



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 2016 through 2020. Weighted average rental rates are listed by county for each year. The 2020 data also includes the median cash rent and the 10th and 90th 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 2021 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 2021 results were released in August 2021. This document has been updated to include the new NASS numbers at that time.

The 2022 column in the document is included so you can list your anticipated 2022 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 2016-2020, there were not enough farms reporting data. Counties with only partial FINBIN data for 2016-2020 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				2020				2021	2022
	2016	2017	2018	2019	Avg	Median	10 th Pctile	90 th Pctile	NASS Data	Est.
Northwest										
Becker	n/a	97	73	106	98	51	13	150	120	
Clay	137	135	143	138	145	143	110	175	140	
Clearwater	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	39	
Kittson	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	79	
Mahnomen	86	82	87	93	104	87	40	125	120	
Marshall	67	67	71	78	77	63	40	106	91	
Norman	122	127	122	127	127	125	89	163	124	
Pennington	68	64	69	66	68	68	40	98	77	
Polk	95	99	99	100	102	88	59	143	n/a	
Red Lake	n/a	n/a	n/a	n/a	77	67	49	97	76	
Roseau	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	55	
North Central										
Beltrami	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	36	
Cass	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	28	
Hubbard	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	18	
Itasca	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	20	
Koochiching	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	22	
Lake of Woods	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	30	
West Central										
Big Stone	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	158	
Chippewa	n/a	n/a	n/a	206	n/a	n/a	n/a	n/a	200	
Douglas	107	119	122	122	131	108	50	175	110	
Grant	178	193	182	187	181	144	63	204	176	
Lac qui Parle	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	164	
Otter Tail	120	110	112	110	115	117	50	156	86	
Pope	134	141	140	n/a	n/a	n/a	n/a	n/a	143	
Stevens	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	163	
Swift	n/a	n/a	n/a	120	148	150	108	219	188	
Traverse	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	182	
Wilkin	133	134	132	129	139	127	87	165	133	
Yellow Med.	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	196	
Central										
Benton	113	103	109	103	117	89	53	149	95	
Carver	202	197	174	172	192	200	130	254	209	
Kandiyohi	220	229	212	211	215	205	160	251	213	
McLeod	188	209	211	201	199	192	99	236	219	
Meecker	176	179	181	178	187	193	128	226	190	
Morrison	97	82	82	112	94	85	37	151	88	
Renville	222	217	215	190	214	219	175	259	220	
Scott	206	191	183	190	188	175	113	234	199	
Sherburne	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	54	
Sibley	252	237	232	219	220	216	169	259	250	
Stearns	183	169	162	150	170	160	79	245	152	
Todd	67	66	74	76	75	64	28	107	80	
Wadena	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	35	
Wright	154	146	172	161	161	167	83	200	177	

	Average				2020				2021	2022
	2016	2017	2018	2019	Avg	Median	10 th Pctile	90 th Pctile	NASS Data	Est.
East Central										
Aitkin	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	18	_____
Anoka	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	62	_____
Carlton	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	16	_____
Chisago	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	67	_____
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	145	_____
Isanti	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	53	_____
Kanabec	60	59	n/a	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	_____
Pine	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	48	_____
Washington	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	144	_____
Southwest										
Cottonwood	196	184	187	193	186	193	135	235	210	_____
Jackson	214	195	205	196	208	225	152	249	229	_____
Lincoln	n/a	175	149	172	168	176	77	215	191	_____
Lyon	197	202	198	192	192	178	107	233	195	_____
Murray	230	225	220	208	211	202	160	254	215	_____
Nobles	201	191	191	191	198	190	133	253	206	_____
Pipestone	229	202	208	216	198	205	119	253	194	_____
Redwood	198	197	203	199	207	200	149	265	198	_____
Rock	n/a	n/a	201	190	n/a	n/a	n/a	n/a	229	_____
South Central										
Blue Earth	221	215	222	211	219	208	161	272	238	_____
Brown	210	207	179	195	194	194	110	240	209	_____
Faribault	222	209	208	213	219	217	100	253	237	_____
Freeborn	247	216	222	214	216	221	191	242	215	_____
Le Sueur	236	228	235	204	213	216	130	250	231	_____
Martin	245	234	232	233	234	225	181	260	232	_____
Nicollet	231	223	206	216	214	209	150	252	227	_____
Rice	236	226	233	227	226	210	150	265	216	_____
Steele	231	214	224	225	223	206	150	275	222	_____
Waseca	218	224	210	208	213	201	131	263	213	_____
Watonwan	225	215	214	215	226	217	172	249	235	_____
Southeast										
Dakota	208	n/a	n/a	n/a	n/a	n/a	n/a	n/a	198	_____
Dodge	231	219	215	222	224	242	153	263	232	_____
Fillmore	205	200	199	199	205	202	127	241	212	_____
Goodhue	222	220	216	206	205	192	106	253	226	_____
Houston	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	180	_____
Mower	234	227	218	217	212	215	127	274	229	_____
Olmsted	234	231	n/a	n/a	202	219	126	238	215	_____
Wabasha	n/a	186	n/a	n/a	195	185	36	306	204	_____
Winona	217	195	217	183	202	195	106	256	221	_____
Minnesota	181	174	171	170	173	182	71	250	177	

The 2016-2020 “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 2020 crop year columns list the weighted average rental rate as well as the median or 50th 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 10th and 90th percentile are included to reflect the range of cash rents. Ten percent of the farmers paid less than the rent number listed in the 10th percentile column. Similarly, ten percent of the farmers paid more than the rent listed in the 90th percentile column. Note, this may reflect rates paid by a very small number of farmers.

The 2021 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 2016-2020

Following is a table showing the total percent change in land rental rates for the five years from 2016 through and including 2020 and the one-year change from 2019 to 2020. 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 2016 levels. However, there was a significant increase in most cases prior to 2016.

The 2019-2020 annual change data shows a slight upward trend in rental rates for six of the eight regions. Unlike other regions, rental rates in the Southeast region have continued to decline over the past five years for farms included in these programs. The East Central region has limited data available and none is available for North Central.

Percent Change in Land Rental Rates	2016-2020	2019-2020
Northwest	3.2%	3.5%
North Central	n/a	n/a
West Central	6.2%	4.6%
Central	-3.6%	2.6%
East Central	27.6%	2.1%
Southwest	-4.1%	1.3%
South Central	-5.2%	1.3%
Southeast	-7.5%	-0.7%
State	-3.9%	2.1%

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 2016-2020 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. 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.

