



Cash Rent Expense for Farm Land – 2017 Survey Data are Available

By Kitty O’Neil and John J. Hanchar, NWNY Regional Team

Summary

- Cash rent expenses per acre vary considerably across NNY counties and nearest neighbors depending on demand, productivity differences, artificial drainage, field size, certification status, landowner restrictions and term of the lease.
- Today, results from initial, late 2008 survey efforts by the United States Department of Agriculture/National Agricultural Statistics Service (USDA/NASS) through the most recent efforts for 2017 are available online.
- Survey results suggest that for 2017, cash rent expense for non-irrigated cropland by county over the 6 county NNY Region varied from \$40 to \$60 per acre. Pastureland rates ranged from \$16 to \$27.50 in NNY and nearby areas though data was not available for all counties.

USDA Cropland and Pastureland Rent Expense Survey Results Available for 2008 to 2017

Cornell Cooperative Extension (CCE) staff often receive calls from individuals asking “What is the going cash rent for farm land in my area?” Many in the CCE system have ideas based upon word of mouth and perhaps some limited data for the local area that they serve.

Not surprisingly, actual cash rent expenses for farm land vary over some range. Variability in productivity, intended use and other local supply and demand factors yield a wide range of cash rent values.

Prior to 2008, the lack of a consistent data set characterized the situation. The availability of data by county changed when USDA/NASS responded to customer requests and new requirements of the 2008 Farm Bill. Today, results from initial, late 2008 survey efforts by the USDA/NASS through the most recent efforts for 2017 are available online.

The averages reported in Table 1 were obtained by going to <https://quickstats.nass.usda.gov/> and using the query menus on the page to make the following selections:

Program: Survey

Sector: Economics

Group: Expenses

Commodity: Rent

Data Item: Rent, Cash, Cropland Non-Irrigated... or Rent, Cash, Pastureland...

The pull down menus within the “Select Location” and “Year” sections allow for the selection of desired locations and years, respectively. Select “County” under Geographic Region, and State, Ag District and County menus will appear. Make further selections to narrow the resulting data. Non-irrigated cropland and pastureland rent expenses for 6 NNY counties and 6 nearby counties are listed in Tables 1 and 2, respectively.

Table 1. Cash Rent Expense for Non-Irrigated Cropland by NNY County in Dollars per Acre by Year.

County	Cropland, Non-irrigated (\$/acre/year)				
	2017	2016	2014	2013	2012
Jefferson	\$ 52.00	\$ 43.50	--	\$ 35.00	\$ 38.00
Lewis	\$ 60.00	\$ 62.00	--	\$ 53.50	\$ 51.00
St Lawrence	\$ 40.00	\$ 45.50	\$ 33.50	\$ 36.50	\$ 24.50
Franklin	\$ 49.50	\$ 54.50	\$ 42.00	\$ 48.50	\$ 47.50
Clinton	\$ 50.50	\$ 49.00	\$ 44.00	\$ 46.00	--
Essex	--	--	\$ 13.50	\$ 14.50	--
Oswego	--	\$ 27.00	--	\$ 33.50	--
Oneida	\$ 47.00	\$ 53.00	\$ 47.00	\$ 42.50	\$ 32.00
Herkimer	\$ 48.50	\$ 49.00	\$ 41.00	\$ 39.50	\$ 34.00
Saratoga	\$ 48.50	\$ 46.00	\$ 40.00	\$ 38.00	\$ 39.50
Washington	\$ 44.50	\$ 42.50	\$ 39.50	\$ 40.00	\$ 36.50

Source: USDA/NASS. <https://quickstats.nass.usda.gov/>, accessed 6/13/2019

Table 2. Cash Rent Expense for Pastureland by NNY County in Dollars per Acre by Year.

County	Pastureland (\$/acre/year)				
	2017	2016	2014	2013	2012
Jefferson	--	--	\$ 9.80	\$ 11.50	--
Lewis	--	--	\$ 21.50	\$ 16.50	--
St Lawrence	\$ 16.00	--	\$ 10.00	\$ 11.00	--
Franklin	--	--	--	--	--
Clinton	--	--	--	\$ 15.50	\$ 16.50
Essex	--	--	--	--	--
Oswego	\$ 20.00	--	--	--	\$ 11.50
Oneida	\$ 18.00	\$ 19.50	\$ 13.50	\$ 15.50	\$ 7.60
Herkimer	\$ 27.50	\$ 23.00	\$ 20.00	--	\$ 19.00
Saratoga	--	--	\$ 20.00	--	--
Washington	\$ 16.00	\$ 17.50	\$ 17.50	\$ 19.00	\$ 13.50

Source: USDA/NASS. <https://quickstats.nass.usda.gov/>, accessed 6/13/2019

Please note that the values reported in Tables 1 and 2 are averages across a county. Individual rent expenses are likely to vary over a wide range of values depending on factors such as those listed previously.

Additional resources on renting and valuing farm real estate are available at the following websites.

1. Cornell's Dyson School, "Pricing Farmland in New York" factsheet. <https://cpb-us-e1.wpmucdn.com/blogs.cornell.edu/dist/3/3955/files/2018/09/farmland-rental-fact-sheet-1kxm4ie.pdf>
2. Cornell's Dyson School, NY Farmland Sales Web Tool for average farmland sales prices by county. <https://www.farmland.dyson.cornell.edu/>
3. USDA Summary of Agricultural Land Values, August 2018. <https://usda.library.cornell.edu/concern/publications/pn89d6567>
4. Cornell's Small Farms Program, Guide to Farming in NY. <http://smallfarms.cornell.edu/2017/05/01/1-finding-a-farm-to-buy-or-lease/>

5. CCE NWNYS Regional Team website at <https://nwnyteam.cce.cornell.edu>. Click on the “BUSINESS” tab, and enter “renting farm real estate” in the search bar.
6. Ag Lease 101 website <https://aglease101.org/>

For more information about field crop and soil management, contact your local Cornell Cooperative Extension office or NNY Cornell University Cooperative Extension Regional Field Crops and Soils Specialists, Mike Hunter and Kitty O’Neil.

Kitty O’Neil
(315) 854-1218
kitty.oneil@cornell.edu

Mike Hunter
(315) 788-8450
meh27@cornell.edu

Our Mission

“The North Country Regional Ag Team aims to improve the productivity and viability of agricultural industries, people and communities in Jefferson, Lewis, St. Lawrence, Franklin, Clinton and Essex Counties by promoting productive, safe, economically and environmentally sustainable management practices and by providing assistance to industry, government, and other agencies in evaluating the impact of public policies affecting the industry.”

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