

# 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 2015 through 2019. Weighted average rental rates are listed by county for each year. The 2019 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 2019 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. The 2020 results if published, will be available in September 2020. This document will be updated to include the new NASS numbers at that time.

The 2020 column in the document is included so you can list your anticipated 2020 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 2015-2019, there were not enough farms reporting data. Counties with only partial FINBIN data for 2015-2019 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				2019				2020	2020
	2015	2016	2017	2018	Avg	Median	10 <sup>th</sup> Pctile	90 <sup>th</sup> Pctile	NASS Data	Est.
<b>Northwest</b>										
Becker	n/a	n/a	97	73	106	76	16	177	106	
Clay	134	137	135	143	138	138	85	176	140	
Clearwater	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	38.5	
Kittson	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	78.5	
Mahnomen	105	86	82	87	93	70	29	124	116	
Marshall	56	67	67	71	78	70	49	110	84.5	
Norman	128	122	127	122	127	132	73	165	124	
Pennington	62	68	64	69	66	70	51	91	72	
Polk	96	95	99	99	100	95	58	147	113	
Red Lake	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	67.5	
Roseau	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	55	
<b>North Central</b>										
Beltrami	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	40.5	
Cass	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	30	
Hubbard	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	22	
Itasca	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	19.5	
Koochiching	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	27	
Lake of Woods	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	38.5	
<b>West Central</b>										
Big Stone	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	146	
Chippewa	n/a	n/a	n/a	n/a	206	203	150	239	192	
Douglas	102	107	119	122	122	100	53	159	121	
Grant	188	178	193	182	187	139	55	200	179	
Lac qui Parle	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	177	
Otter Tail	108	120	110	112	110	102	38	150	109	
Pope	131	134	141	140	n/a	n/a	n/a	n/a	149	
Stevens	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	158	
Swift	n/a	n/a	n/a	n/a	120	143	63	210	178	
Traverse	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	175	
Wilkin	135	133	134	132	129	135	89	164	140	
Yellow Med.	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	186	
<b>Central</b>										
Benton	100	113	103	109	103	90	32	144	99	
Carver	173	202	197	174	172	184	100	252	196	
Kandiyohi	212	220	229	212	211	206	132	241	219	
McLeod	205	188	209	211	201	199	117	239	202	
Meecker	183	176	179	181	178	175	52	227	174	
Morrison	74	97	82	82	112	92	29	150	79	
Renville	241	222	217	215	190	200	119	243	200	
Scott	208	206	191	183	190	166	62	209	189	
Sherburne	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	52.5	
Sibley	250	252	237	232	219	218	149	251	249	
Stearns	192	183	169	162	150	134	60	189	128	
Todd	77	67	66	74	76	46	26	102	74.5	
Wadena	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	31	
Wright	144	154	146	172	114	137	44	176	171	

	Average				2019				2020	2020
	2015	2016	2017	2018	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	24.5	
Anoka	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	64	
Carlton	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	17.5	
Chisago	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	73	
Crow Wing	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	35	
Hennepin	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	137	
Isanti	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	54.5	
Kanabec	63	60	59	n/a	n/a	n/a	n/a	n/a	58	
Mille Lacs	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	72.5	
Pine	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	38	
Washington	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	123	
<b>Southwest</b>										
Cottonwood	192	196	184	187	193	194	135	225	196	
Jackson	213	214	195	205	196	203	150	240	198	
Lincoln	n/a	n/a	175	149	172	177	88	201	171	
Lyon	222	197	202	198	192	190	90	238	196	
Murray	238	230	225	220	208	200	150	246	192	
Nobles	200	201	191	191	191	198	133	250	184	
Pipestone	213	229	202	208	216	209	122	257	184	
Redwood	207	198	197	203	199	200	150	245	199	
Rock	n/a	n/a	n/a	201	190	178	134	290	224	
<b>South Central</b>										
Blue Earth	228	221	215	222	211	193	155	250	217	
Brown	205	210	207	179	195	193	124	244	192	
Faribault	226	222	209	208	213	213	90	263	223	
Freeborn	238	247	216	222	214	217	170	249	223	
Le Sueur	257	236	228	235	204	207	151	239	221	
Martin	255	245	234	232	233	227	183	263	221	
Nicollet	245	231	223	206	216	215	167	256	208	
Rice	242	236	226	233	227	218	134	266	216	
Steele	240	231	214	224	225	215	150	266	215	
Waseca	227	218	224	210	208	199	111	269	208	
Watonwan	238	225	215	214	215	198	152	236	226	
<b>Southeast</b>										
Dakota	228	208	n/a	n/a	n/a	n/a	n/a	n/a	204	
Dodge	246	231	219	215	222	229	152	267	210	
Fillmore	218	205	200	199	199	173	119	239	191	
Goodhue	216	222	220	216	206	196	94	255	216	
Houston	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	180	
Mower	248	234	227	218	217	215	160	259	217	
Olmsted	226	234	231	n/a	n/a	n/a	n/a	n/a	203	
Wabasha	212	n/a	186	n/a	n/a	n/a	n/a	n/a	189	
Winona	196	217	195	217	183	195	131	261	204	
<b>Minnesota</b>	<b>185</b>	<b>181</b>	<b>174</b>	<b>171</b>	<b>170</b>	<b>178</b>	<b>68</b>	<b>246</b>	<b>163</b>	

The 2015-2019 “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 2019 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 2019 USDA/NASS data for each county is included for purposes of comparison. The numbers are for non-irrigated farm land only.

**Regional Change in Rental Rates from 2015-2019**

Following is a table showing the total percent change in land rental rates for the five years from 2015 through and including 2019 and the one-year change from 2018 to 2019. 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 2015 levels. However, there was a significant increase in most cases prior to 2015.

The 2018-2019 annual change data shows a slight downward trend in rental rates for seven of the eight regions. Unlike other regions, rental rates in the East Central region have continued to increase over the past five years for farms included in these programs. East Central has limited data available and none is available for North Central.

Percent Change in Land Rental Rates	2015-2019	2018-2019
Northwest	-0.2%	-0.2%
West Central	2.5%	-1.7%
Central	-8.4%	-2.3%
East Central	21.2%	6.3%
Southwest	-7.6%	-0.7%
South Central	-9.3%	-1.6%
Southeast	-8.4%	-2.1%
State	-7.5%	-0.4%

**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 2015-2019 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.

