

**2012**  
**PIERCE COUNTY FARMLAND**  
**CASH RENT STUDY**  
Greg Andrews <sup>1</sup>

**Explanation to Rent Study**

Pierce County Farmers will likely spend nearly \$6.5 million in 2012 on 65,000 acres of rented cropland (2012 estimate since most recent census). As a percentage of all county cropland, 38 percent is rented cropland. Landlords and tenants are equal stakeholders when negotiating rental prices. The Pierce County UW-Extension Office annually receives over 300 inquiries about cropland rental rates. The study is intended to provide accurate information for landlords and tenants who negotiate leases.

In December 2011, approximately 700 landlords and tenants were randomly selected and sent the mail questionnaire. A total of 343 parcels represent 16 of the 17 Pierce County Towns. The overall response rate to the survey was 49 percent. Among the respondents, 57% were tenants, 34% were landlords and 9% identified both roles.

The 2012 Pierce County Land Rent Survey found a range in rental rates of \$25 to \$200 per acre. The average rental value for Pierce County was \$101 per acre, up 11% from 2011 and up 40% from the 2008 report. Of the towns with sufficient reports, Trimbelle posted the highest average rental rate in Pierce County (\$136 per acre). Spring Lake had the lowest average rental rate in Pierce County (\$73 per acre).

The rental rate study should be used as a guide rather than an absolute. Rental rates are reflective of competition for the land, commodity prices, input costs, land ownership costs, productivity of the soil types, existing soil fertility, field size, and slope of the land. The leading variable in farmland rental rates is grain yield. On the opposite page is a ratio of rent price paid per bushel of corn yield. Survey respondents reported average corn yields on the parcels over the past 3 years.

**Educational Resources and Lease Forms for Leasing Farmland**

In many states you must have a written lease. A written lease offers opportunity for discussion between landlords and tenants, creates a way to iron out details in the lease, provides a way for dealing with the unexpected and assures conservation expectations are discussed.

The North Central Farm Management Extension Committee released their new leasing educational materials and lease forms in December 2011. These resources are very useful when negotiating leasing of farmland and other farm assets. The Ag Lease 101 website contains all of these newly developed forms and resources. The lease forms and resources can be obtained from the Pierce County UW-Extension Agriculture website at: <http://pierce.uwex.edu/agriculture/> or by contacting Greg Andrews at 715-273-6781 or by email at: [greg.andrews@ces.uwex.edu](mailto:greg.andrews@ces.uwex.edu)

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# Pierce County Land Rent Summary

## January 2012

Township	Number of Parcels Reported	Average Cash Rent (\$/Acre)	Range of Cash Rentals Reported (\$/Acre)	Average Corn Yield in Bushels Per Acre	Ratio Price Paid per Bushel of Corn Yield
Clifton	9	\$115	80-150	174	0.66
Diamond Bluff	1	\$200	200	181	1.07
El Paso	35	\$95	70-145	164	0.58
Ellsworth	26	\$98	60-150	159	0.62
Gilman	52	\$84	40-180	142	0.60
Hartland	16	\$113	90-150	177	0.64
Maiden Rock	18	\$113	75-150	145	0.78
Martell	26	\$84	35-140	158	0.53
Oak Grove	21	\$115	65-160	154	0.78
River Falls	22	\$75	45-150	148	0.50
Rock Elm	25	\$109	40-150	161	0.69
Salem	10	\$127	85-175	158	0.81
Spring Lake	14	\$73	45-145	147	0.48
Trenton	22	\$89	25-175	150	0.57
Trimbelle	31	\$136	60-200	175	0.76
Union	16	\$124	70-175	161	0.78
<b>County Totals/Avg.</b>	<b>343</b>	<b>\$101.00</b>	<b>\$25-200</b>	<b>157</b>	<b>0.64</b>

<b>Cash Rent Survey of Cropland by Corn Yield Potential</b>		
Corn Yield Bushels/Acre	Range in Rental Rate \$/Acre	Average Cash Rent \$/Acre
>200 bu.	90-200	\$134
185-200	65-200	\$123
170-184	40-200	\$115
155-169	35-175	\$100
140-154	50-180	\$94
125-139	40-140	\$77
110-124	45-130	\$75
<110bu	25-129	\$67

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