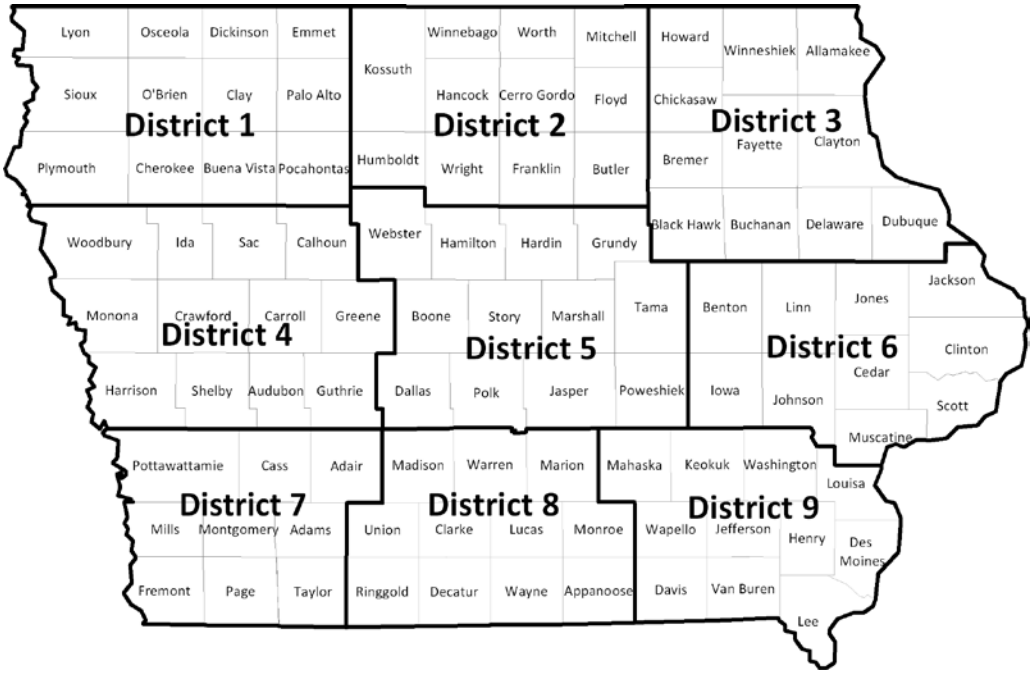
Pasture, $/AUM – rent charged per animal unit month. One AUM is equal to a beef cow and calf or equivalent grazing for one month.

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 2015-2019 Corn and Soybean Acres ($/tillable acre)

	2015	2016	2017	2018	2019
District 1	$259	$248	$234	$237	$231
District 2	254	243	218	225	219
District 3	273	250	241	244	239
District 4	265	245	231	236	235
District 5	261	239	228	237	231
District 6	255	242	231	235	229
District 7	242	220	206	207	207
District 8	187	183	180	174	174
District 9	217	203	204	203	210
State	**$246**	**$230**	**$219**	**$222**	**$219**



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2019 CASH RENTAL SURVEY FOR CROP REPORTING DISTRICT 6

County	District 6 Average	Benton	Cedar	Clinton	Iowa	Jackson	Johnson	Jones	Linn	Muscatine	Scott
Number of responses[1/]	145	28	25	10	8	9	16	10	17	13	9
2014 - 2018 avg. corn yield	202	201	207	205	206	197	197	199	200	197	208
2014 - 2018 avg. bean yield	58	58	59	59	56	59	56	57	56	59	63
Avg. row crop CSR2 index	81	85	86	74	79	68	83	77	86	82	87
Typical Cash Rent for Corn and Soybeans, $ per tillable acre											
Overall average	$229	$236	$234	$231	$200	$241	$222	$231	$238	$203	$251
High quality third											
Average response	$269	$268	$273	$275	$235	$280	$261	$271	$282	$249	$301
Range of responses		230-310	215-330	220-315	215-275	245-310	210-300	245-325	235-320	170-315	250-350
Medium quality third											
Average response	$230	$235	$234	$233	$198	$242	$229	$225	$234	$217	$251
Range of responses		170-285	170-275	170-280	180-230	200-275	180-275	200-250	200-260	140-275	195-280
Low quality third											
Average response	$187	$206	$194	$185	$166	$202	$175	$198	$197	$143	$200
Range of responses		135-260	135-225	145-235	130-180	150-235	115-200	190-200	175-210	90-225	160-230
Typical Corn Yield, bu. per acre											
High third	196	196	200	200	200	200	195	190	192	191	200
Middle third	170	170	175	175	170	170	168	165	165	167	170
Low third	129	131	150	130	121	120	130	125	120	135	130
Average Rents per 5-year Average Yield or CSR2											
Rent per bu. of corn yield	$1.13	$1.17	$1.13	$1.13	$0.97	$1.22	$1.13	$1.16	$1.19	$1.03	$1.21
Rent per bu. of bean yield	$3.93	$4.07	$3.97	$3.92	$3.57	$4.08	$3.96	$4.05	$4.25	$3.44	$3.98
Rent per CSR2 index point	$2.85	$2.78	$2.72	$3.12	$2.53	$3.54	$2.67	$3.00	$2.77	$2.48	$2.89

[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.

2019 CASH RENTAL 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[1/]	1,262	192	190	109	167	202	145	106	75	76
2014 - 2018 avg. corn yield	194	194	192	197	196	199	202	182	169	188
2014 - 2018 avg. bean yield	56	58	56	56	57	57	58	54	49	55
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	$219	$231	$219	$237	$235	$231	$229	$207	$174	$210
High quality third										
Average response	$255	$268	$249	$278	$267	$265	$269	$239	$209	$255
Medium quality third										
Average response	$219	$230	$220	$237	$236	$233	$230	$206	$173	$208
Low quality third										
Average response	$183	$195	$188	$197	$203	$196	$187	$176	$140	$165
Typical Corn Yield, bu. per acre										
High third	191	199	196	198	195	195	196	184	165	189
Middle third	163	177	171	172	170	170	170	153	131	151
Low third	125	150	136	134	132	136	129	116	84	108
Average Rents per 5-year Average Yield or CSR2										
Rent per bu. of corn yield	$1.14	$1.19	$1.14	$1.21	$1.20	$1.16	$1.13	$1.14	$1.03	$1.11
Rent per bu. of bean yield	$3.93	$3.97	$3.95	$4.22	$4.10	$4.09	$3.93	$3.81	$3.51	$3.79
Rent per CSR2 index point	$2.72	$2.65	$2.63	$2.99	$3.02	$2.72	$2.85	$2.67	$2.28	$2.63
Typical Cash Rent for Oats, Hay, and Pasture, $ per acre[2/]										
Alfalfa hay, established	$160	$160	$180	$202	$189	$201	$180	$103	$94	$128
Grass hay, established	$119	$98	$156	$149	$153	$130	$141	$85	$66	$94
Oats	$134		$175	$194			$127	$107	$79	$119
Improved perm. pasture	$75	$66	$62	$85	$97	$73	$72	$84	$69	$63
Unimproved perm. pasture	$51	$47	$41	$58	$66	$45	$51	$63	$45	$46
Pasture, $/AUM	$17		$10	$10		$13	$25	$29	$16	
Cornstalk grazing	$11	$13			$10	$18	$9	$7	$10	
Hunting rights	$21			$19	$42	$22	$21	$15	$15	$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.