

# Cropland Rental Rates for Minnesota Counties

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## Introduction

This publication provides a historical perspective on rental rates paid by a group of Minnesota farmers and trends in those rental rates over the past five years. This information is meant as a guide and starting point. **The information and data is not meant to establish, determine, set, fix, or even hint at what actual rents should be.** It is simply a reporting of historical land rental rates in Minnesota.

Historical rental data is included for years 2014 through 2018. Weighted average rental rates are listed by county for each year. The 2018 data also includes the median cash rent and the 10<sup>th</sup> and 90<sup>th</sup> percentile range, explained under “data results”.

There is really no way to statistically project future rental rates. Keep in mind the numbers listed are weighted averages. That means there are rents both above and below the numbers listed. Again, these numbers are merely a starting point.

Also included is the 2017 county rental data gathered by the USDA National Ag Statistical Service (NASS) in cooperation with the Minnesota Department of Agriculture. The USDA/NASS data is collected by mail-out survey every other year. The 2019 results will be available in September 2019. This document will be updated to include the new NASS numbers at that time.

The 2019 column in the document is included so you can list your anticipated 2019 land rent.

## Data Source

The land rental data shown in the data tables is extracted from FINBIN, a database of farm record summaries of over 2,000 Minnesota farms. The farmers participate in the Minnesota State College Farm Business Management program as well the Southwestern Minnesota Farm Business Management Association.

The rental rates are based on analysis of the financial records of participating farmers and represent the actual rents paid for the years listed.

## Analysis Method

The FINBIN database includes enterprise level income and expenses for thousands of acres of Minnesota farmland. To compile this report, rental rates are extracted for cash rented land. All row crop acres, small grain acres, canning crop acres, etc. are included in the data analysis. Not included in the analysis are acres allocated to pasture, aftermath grazing, hay and haylage acres, CRP acres, fallow, and prevented planted acres. All normal farming practices for the regions were included in the analysis. The USDA/NASS numbers are for row crops on non-irrigated land only.

Data is organized by county. Counties with a minimum of 10 farms with cash rented acreage are included. If a given county does not have rent data listed for 2014-2018, there were not enough farms reporting data. Counties with only partial FINBIN data for 2014-2018 and a USDA/NASS number have been included because they now meet the 10 farm minimum criteria. Counties with only a USDA/NASS number have less than 10 farmers reporting FINBIN data.

**Note:** Several counties in North, East & West Central Minnesota regions have no FINBIN rental rates reported this year. That is due to staff reductions in Farm Business Management programs and resulting loss of participating farms in those counties. USDA/NASS data for those regions are listed.

## Data Results

The following two pages show the county and USDA/NASS land rental data arranged by region consistent with the Minnesota Department of Agriculture, Agricultural Statistics Service districts.

**Minnesota Cropland Rental Rates Per Acre**

	Average				2018				2017	2019
	2014	2015	2016	2017	Avg	Median	10 <sup>th</sup> Pctile	90 <sup>th</sup> Pctile	NASS Data	Est.
<b>Northwest</b>										
Becker	n/a	n/a	n/a	97	73	22	12	108	111	
Clay	138	134	137	135	143	140	95	182	141	
Clearwater	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	38	
Kittson	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	75	
Mahnomen	111	105	86	82	87	83	32	124	110	
Marshall	63	56	67	67	71	65	45	91	90	
Norman	129	128	122	127	122	122	84	157	110	
Pennington	62	62	68	64	69	65	50	84	65	
Polk	96	96	95	99	99	96	51	145	125	
Red Lake	64	n/a	n/a	n/a	n/a	n/a	n/a	n/a	65	
Roseau	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	54	
<b>North Central</b>										
Beltrami	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	40	
Cass	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	35	
Hubbard	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	25	
Itasca	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	
Koochiching	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	
Lake of Woods	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	33	
<b>West Central</b>										
Big Stone	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	163	
Chippewa	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	190	
Douglas	112	102	107	119	122	110	51	178	129	
Grant	192	188	178	193	182	135	68	210	168	
Lac qui Parle	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	170	
Otter Tail	101	108	120	110	112	107	58	164	106	
Pope	128	131	134	141	140	132	55	175	143	
Stevens	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	164	
Swift	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	174	
Traverse	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	170	
Wilkin	137	135	133	134	132	132	88	161	137	
Yellow Med.	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	183	
<b>Central</b>										
Benton	87	100	113	103	109	80	52	133	79	
Carver	214	173	202	197	174	208	100	240	189	
Kandiyohi	227	212	220	229	212	207	147	251	214	
McLeod	233	205	188	209	211	200	115	250	223	
Meeker	191	183	176	179	181	175	84	218	175	
Morrison	107	74	97	82	82	73	48	112	77	
Renville	237	241	222	217	215	210	182	258	219	
Scott	229	208	206	191	183	166	104	210	198	
Sherburne	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	52	
Sibley	263	250	252	237	232	244	199	274	226	
Stearns	188	192	183	169	162	131	70	235	142	
Todd	80	77	67	66	74	63	30	105	63	
Wadena	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	31	
Wright	149	144	154	146	172	136	81	199	159	

	Average				2018				2017	2019
	2014	2015	2016	2017	Avg	Median	10 <sup>th</sup> Pctile	90 <sup>th</sup> Pctile	NASS Data	Est.
<b>East Central</b>										
Aitkin	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	33	_____
Anoka	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	57	_____
Carlton	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	20	_____
Chisago	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	69	_____
Crow Wing	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	37	_____
Hennepin	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	131	_____
Isanti	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	62	_____
Kanabec	59	63	60	59	n/a	n/a	n/a	n/a	63	_____
Mille Lacs	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	76	_____
Pine	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	32	_____
Washington	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	114	_____
<b>Southwest</b>										
Cottonwood	200	192	196	184	187	171	145	227	202	_____
Jackson	223	213	214	195	205	202	154	250	202	_____
Lincoln	n/a	n/a	n/a	175	149	169	79	214	171	_____
Lyon	223	222	197	202	198	193	91	249	183	_____
Murray	268	238	230	225	220	210	114	261	177	_____
Nobles	202	200	201	191	191	196	135	246	189	_____
Pipestone	236	213	229	202	208	207	109	258	180	_____
Redwood	213	207	198	197	203	201	150	259	187	_____
Rock	n/a	n/a	n/a	n/a	201	195	139	305	212	_____
<b>South Central</b>										
Blue Earth	240	228	221	215	222	207	117	252	232	_____
Brown	211	205	210	207	179	191	110	250	197	_____
Faribault	243	226	222	209	208	201	99	264	219	_____
Freeborn	265	238	247	216	222	225	177	256	217	_____
Le Sueur	267	257	236	228	235	209	128	265	n/a	_____
Martin	272	255	245	234	232	225	162	262	n/a	_____
Nicollet	263	245	231	223	206	198	134	251	215	_____
Rice	258	242	236	226	233	225	150	272	214	_____
Steele	239	240	231	214	224	222	174	276	219	_____
Waseca	236	227	218	224	210	204	110	261	216	_____
Watonwan	239	238	225	215	214	190	160	236	213	_____
<b>Southeast</b>										
Dakota	241	228	208	n/a	n/a	n/a	n/a	n/a	202	_____
Dodge	252	246	231	219	215	215	137	261	207	_____
Fillmore	235	218	205	200	199	180	76	251	191	_____
Goodhue	242	216	222	220	216	207	126	286	250	_____
Houston	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	178	_____
Mower	247	248	234	227	218	218	145	260	199	_____
Olmsted	260	226	234	231	n/a	n/a	n/a	n/a	194	_____
Wabasha	237	212	n/a	186	n/a	n/a	n/a	n/a	186	_____
Winona	220	196	217	195	217	203	125	263	206	_____
<b>Minnesota</b>	<b>194</b>	<b>185</b>	<b>181</b>	<b>174</b>	<b>171</b>	<b>178</b>	<b>66</b>	<b>250</b>	<b>166</b>	

The 2014-2018 “Average” data columns list historical rent data by county for those years. The land rental data listed is a weighted average of all the farms reporting land rent for a specific county and year.

The 2018 crop year columns list the weighted average rental rate as well as the median or 50<sup>th</sup> percentile. Half of the rental rates for the county were less than this median amount and half were greater than this amount. In addition, the 10<sup>th</sup> and 90<sup>th</sup> percentile are included to reflect the range of cash rents. Ten percent of the farmers paid less than the rent number listed in the 10<sup>th</sup> percentile column. Similarly, ten percent of the farmers paid more than the rent listed in the 90<sup>th</sup> percentile column. Note, this may reflect rates paid by a very small number of farmers.

The 2017 USDA/NASS data for each county is included for purposes of comparison. Every Minnesota County has a 2017 USDA/NASS average rent number listed. The numbers are for non-irrigated farm land only.

**Regional Change in Rental Rates from 2014-2018**

Following is a table showing the total percent change in land rental rates for the five years from 2014 through and including 2018 and the one-year change from 2017 to 2018. These changes are based on weighted averages to compensate for differences in acres and rental rates from the various counties in each region. The land rental numbers used to calculate the percent change values are also from the FINBIN database. Also included is a state-wide percent change.

In several regions, the 5 year percent change is negative, meaning that rates have declined below their 2014 levels. However, there was a significant increase in most cases prior to 2014.

The 2017-2018 annual change data shows a slight downward trend in rental rates for six of the eight regions. In Northwest and East Central regions there was an increase. There was an increase in number of acres in West Central. There is no definitive way of determining the cause for this. East Central has limited data available and none is available for North Central.

Because of these anomalies, the land rental rates listed are again merely a starting point or guide and not an absolute rental rate. The percentage figures are not meant to predict future changes but are merely to document how regional and state rental rates have changed over the years.

Total Percent Change in Land Rental Rates	2014-2018	2017-2018
Northwest	-3.7%	0.6%
West Central	5.0%	-1.5%
Central	-11.4%	-0.6%
East Central	30.7%	13.2%
Southwest	-12.5%	-0.5%
South Central	-13.2%	-0.6%
Southeast	-12.0%	-1.7%
State	-12.1%	-1.6%

**Summary**

The land rental rates listed in the data tables are not meant to predict future land rental rates. They are simply a historical listing of land rental data from years 2014-2018 as reported in FINBIN.

Keep in mind that these rental rates include both family and un-related party land rental contracts as well as long-term rental contracts. Rental rates between family members can be lower than those between un-related parties. Long-term rental contracts generally do not change dramatically during the length of the contract and therefore may affect the weighted average numbers used in the data calculations. Please note that the land rental rates shown here may not align with rents being paid for new land coming on the market.

Those who wish to search FINBIN for land rental data specific to a county or region (assuming there are enough farmers reporting rent values) as well as other farm data can do so by going to the following website: [www.finbin.umn.edu](http://www.finbin.umn.edu). Once there, click on the green bar on the left side of the page titled “Crop”. A page will appear giving you choices. Select the crop you want under Crop Enterprise. Next, select county or region under Location. Under Sort By you can search by selecting different years. Make sure “crop tenure type” under Filters shows “cash rent”. Click Generate Report and your data will appear if there are a sufficient number of farms reporting data.

