Ontario Farmland Value and Rental Value Survey

Annual Reports

This document contains annual summary reports for the 2016, 2017, 2018, 2019, 2020 and 2021 rounds of the *Ontario Farmland Value and Rental Value Survey* (FVRV). The FVRV is an online survey that is funded by OMAFRA and administered in partnership with OFA. The cooperation of OMAFRA and OFA are greatly appreciated, however any mistakes in the survey or errors in these reports should be attributed to the below contact person:

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Ontario Farmland Value and Rental Value Survey

Annual Reports

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UNIVERSITY of GUELPH
ONTARIO AGRICULTURAL COLLEGE
DEPARTMENT OF FOOD, AGRICULTURAL AND RESOURCE ECONOMICS

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2021 Farmland Value and Rental Value Survey

Summary of Findings

March 2022

Survey Description:

The data provided in this report are from 1735 Ontario respondents who participated in an online survey between January 18th and February 13th in 2022. Respondents were asked a number of questions about farmland, farmland values, and rental rates for the previous year, 2021. Many respondents did not answer specific questions, so we provide you with the number of responses for each question that we report.

A total of 18,325 potential respondents were contacted by email with the support of OFA. The cooperation of OFA and OMAFRA, and the survey respondents, is greatly appreciated. However, any mistakes in the survey should be attributed to the above contact person.

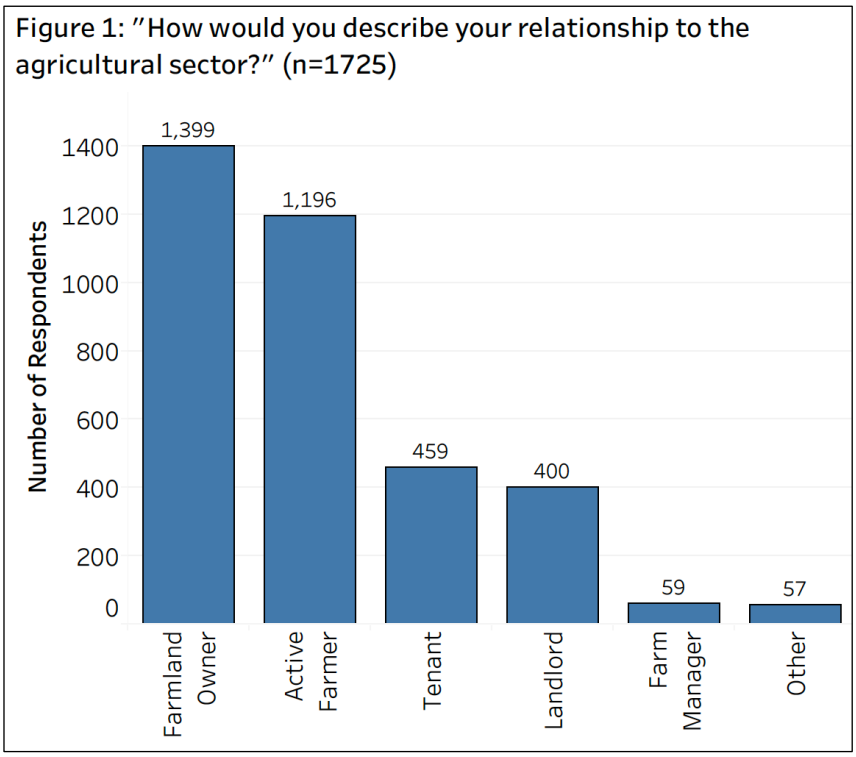
When interpreting the results presented in this report, a few issues should be kept in mind. First, respondents were not randomly sampled from each region, and therefore results are not necessarily representative of each region. Instead, results reflect the responses of those who voluntarily answered the survey. We recognize that rental rates and land prices can vary considerably within a region, and for this reason the survey asked questions with the aim of eliciting information about central tendencies – e.g., *average cash rent* for *average quality cropland* in a region. Admittedly, respondents' knowledge of this information varies with respect to accuracy. And importantly, rental rates and farmland values can vary considerably depending on individual parcel characteristics. **For this reason, these results will not be useful in assigning a particular rental rate or land value to a specific parcel.** It is also important to note that **reported results on land values are not derived from actual farm sales or specific rental contracts.**

At the regional level, we report median values for per-acre rental rates and land prices. In most cases, these median values are close to the mean values. For cases where the median and mean rental rate or price in a region differ considerably, we report the mean in a footnote.

Additional survey updates will be provided here: www.onfarmlandsurvey.com, and on twitter: @BradyDeatonJr.

Respondent Breakdown

Figure 1 below presents the number of survey respondents who classified themselves into the following categories: farmland owner, active farmer, tenant, landlord, farm manager, and 'other'. We asked respondents to select all applicable categories, and therefore the categories displayed below are not mutually exclusive (ex. approximately 68.6% of respondents who identified themselves as a "farmland owner" also identified themselves as an "active farmer").



Note: Categories with less than 20 responses were bundled into the 'Other' category shown above. This included: Assessor (1); Realtor (11); Lender (10); Government employee with a focus on the agricultural sector (5); and 'other – respondent specified' (30).

Key Respondent Characteristics

Table 1 below displays summary data for key respondent characteristics, including what they reported about their owned and rented farmland. For each variable we provide the number of responses (n), central tendencies (mean and median), standard deviation, minimum and maximum values.

Table 1: Key Respondent Characteristics

Respondent Characteristic	n	Mean	Median	Std. Dev.	Min	Max
Age	1682	62.76	64	12.41	24	96
Sex (Male=0, Female=1)	1685	0.16	0	0.36	0	1
Acres Owned	1587	269.98	150	372.75	1	6000
Acres Rented, Leased, Cropshared or Custom Farmed in	741	335.76	150	642.58	1	9,000
Ratio of Acres Rented, Leased, Cropshared or Custom Farmed in to Acres Owned[1]	711	1.69	0.67	5.11	0.01	94.12
Number of Landlords[2]	681	3.85	2	4.21	1	20
Landlords Require Stipulations (1=yes, 0=no/NA)	1029	0.17	0	0.38	0	1

[1]This ratio was calculated by dividing acres rented, leased, cropshared or custom farmed in by acres owned for each respondent that reported both owning land and operating land as a tenant.

[2]A maximum response of '20+' was allowed for this question, and these responses were treated as '20' for the purposes of generating summary statistics.

Farmland Rental Rates and Farmland Values by Region

The following table provides per tillable acre values for median cash rent and median price of farmland in each region surveyed. The survey questions used to elicit these values are identified in the table column headings. Respondents answered these questions for the region that they were most familiar with, and these regions are indicated in the first column of the table.

The final column of the table provides a rent/price ratio for each region, expressed in percentage terms. These rent/price ratios were calculated by taking the median reported cash rental value in each region and dividing it by the median reported price. These ratios are an approximation of net-income divided by property value, which is often referred to as the capitalization rate – or "cap-rate". This measure does not account for a host of important factors (ex. taxes, land appreciation, etc.). Nonetheless, it is useful for comparing and assessing the returns to an asset like farmland. In our survey, the cap-rates appear relatively low compared to historic comparisons in other places (see, for example: http://bit.ly/2nZ9kqO). One long term goal of this survey is to continue to collect this measure over time, in order to compare present information with historic trends.

We only report median rental rates and prices for regions that had more than 10 responses for each. We provide the number of responses used to generate these medians for each region reported (n). For regions with mean rental rates or prices that vary significantly from the medians (a difference of 50% or greater) we report the means in footnotes.

Table 2: Farmland Rental Rates and Farmland Values by Region

	Survey Question		
Region	**In 2021, approximately what was the typical (or average) cash rent for [*average quality cropland*], per tillable acre, in the region that you selected? [Median reported]**	**In 2021, approximately what was the typical (or average) price, per tillable acre, for average quality cropland in this region? [Median reported]**	**Rent/Price Ratio (%)**
Brant (Census Division)	$250 (n=21)	$20,000 (n=23)	1.3%
Bruce (County)	$200 (n=54)	$12,000 (n=59)	1.7%
Chatham-Kent (Census Division)	$300 (n=53)	$18,000 (n=64)	1.7%
Dufferin (County)	$150 (n=17)	$15,000 (n=17)	1.0%
Durham (Regional Municipality)	$100 (n=24)	$11,000 (n=24)	0.9%
Elgin (County)	$300 (n=41)	$15,600 (n=37)	1.9%
Essex (County)	$250 (n=39)	$12,000 (n=45)	2.1%
Grey (County)	$150 (n=31)	$10,000 (n=31)	1.5%
Haldimand (County)	$100 (n=17)	$10,000 (n=18)	1.0%
Huron (County)	$350 (n=66)	$20,000 (n=64)	1.8%
Lambton (County)	$300 (n=48)	$14,000 (n=57)	2.1%
Lennox and Addington (County)[1]	$50 (n=11)	$2,600 (n=15)	1.9%

[1]The mean price in this region is significantly higher than the median, at approximately $4013. The rent/price ratio calculated with this higher mean price would be 1.2%.

Table 2 (Continued): Farmland Rental Rates and Farmland Values by Region

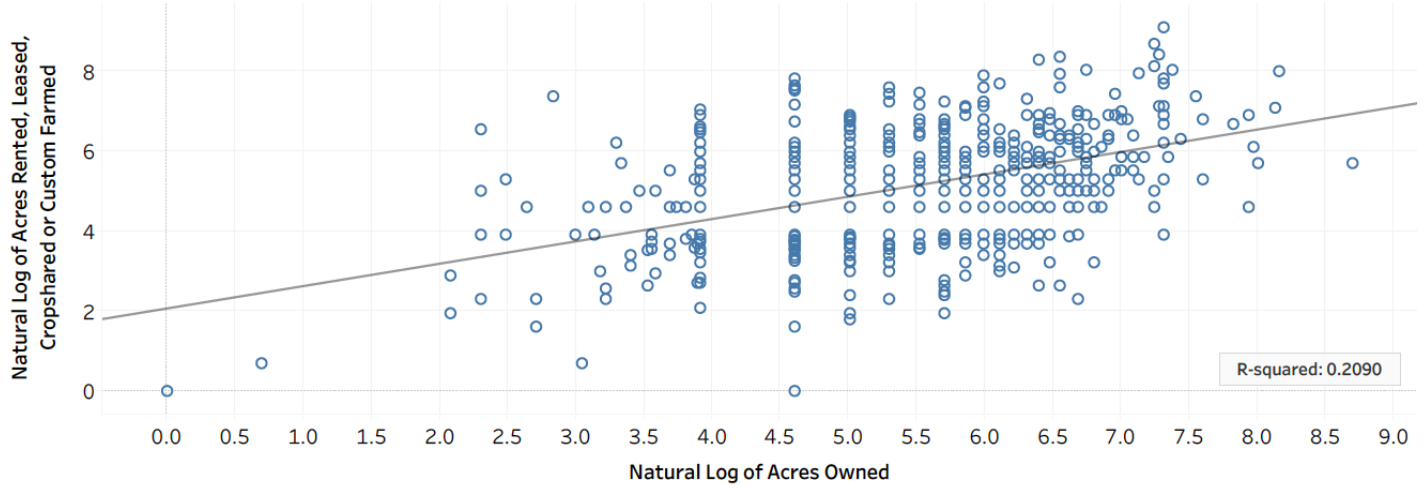
Region	Survey Question: In 2021, approximately what was the typical (or average) cash rent for [*average quality cropland*], per tillable acre, in the region that you selected? [Median reported]	Survey Question: In 2021, approximately what was the typical (or average) price, per tillable acre, for average quality cropland in this region? [Median reported]	Rent/Price Ratio (%)
Middlesex (County)	$300 (n=62)	$20,000 (n=69)	1.5%
Niagara (Regional Municipality)[2]	$100 (n=29)	$18,300 (n=32)	0.5%
Norfolk (County)	$250 (n=24)	$15,000 (n=27)	1.7%
Northumberland (County)	$100 (n=19)	$10,000 (n=18)	1.0%
Ottawa (Census Division)	$150 (n=15)	$10,300 (n=18)	1.5%
Oxford (County)	$300 (n=57)	$26,500 (n=56)	1.1%
Perth (County)	$300 (n=59)	$25,000 (n=59)	1.2%
Peterborough (County)	$50 (n=11)	$7,200 (n=11)	0.7%
Prescott and Russell (United Counties)	$200 (n=16)	$13,000 (n=23)	1.5%
Prince Edward (Census Division)	$100 (n=15)	$8,000 (n=16)	1.3%
Simcoe (County)	$100 (n=33)	$14,000 (n=27)	0.7%
Stormont, Dundas and Glengarry (United Counties)	$200 (n=38)	$10,600 (n=44)	1.9%
Waterloo (Regional Municipality)	$200 (n=19)	$26,000 (n=14)	0.8%
Wellington (County)	$200 (n=35)	$20,000 (n=35)	1.0%
York (Regional Municipality)[3]	$100 (n=17)	$40,000 (n=14)	0.3%

[2]The mean rent in this region is significantly higher than the median, at approximately $221. The rent/price ratio calculated with this higher mean rent would be 1.2%.
[3]The mean rent in this region is significantly higher than the median, at $200. The rent/price ratio calculated with this higher mean rent would be 0.5%.

Land Owned vs. Land Rented, Leased, Cropshared or Custom Farmed

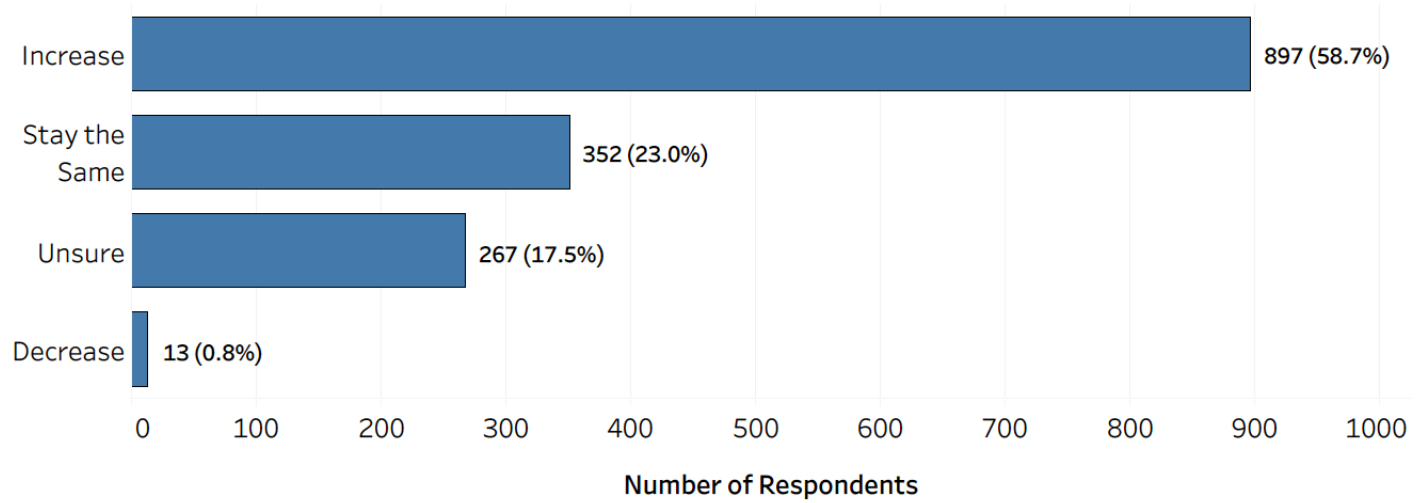
Respondents were asked to report the number of acres that they own, and the number of acres that they operate as tenants through cash rent, lease, cropshare or custom farming arrangements. The graph below plots responses for acres owned vs. acres operated as a tenant, for the 711 respondents who reported both (i.e. respondents who reported operating on their own land, and land owned by others in 2021). The natural logs of these values have been used to control for outliers (i.e. very large values that could skew the data and prevent the observation of a trend). A linear trendline through this data has been provided, with an R-squared value. The distribution of this data indicates that the more farmland an operator owns, the more land they are likely to rent, lease, cropshare or custom farm in.

Figure 2: Natural Log of Acres Owned vs. Natural Log of Acres Rented, Leased, Cropshared and Custom Farmed (n=711)



Respondent Perceptions of Changing Farmland Prices

Figure 3: "Over the next 12 months, do you expect farmland prices in this region to..." (n=1529)



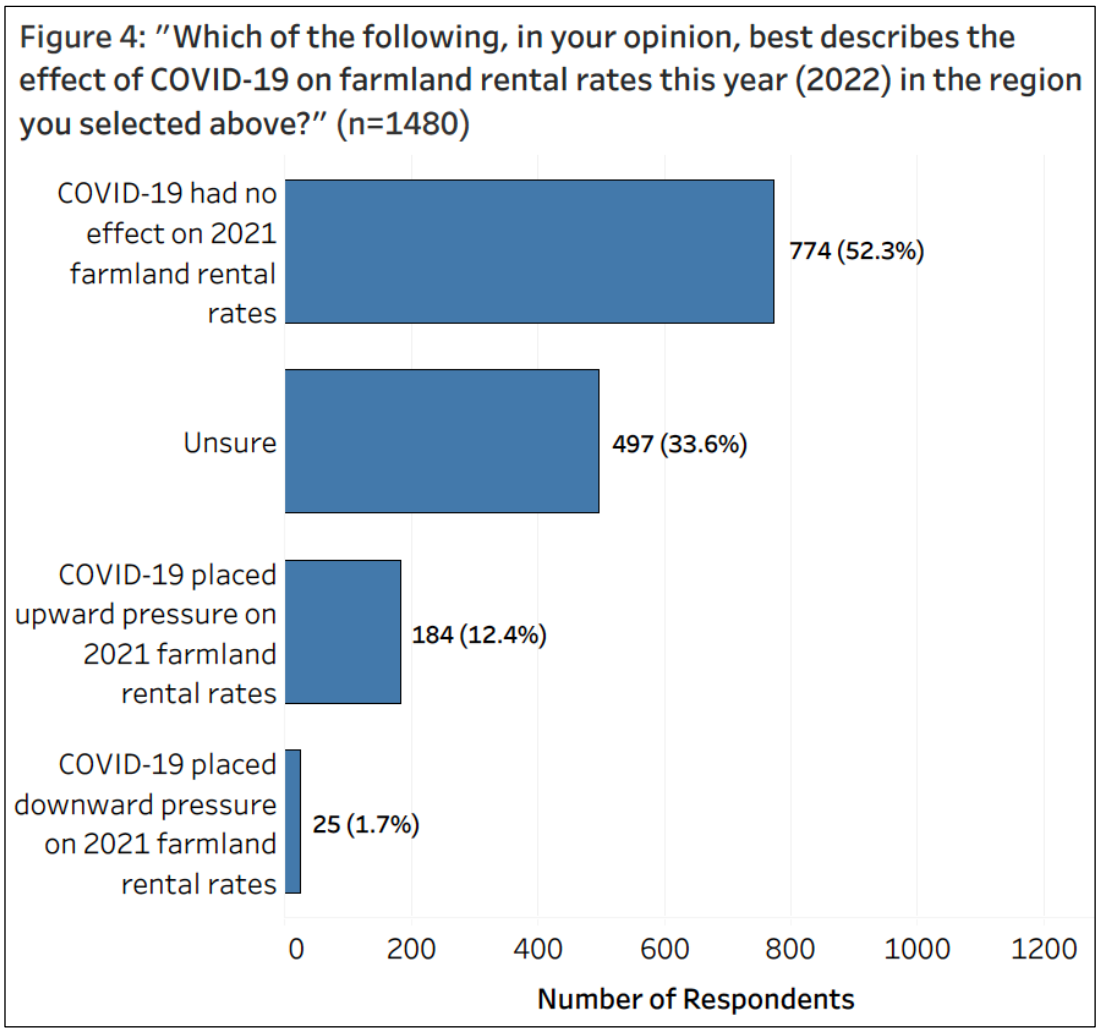
Respondent Perceptions of Farmland Buyers

Respondents were asked to report their perception of the percentage of farmland sales in their region that had been made by farmers in the past 12 months. For the overall sample (788 respondents answered this question), the median reported percentage of farmland sales to farmers was 75% (the mean was lower, at approximately 64.5%). However, there was considerable spatial variation in responses to this question. Table 3 below provides the median reported percentage of farmland sales to farmers in each region surveyed. As with the rent and price data, we only report on regions that had greater than 10 responses to this question, and the number of responses for each region is given in the table (n).

Table 3: "During the past 12 months, approximately what percentage of farmland purchases in [*familiar*] region were made by farmers?"

Region	Perceived Percentage of Farmland Purchases Made by Farmers [*median reported*]
Brant (Census Division)	20% (n=13)
Bruce (County)	82.5% (n=46)
Chatham-Kent (Census Division)	80% (n=46)
Dufferin (County)	50% (n=15)
Durham (Regional Municipality)	50% (n=14)
Elgin (County)	65% (n=27)
Essex (County)	75% (n=18)
Grey (County)	72.5% (n=26)
Haldimand (County)	70% (n=15)
Huron (County)	90% (n=51)
Lambton (County)	90% (n=36)
Lennox and Addington (County)	30% (n=11)
Middlesex (County)	75% (n=52)
Niagara (Regional Municipality)	50% (n=27)
Norfolk (County)	75% (n=21)
Northumberland (County)	50% (n=13)
Ottawa (Census Division)	80% (n=17)
Oxford (County)	90% (n=37)
Perth (County)	95% (n=49)
Peterborough (County)	7.5% (n=12)
Prescott and Russel (United Counties)	95% (n=11)
Prince Edward (Census Division)	50% (n=13)
Simcoe (County)	50% (n=27)
Stormont, Dundas and Glengarry (United Counties)	90% (n=28)
Wellington (County)	90% (n=26)
York (Regional Municipality)	0% (n=16)

Respondent Perceptions of the Impact of COVID-19 on Farmland Rents



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2020 Farmland Value and Rental Value Survey

Summary of Findings

March 2021

Survey Description:

The data provided in this report are from 1742 Ontario respondents who participated in an online survey between January 19th and February 8th in 2021. Respondents were asked a number of questions about farmland, farmland values, and rental rates for the previous year, 2020. Many respondents did not answer specific questions, so we provide you with the number of responses for each question that we report.

A total of 18,910 potential respondents were contacted by email with the support of OFA. The cooperation of OFA and OMAFRA, and the survey respondents, is greatly appreciated. However, any mistakes in the survey should be attributed to the above contact person.

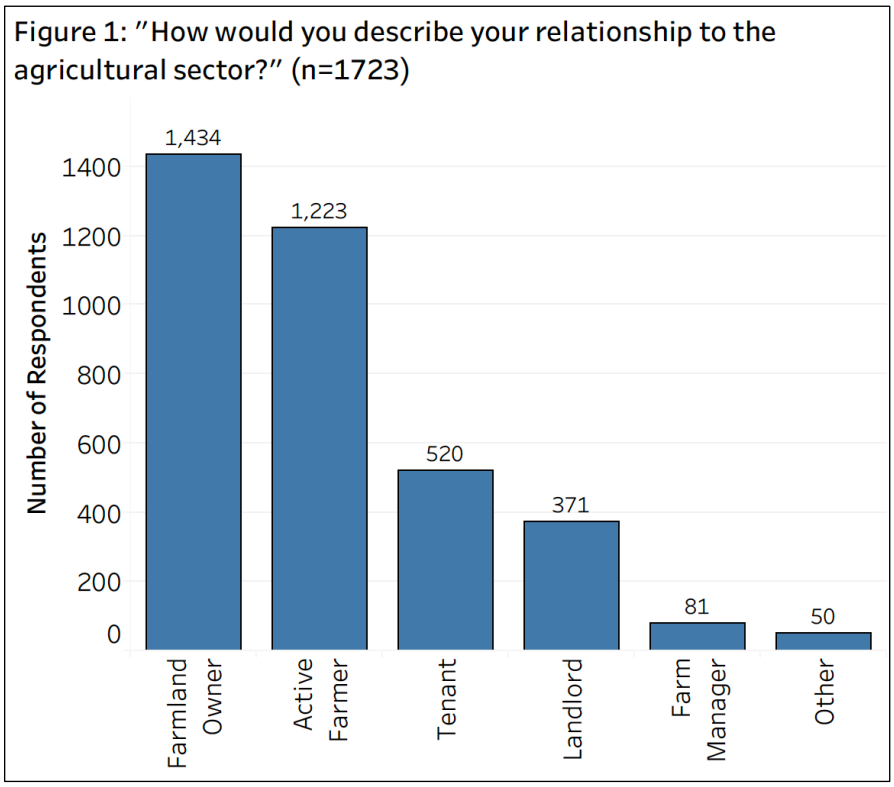
When interpreting the results presented in this report, a few issues should be kept in mind. First, respondents were not randomly sampled from each region, and therefore results are not necessarily representative of each region. Instead, results reflect the responses of those who voluntarily answered the survey. We recognize that rental rates and land prices can vary considerably within a region, and for this reason the survey asked questions with the aim of eliciting information about central tendencies – e.g., *average cash rent* for *average quality cropland* in a region. Admittedly, respondents' knowledge of this information varies with respect to accuracy. And importantly, rental rates and farmland values can vary considerably depending on individual parcel characteristics. **For this reason, these results will not be useful in assigning a particular rental rate or land value to a specific parcel.** It is also important to note that **reported results on land values are not derived from actual farm sales or specific rental contracts.**

At the regional level, we report median values for per-acre rental rates and land prices. In most cases, these median values are close to the mean values. For cases where the median and mean rental rate or price in a region differ considerably, we report the mean in a footnote.

Additional survey updates will be provided here: www.onfarmlandsurvey.com, and on twitter: @BradyDeatonJr.

Respondent Breakdown

Figure 1 below presents the number of survey respondents who classified themselves into the following categories: farmland owner, active farmer, tenant, landlord, farm manager, and 'other'. We asked respondents to select all applicable categories, and therefore the categories displayed below are not mutually exclusive (ex. approximately 70.9% of respondents who identified themselves as a "farmland owner" also identified themselves as an "active farmer").



Note: Categories with less than 20 responses were bundled into the 'Other' category shown above. This included: Assessor (3); Realtor (7); Lender (6); Government employee with a focus on the agricultural sector (5); and 'other – respondent specified' (29).

Key Respondent Characteristics

Table 1 below displays summary data for key respondent characteristics, including what they reported about their owned and rented farmland. For each variable we provide the number of responses (n), central tendencies (mean and median), standard deviation, minimum and maximum values.

Table 1: Key Respondent Characteristics

Respondent Characteristic	n	Mean	Median	Std. Dev.	Min	Max
Age	1690	61.42	63	12.07	23	104
Sex (Male=0, Female=1)	1695	0.15	0	0.36	0	1
Acres Owned	1591	308.80	150	489.80	2	9000
Acres Rented, Leased, Cropshared or Custom Farmed in	797	351.01	150	659.95	1	10,000
Ratio of Acres Rented, Leased, Cropshared or Custom Farmed in to Acres Owned[1]	771	1.59	0.67	4.35	0.003	93.33
Number of Landlords[2]	778	4.12	3	4.40	1	20
Landlords Require Stipulations (1=yes, 0=no/NA)	1063	0.18	0	0.38	0	1

[1]This ratio was calculated by dividing acres rented, leased, cropshared or custom farmed in by acres owned for each respondent that reported both owning land and operating land as a tenant.

[2]A maximum response of '20+' was allowed for this question, and these responses were treated as '20' for the purposes of generating summary statistics.

Farmland Rental Rates and Farmland Values by Region

The following table provides per tillable acre values for median cash rent and median price of farmland in each region surveyed. The survey questions used to elicit these values are identified in the table column headings. Respondents answered these questions for the region that they were most familiar with, and these regions are indicated in the first column of the table.

The final column of the table provides a rent/price ratio for each region, expressed in percentage terms. These rent/price ratios were calculated by taking the median reported cash rental value in each region and dividing it by the median reported price. These ratios are an approximation of net-income divided by property value, which is often referred to as the capitalization rate – or "cap-rate". This measure does not account for a host of important factors (ex. taxes, land appreciation, etc.). Nonetheless, it is useful for comparing and assessing the returns to an asset like farmland. In our survey, the cap-rates appear relatively low compared to historic comparisons in other places (see, for example: http://bit.ly/2nZ9kqO). One long term goal of this survey is to continue to collect this measure over time, in order to compare present information with historic trends.

We only report median rental rates and prices for regions that had more than 10 responses for each. We provide the number of responses used to generate these medians for each region reported (n). For regions with mean rental rates or prices that vary significantly from the medians (a difference of 50% or greater) we report the means in footnotes.

Table 2: Farmland Rental Rates and Farmland Values by Region

	Survey Question		
Region	**In 2020, approximately what was the typical (or average) cash rent for [*average quality cropland*], per tillable acre, in the region that you selected? [Median reported]**	**In 2020, approximately what was the typical (or average) price, per tillable acre, for average quality cropland in this region? [Median reported]**	**Rent/Price Ratio (%)**
Brant (Census Division)	$200 (n=24)	$11,000 (n=21)	1.8%
Bruce (County)	$200 (n=47)	$10,000 (n=44)	2.0%
Chatham-Kent (Census Division)	$300 (n=45)	$15,000 (n=54)	2.0%
Dufferin (County)	$100 (n=18)	$12,000 (n=20)	0.8%
Durham (Regional Municipality)	$100 (n=18)	$11,000 (n=15)	0.9%
Elgin (County)	$250 (n=41)	$15,000 (n=37)	1.7%
Essex (County)	$250 (n=37)	$10,000 (n=40)	2.5%
Grey (County)	$150 (n=38)	$10,000 (n=38)	1.5%
Haldimand (County)	$100 (n=18)	$9,000 (n=18)	1.1%
Huron (County)	$300 (n=65)	$16,000 (n=74)	1.9%
Kawartha Lakes (Census Division)	$100 (n=20)	$10,000 (n=18)	1.0%
Lambton (County)	$250 (n=48)	$12,000 (n=59)	2.1%

Table 2 (Continued): Farmland Rental Rates and Farmland Values by Region

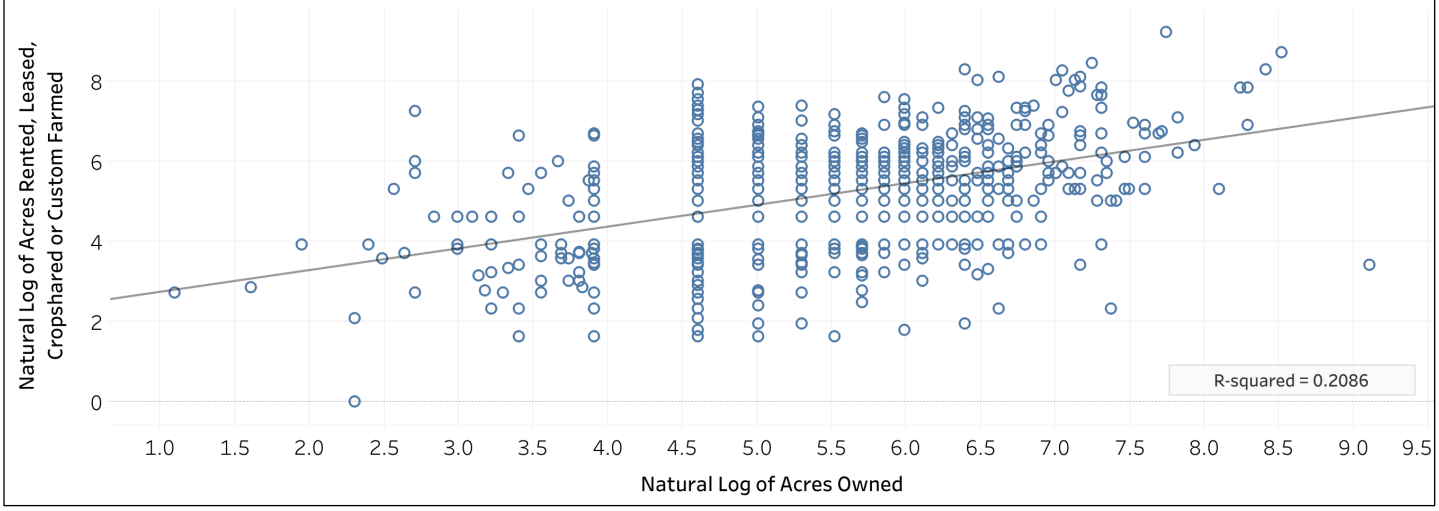
Region	Survey Question: In 2020, approximately what was the typical (or average) cash rent for [*average quality cropland*], per tillable acre, in the region that you selected? [Median reported]	Survey Question: In 2020, approximately what was the typical (or average) price, per tillable acre, for average quality cropland in this region? [Median reported]	Rent/Price Ratio (%)
Leeds and Grenville (United Counties)[1]	$50 (n=15)	$5,000 (n=16)	1.0%
Lennox and Addington (County)	$50 (n=12)	$3,400 (n=12)	1.5%
Middlesex (County)	$250 (n=76)	$18,000 (n=76)	1.4%
Niagara (Regional Municipality)[2]	$100 (n=32)	$13,000 (n=47)	0.8%
Norfolk (County)	$250 (n=41)	$14,000 (n=35)	1.8%
Northumberland (County)	$50 (n=17)	$7,000 (n=16)	0.7%
Ottawa (Census Division)	$150 (n=29)	$10,600 (n=31)	1.4%
Oxford (County)	$300 (n=44)	$24,500 (n=44)	1.2%
Perth (County)	$300 (n=54)	$20,000 (n=57)	1.5%
Peterborough (County)[3]	$50 (n=13)	$5,600 (n=16)	0.9%
Prescott and Russell (United Counties)	$200 (n=16)	$12,000 (n=20)	1.7%
Prince Edward (Census Division)	$50 (n=17)	$7,000 (n=15)	0.7%
Renfrew (County)	$50 (n=14)	$4,400 (n=22)	1.1%
Simcoe (County)	$100 (n=38)	$12,000 (n=44)	0.8%
Stormont, Dundas and Glengarry (United Counties)	$150 (n=38)	$12,000 (n=42)	1.3%
Waterloo (Regional Municipality)	$200 (n=25)	$20,000 (n=27)	1.0%
Wellington (County)	$200 (n=44)	$20,000 (n=45)	1.0%
York (Regional Municipality)[4]	$100 (n=13)	$17,500 (n=14)	0.6%

[1]The mean rent in this region is significantly higher than the median, at approximately $97. The rent/price ratio calculated with this higher mean rent would be 1.9%.
[2]The mean rent and price in this region are both significantly higher than the median. The mean rent is approximately $231, and the mean price is approximately $19,723. The rent/price ratio calculated with these higher means would be 1.2%.
[3]The mean rent in this region is significantly higher than the median, at approximately $88. The rent/price ratio calculated with this higher mean rent would be 1.6%.
[4]The mean price in this region is significantly higher than the median, at approximately $31,971. The rent/price ratio calculated with this higher mean price would be 0.3%.

Land Owned vs. Land Rented, Leased, Cropshared or Custom Farmed

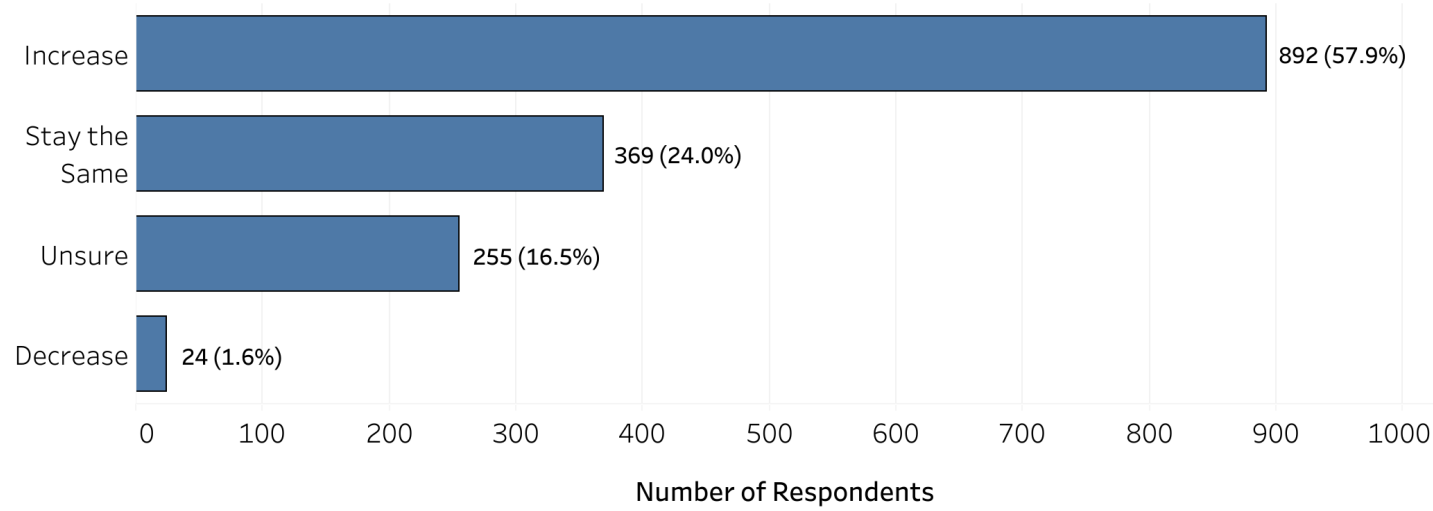
Respondents were asked to report the number of acres that they own, and the number of acres that they operate as tenants through cash rent, lease, cropshare or custom farming arrangements. The graph below plots responses for acres owned vs. acres operated as a tenant, for the 711 respondents who reported both (i.e. respondents who reported operating on their own land, and land owned by others in 2020). The natural logs of these values have been used to control for outliers (i.e. very large values that could skew the data and prevent the observation of a trend). A linear trendline through this data has been provided, with an R-squared value. The distribution of this data indicates that the more farmland an operator owns, the more land they are likely to rent, lease, cropshare or custom farm in.

Figure 2: Natural Log of Acres Owned vs. Natural Log of Acres Rented, Leased, Cropshared and Custom Farmed (n=711)



Respondent Perceptions of Changing Farmland Prices

Figure 3: "Over the next 12 months, do you expect farmland prices in this region to..." (n=1540)



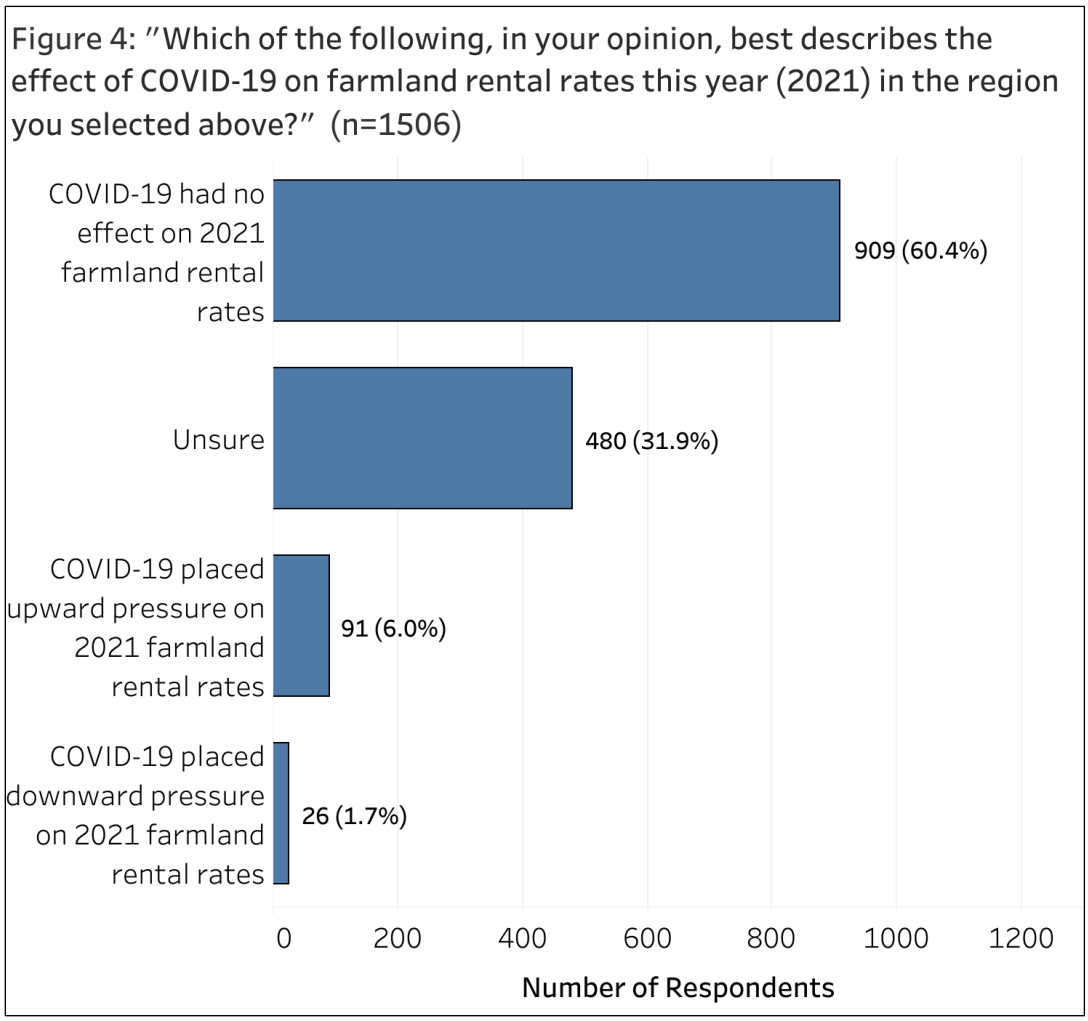
Respondent Perceptions of Farmland Buyers

Respondents were asked to report their perception of the percentage of farmland sales in their region that had been made by farmers in the past 12 months. For the overall sample (792 respondents answered this question), the median reported percentage of farmland sales to farmers was 80% (the mean was lower, at approximately 67%). However, there was considerable spatial variation in responses to this question. Table 3 below provides the median reported percentage of farmland sales to farmers in each region surveyed. As with the rent and price data, we only report on regions that had greater than 10 responses to this question, and the number of responses for each region is given in the table (n).

Table 3: "During the past 12 months, approximately what percentage of farmland purchases in [*familiar*] region were made by farmers?"

Region	Perceived Percentage of Farmland Purchases Made by Farmers [*median reported*]
Brant (Census Division)	82.5% (n=14)
Bruce (County)	85% (n=27)
Chatham-Kent (Census Division)	90% (n=34)
Dufferin (County)	25% (n=13)
Elgin (County)	82.5% (n=28)
Essex (County)	60% (n=19)
Grey (County)	75% (n=33)
Huron (County)	90% (n=52)
Lambton (County)	90% (n=40)
Leeds and Grenville (United Counties)	75% (n=11)
Middlesex (County)	75% (n=57)
Niagara (Regional Municipality)	40% (n=29)
Norfolk (County)	75% (n=21)
Northumberland (County)	55% (n=14)
Ottawa (Census Division)	87.5% (n=20)
Oxford (County)	90% (n=35)
Peel (Regional Municipality)	5% (n=11)
Perth (County)	95% (n=50)
Peterborough (County)	30% (n=11)
Prince Edward (Census Division)	50% (n=15)
Renfrew (County)	80% (n=15)
Simcoe (County)	50% (n=33)
Stormont, Dundas and Glengarry (United Counties)	100% (n=29)
Wellington (County)	90% (n=26)
York (Regional Municipality)	0% (n=14)

Respondent Perceptions of the Impact of COVID-19 on Farmland Rents



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2019 Farmland Value and Rental Value Survey

Summary of Findings

March 2020

Survey Description:

The data provided in this report are from 1520 Ontario respondents who participated in an online survey between January 28th and February 22nd in 2020[1]. Respondents were asked a number of questions about farmland, farmland values, and rental rates for the previous year, 2019. Many respondents did not answer specific questions, so we provide you with the number of responses for each question that we report.

A total of 19,200 potential respondents were contacted by email with the support of OFA. The cooperation of OFA and OMAFRA, and the survey respondents, is greatly appreciated. However, any mistakes in the survey should be attributed to the above contact person.

When interpreting the results presented in this report, a few issues should be kept in mind. First, respondents were not randomly sampled from each region, and therefore results are not necessarily representative of each region. Instead, results reflect the responses of those who voluntarily answered the survey. We recognize that rental rates and land prices can vary considerably within a region, and for this reason the survey asked questions with the aim of eliciting information about central tendencies – e.g., *average cash rent* for *average quality cropland* in a region. Admittedly, respondents' knowledge of this information varies with respect to accuracy. And importantly, rental rates and farmland values can vary considerably depending on individual parcel characteristics. **For this reason, these results will not be useful in assigning a particular rental rate or land value to a specific parcel.** It is also important to note that **reported results on land values are not derived from actual farm sales or specific rental contracts.**

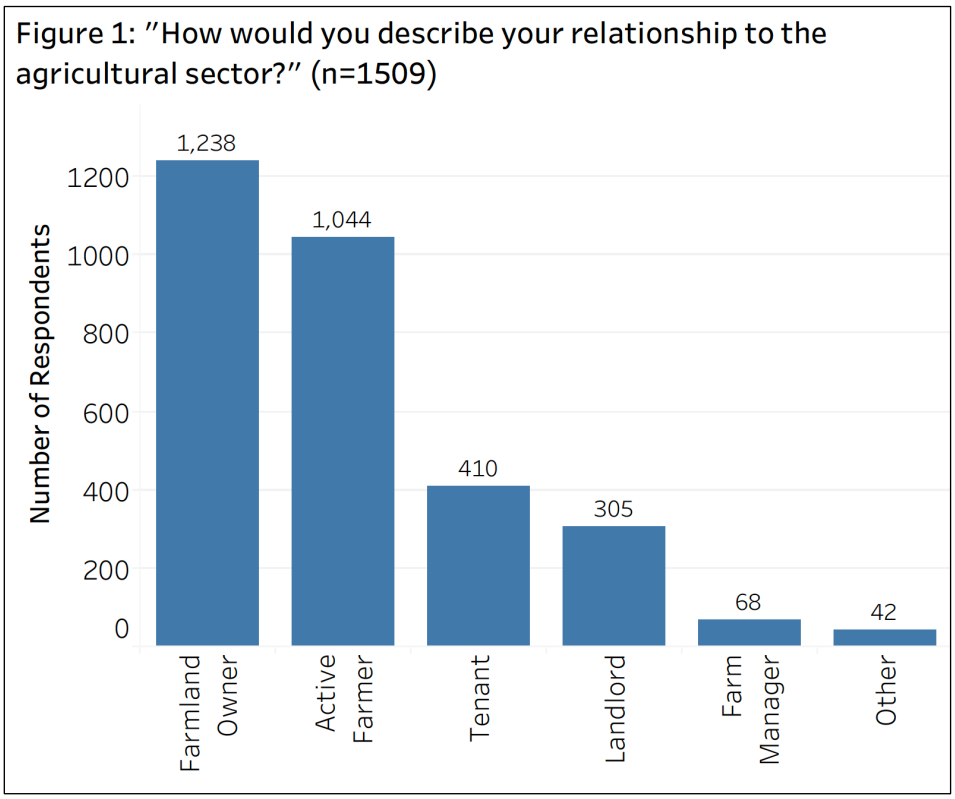
At the regional level, we report median values for per-acre rental rates and land prices. In most cases, these median values are close to the mean values. For cases where the median and mean rental rate or price in a region differ considerably, we report the mean in a footnote.

Additional survey updates will be provided here: www.onfarmlandsurvey.com, and on twitter: @BradyDeatonJr.

[1]The COVID-19 pandemic was announced by the World Health Organization (WHO) on March 11th, 2020, after the survey had closed, and is not expected to have influenced farmer perspectives at the time of the survey.

Respondent Breakdown

Figure 1 below presents the number of survey respondents who classified themselves into the following categories: farmland owner, active farmer, tenant, landlord, farm manager, and 'other'. We asked respondents to select all applicable categories, and therefore the categories displayed below are not mutually exclusive (ex. approximately 68.7% of respondents who identified themselves as a "farmland owner" also identified themselves as an "active farmer").



Note: Categories with less than 20 responses were bundled into the 'Other' category shown above. This included: Assessor (2); Realtor (15); Lender (3); Government employee with a focus on the agricultural sector (3); and 'other – respondent specified' (19).

Key Respondent Characteristics

Table 1 below displays summary data for key respondent characteristics, including what they reported about their owned and rented farmland. For each variable we provide the number of responses (n), central tendencies (mean and median), standard deviation, minimum and maximum values.

Table 1: Key Respondent Characteristics

Respondent Characteristic	n	Mean	Median	Std. Dev.	Min	Max
Age	1480	61.32	62	12.24	22	93
Sex (Male=0, Female=1)	1474	0.14	0	0.35	0	1
Acres Owned	1396	262.21	150	337.12	1	3500
Acres Rented, Leased, Cropshared or Custom Farmed in	689	289.15	150	453.62	1	4250
Ratio of Acres Rented, Leased, Cropshared or Custom Farmed in to Acres Owned[1]	667	1.32	0.67	2.31	0.0067	27.27
Number of Landlords[2]	659	3.69	2	4.08	1	20
Landlords Require Stipulations (1=yes, 0=no/NA)	920	0.16	0	0.37	0	1

[1]This ratio was calculated by dividing acres rented, leased, cropshared or custom farmed in by acres owned for each respondent that reported both owning land and operating land as a tenant.

[2]A maximum response of '20+' was allowed for this question, and these responses were treated as '20' for the purposes of generating summary statistics.

Farmland Rental Rates and Farmland Values by Region

The following table provides per tillable acre values for median cash rent and median price of farmland in each region surveyed. The survey questions used to elicit these values are identified in the table column headings. Respondents answered these questions for the region that they were most familiar with, and these regions are indicated in the first column of the table.

The final column of the table provides a rent/price ratio for each region, expressed in percentage terms. These rent/price ratios were calculated by taking the median reported cash rental value in each region and dividing it by the median reported price. These ratios are an approximation of net-income divided by property value, which is often referred to as the capitalization rate – or "cap-rate". This measure does not account for a host of important factors (ex. taxes, land appreciation, etc.). Nonetheless, it is useful for comparing and assessing the returns to an asset like farmland. In our survey, the cap-rates appear relatively low compared to historic comparisons in other places (see, for example: http://bit.ly/2nZ9kqO). One long term goal of this survey is to continue to collect this measure over time, in order to compare present information with historic trends.

We only report median rental rates and prices for regions that had more than 10 responses for each. We provide the number of responses used to generate these medians for each region reported (n). For regions with mean rental rates or prices that vary significantly from the medians (a difference of 50% or greater) we report the means in footnotes.

Table 2: Farmland Rental Rates and Farmland Values by Region

	Survey Question		
Region	**In 2019, approximately what was the typical (or average) cash rent for [*average quality cropland*], per tillable acre, in the region that you selected? [Median reported]**	**In 2019, approximately what was the typical (or average) price, per tillable acre, for average quality cropland in this region? [Median reported]**	**Rent/Price Ratio (%)**
Brant (Census Division)	$200 (n=21)	$15,000 (n=21)	1.3%
Bruce (County)	$200 (n=38)	$10,000 (n=38)	2.0%
Chatham-Kent (Census Division)	$250 (n=41)	$12,100 (n=48)	2.1%
Dufferin (County)	$100 (n=13)	$11,000 (n=11)	0.9%
Durham (Regional Municipality)	$100 (n=21)	$10,000 (n=18)	1.0%
Elgin (County)	$250 (n=22)	$12,700 (n=22)	2.0%
Essex (County)	$200 (n=35)	$10,000 (n=38)	2.0%
Grey (County)	$100 (n=36)	$10,000 (n=33)	1.0%
Haldimand (County)	$100 (n=19)	$7,000 (n=17)	1.4%
Hamilton (Census Division)	$100 (n=18)	$13,400 (n=11)	0.7%
Huron (County)	$300 (n=56)	$15,000 (n=60)	2.0%
Lambton (County)	$250 (n=45)	$12,000 (n=58)	2.1%
Leeds and Grenville (United Counties)	$100 (n=15)	$3,600 (n=17)	2.8%

Table 2 (Continued): Farmland Rental Rates and Farmland Values by Region

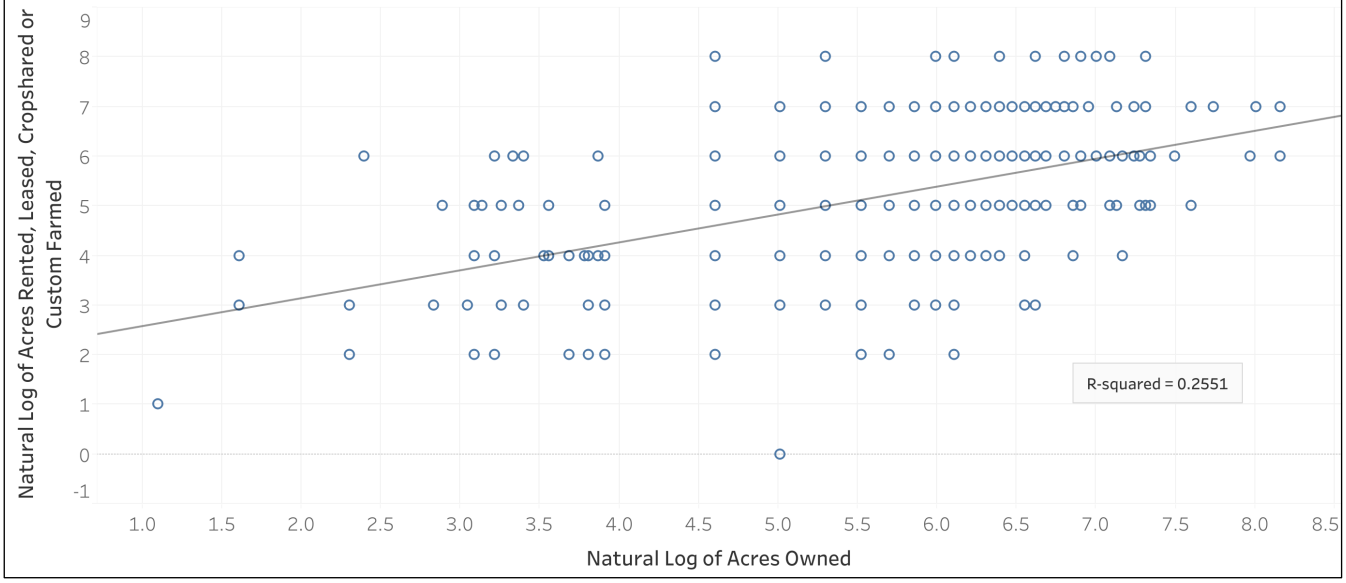
Region	Survey Question: In 2019, approximately what was the typical (or average) cash rent for [*average quality cropland*], per tillable acre, in the region that you selected? [Median reported]	Survey Question: In 2019, approximately what was the typical (or average) price, per tillable acre, for average quality cropland in this region? [Median reported]	Rent/Price Ratio
Middlesex (County)	$250 (n=64)	$15,000 (n=61)	1.7%
Niagara (Regional Municipality)[1]	$100 (n=19)	$18,700 (n=22)	0.5%
Norfolk (County)	$250 (n=38)	$11,300 (n=36)	2.2%
Northumberland (County)	$100 (n=17)	$7,000 (n=19)	1.4%
Ottawa (Census Division)[2]	$150 (n=21)	$10,000 (n=25)	1.5%
Oxford (County)	$300 (n=63)	$20,000 (n=60)	1.5%
Peel (Regional Municipality)	$100 (n=10)	$37,500 (n=10)	0.3%
Perth (County)	$300 (n=59)	$20,000 (n=56)	1.5%
Peterborough (County)	$50 (n=16)	$6,000 (n=14)	0.8%
Prescott and Russell (United Counties)	$200 (n=17)	$12,300 (n=16)	1.6%
Prince Edward (Census Division)	$50 (n=17)	$6,000 (n=14)	0.8%
Renfrew (County)[3]	$50 (n=12)	$5,000 (n=11)	1.0%
Simcoe (County)	$100 (n=36)	$10,000 (n=38)	1.0%
Stormont, Dundas and Glengarry (United Counties)	$150 (n=42)	$10,000 (n=45)	1.5%
Waterloo (Regional Municipality)	$200 (n=23)	$20,000 (n=17)	1.0%
Wellington (County)	$150 (n=33)	$15,000 (n=35)	1.0%

[1]The mean rent in this region is significantly higher than the median, at approximately $226. The rent/price ratio calculated with this higher mean rent would be 1.2%.
[2]The mean rent in this region is significantly higher than the median, at approximately $207. The rent/price ratio calculated with this higher mean rent would be 2.1%.
[3]The mean rent in this region is significantly higher than the median, at approximately $117. The rent/price ratio calculated with this higher mean rent would be 2.3%.

Land Owned vs. Land Rented, Leased, Cropshared or Custom Farmed

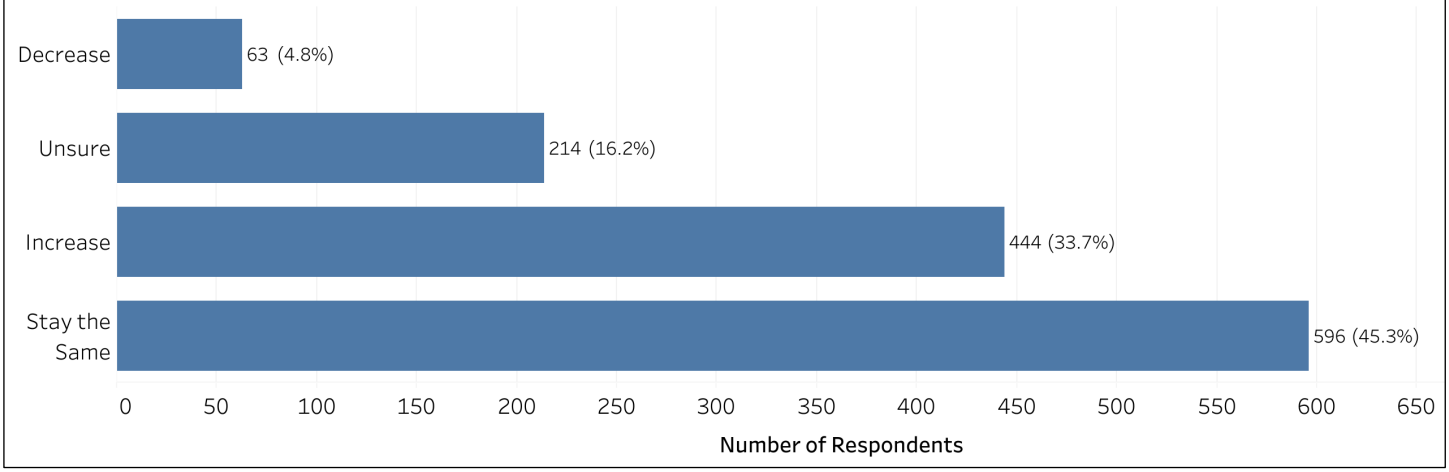
Respondents were asked to report the number of acres that they own, and the number of acres that they operate as tenants through cash rent, lease, cropshare or custom farming arrangements. The graph below plots responses for acres owned vs. acres operated as a tenant, for the 1241 respondents who reported both (i.e. respondents who reported operating on their own land, and land owned by others in 2019). The natural logs of these values have been used to control for outliers (i.e. very large values that could skew the data and prevent the observation of a trend). A linear trendline through this data has been provided, with an R-squared value. The distribution of this data indicates that the more farmland an operator owns, the more land they are likely to rent, lease, cropshare or custom farm in.

Figure 2: Natural Log of Acres Owned vs. Natural Log of Acres Rented, Leased, Cropshared and Custom Farmed (n=1241)



Respondent Perceptions of Changing Farmland Prices[1]

Figure 3: "Over the next 12 months, do you expect farmland prices in this region to..." (n=1317)



[1] The COVID-19 pandemic was announced by the World Health Organization (WHO) on March 11th, 2020, after the survey had closed, and is not expected to have influenced farmer perspectives at the time of the survey.

Respondent Perceptions of Farmland Buyers

Respondents were asked to report their perception of the percentage of farmland sales in their region that had been made by farmers in the past 12 months. For the overall sample (720 respondents answered this question), the median reported percentage of farmland sales to farmers was 85% (the mean was lower, at approximately 73%). However, there was considerable spatial variation in responses to this question. Table 3 below provides the median reported percentage of farmland sales to farmers in each region surveyed. As with the rent and price data, we only report on regions that had greater than 10 responses to this question, and the number of responses for each region is given in the table (n).

Table 3: "During the past 12 months, approximately what percentage of farmland purchases in [*familiar*] region were made by farmers?"

Region	Perceived Percentage of Farmland Purchases Made by Farmers [*median reported*]
Brant (Census Division)	87.5% (n=14)
Bruce (County)	90% (n=28)
Chatham-Kent (Census Division)	90% (n=32)
Dufferin (County)	27.5% (n=12)
Durham (Regional Municipality)	60% (n=16)
Elgin (County)	95% (n=19)
Essex (County)	70% (n=29)
Grey (County)	75% (n=23)
Haldimand (County)	90% (n=14)
Hamilton (Census Division)	25% (n=11)
Huron (County)	90% (n=41)
Lambton (County)	90% (n=40)
Leeds and Grenville (United Counties)	80% (n=10)
Middlesex (County)	90% (n=49)
Niagara (Regional Municipality)	70% (n=15)
Norfolk (County)	80% (n=23)
Northumberland (County)	70% (n=11)
Ottawa (Census Division)	75% (n=23)
Oxford (County)	95% (n=50)
Perth (County)	95% (n=46)
Peterborough (County)	25% (n=13)
Prescott and Russell (United Counties)	90% (n=14)
Prince Edward (Census Division)	50% (n=11)
Renfrew (County)	90% (n=10)
Simcoe (County)	50% (n=25)

Table 3 (Continued): "During the past 12 months, approximately what percentage of farmland purchases in [*familiar*] region were made by farmers?"

Region	Perceived Percentage of Farmland Purchases Made by Farmers [*median reported*]
Stormont, Dundas and Glengarry (United Counties)	90% (n=34)
Waterloo (Regional Municipality)	50% (n=12)
Wellington (County)	90% (n=21)

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2018 Farmland Value and Rental Value Survey

Summary of Findings

March 2019

Survey Description:

The data provided in this report are from 1769 Ontario respondents who participated in an online survey between January 21st and February 10th in 2019. Respondents were asked a number of questions about farmland, farmland values, and rental rates for the previous year, 2018. Many respondents did not answer specific questions, so we provide you with the number of responses for each question that we report.

A total of 19,603 potential respondents were contacted by email with the support of OFA. The cooperation of OFA and OMAFRA, and the survey respondents, is greatly appreciated. However, any mistakes in the survey should be attributed to the above contact person.

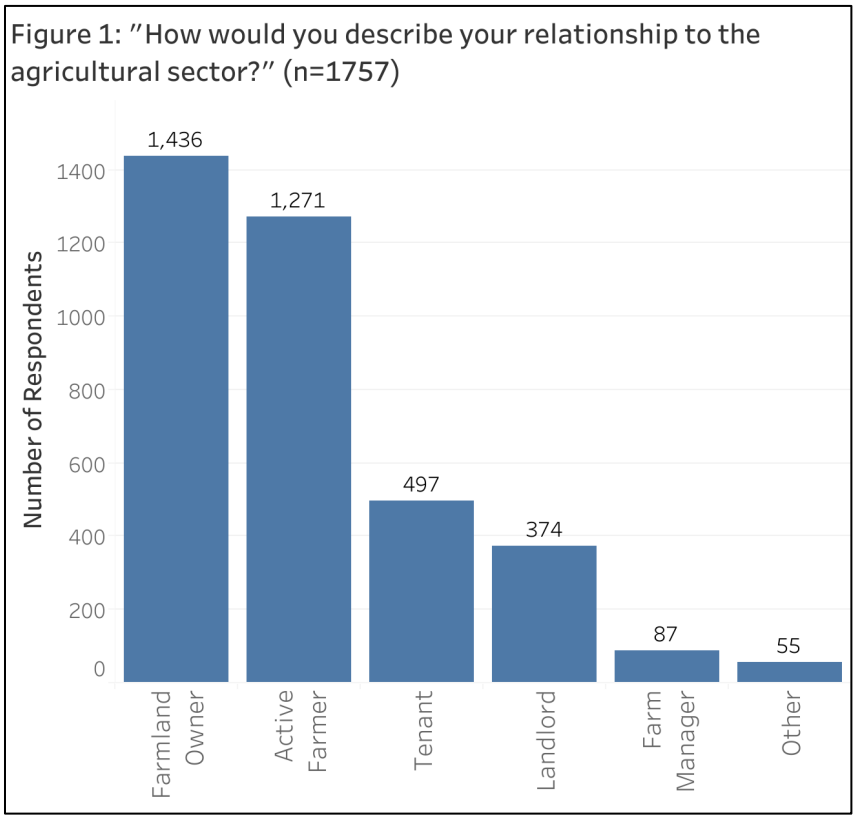
When interpreting the results presented in this report, a few issues should be kept in mind. First, respondents were not randomly sampled from each region, and therefore results are not necessarily representative of each region. Instead, results reflect the responses of those who voluntarily answered the survey. We recognize that rental rates and land prices can vary considerably within a region, and for this reason the survey asked questions with the aim of eliciting information about central tendencies – e.g., *average cash rent* for *average quality cropland* in a region. Admittedly, respondents' knowledge of this information varies with respect to accuracy. And importantly, rental rates and farmland values can vary considerably depending on individual parcel characteristics. **For this reason, these results will not be useful in assigning a particular rental rate or land value to a specific parcel.** It is also important to note that **reported results on land values are not derived from actual farm sales or specific rental contracts.**

At the regional level, we report median values for per-acre rental rates and land prices. In most cases, these median values are close to the mean values. For cases where the median and mean rental rate or price in a region differ considerably, we report the mean in a footnote.

Additional survey updates will be provided here: https://www.uoguelph.ca/fare/bios/f_deaton.html, and on twitter: @BradyDeatonJr.

Respondent Breakdown

Figure 1 below presents the number of survey respondents who classified themselves into the following categories: farmland owner, active farmer, tenant, landlord, farm manager, and 'other'. We asked respondents to select all applicable categories, and therefore the categories displayed below are not mutually exclusive (ex. approximately 71% of respondents who identified themselves as a "farmland owner" also identified themselves as an "active farmer").



Note: Categories with less than 20 responses were bundled into the 'Other' category shown above. This included: Assessor (1); Realtor (9); Lender (9); Government employee with a focus on the agricultural sector (6); and 'other – respondent specified' (30).

Key Respondent Characteristics

Table 1 below displays summary data for key respondent characteristics, including what they reported about their owned and rented farmland. For each variable we provide the number of responses (n), central tendencies (mean and median), standard deviation, minimum and maximum values.

Table 1: Key Respondent Characteristics

Respondent Characteristic	n	Mean	Median	Std. Dev.	Min	Max
Age	1704	60.37	62	12.13	25	93
Sex (Male=0, Female=1)	1728	0.13	0	0.34	0	1
Acres Owned	1632	289.64	150	456.49	2	8000
Acres Rented, Leased, Cropshared or Custom Farmed in	813	322.96	150	543.44	3	8500
Ratio of Acres Rented, Leased, Cropshared or Custom Farmed in to Acres Owned[1]	788	2.16	0.67	14.12	0.0038	350
Number of Landlords[2]	792	3.96	3	4.18	1	20
Landlords Require Stipulations (1=yes, 0=no/NA)	794	0.26	0	0.44	0	1

[1]This ratio was calculated by dividing acres rented, leased, cropshared or custom farmed in by acres owned for each respondent that reported both owning land and operating land as a tenant.

[2]A maximum response of '20+' was allowed for this question, and these responses were treated as '20' for the purposes of generating summary statistics.

Farmland Rental Rates and Farmland Values by Region

The following table provides per tillable acre values for median cash rent and median price of farmland in each region surveyed. The survey questions used to elicit these values are identified in the table column headings. Respondents answered these questions for the region that they were most familiar with, and these regions are indicated in the first column of the table.

The final column of the table provides a rent/price ratio for each region, expressed in percentage terms. These rent/price ratios were calculated by taking the median reported cash rental value in each region and dividing it by the median reported price. These ratios are an approximation of net-income divided by property value, which is often referred to as the capitalization rate – or "cap-rate". This measure does not account for a host of important factors (ex. taxes, land appreciation, etc.). Nonetheless, it is useful for comparing and assessing the returns to an asset like farmland. In our survey, the cap-rates appear relatively low compared to historic comparisons in other places (see, for example: http://bit.ly/2nZ9kqO). One long term goal of this survey is to continue to collect this measure over time, in order to compare present information with historic trends.

We only report median rental rates and prices for regions that had more than 10 responses for each. We provide the number of responses used to generate these medians for each region reported (n). For regions with mean rental rates or prices that vary significantly from the medians (a difference of 50% or greater) we report the means in footnotes.

Table 2: Farmland Rental Rates and Farmland Values by Region

Region	Survey Question		Rent/Price Ratio (%)
	In 2018, approximately what was the typical (or average) cash rent for [*average quality cropland*], per tillable acre, in the region that you selected? [Median reported]	**In 2018, approximately what was the typical (or average) price, per tillable acre, for average quality cropland in this region? [Median reported]**	
Brant (Census Division)	$200 (n=23)	$15,000 (n=21)	1.3%
Bruce (County)	$200 (n=49)	$10,000 (n=49)	2.0%
Chatham-Kent (Census Division)	$250 (n=54)	$13,000 (n=61)	1.9%
Durham (Regional Municipality)	$100 (n=22)	$10,000 (n=24)	1.0%
Elgin (County)	$250 (n=45)	$11,600 (n=47)	2.2%
Essex (County)	$200 (n=40)	$10,000 (n=52)	2.0%
Grey (County)	$100 (n=34)	$8,000 (n=36)	1.3%
Haldimand (County)	$100 (n=29)	$7,000 (n=27)	1.4%
Huron (County)	$300 (n=77)	$15,000 (n=87)	2.0%
Kawartha Lakes (Census Division)	$100 (n=15)	$7,500 (n=18)	1.3%
Lambton (County)	$250 (n=52)	$11,000 (n=52)	2.3%
Lanark (County)[1]	$50 (n=10)	$3,500 (n=16)	1.4%

[1]The mean rent in this region was significantly higher than the median, at approximately $75. The rent/price ratio calculated with this higher mean rent would be 2.1%.

Table 2 (Continued): Farmland Rental Rates and Farmland Values by Region

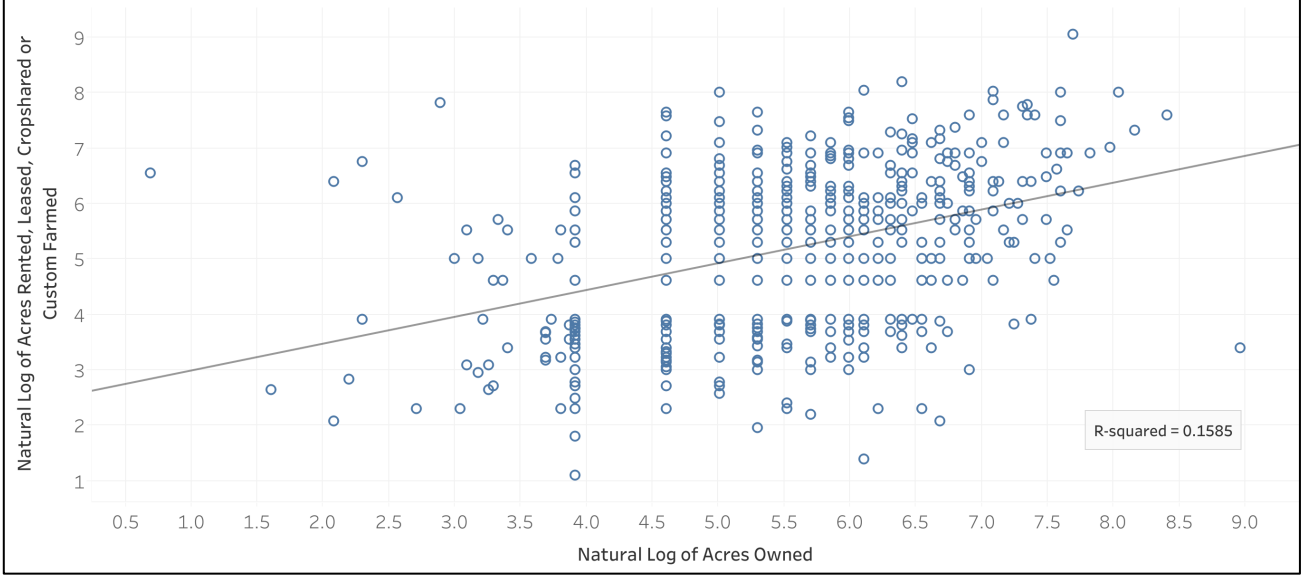
Region	Survey Question: In 2018, approximately what was the typical (or average) cash rent for [*average quality cropland*], per tillable acre, in the region that you selected? [Median reported]	Survey Question: In 2018, approximately what was the typical (or average) price, per tillable acre, for average quality cropland in this region? [Median reported]	Rent/Price Ratio
Leeds and Grenville (United Counties)[2]	$50 (n=19)	$3,000 (n=23)	1.7%
Middlesex (County)	$250 (n=62)	$15,000 (n=63)	1.7%
Niagara (Regional Municipality)[3]	$100 (n=34)	$17,900 (n=44)	0.6%
Norfolk (County)	$200 (n=48)	$10,100 (n=46)	2.0%
Northumberland (County)	$100 (n=21)	$6,000 (n=20)	1.7%
Ottawa (Census Division)	$150 (n=21)	$11,000 (n=30)	1.4%
Oxford (County)	$300 (n=50)	$20,000 (n=56)	1.5%
Peel (Regional Municipality)	$75 (n=12)	$65,000 (n=10)	0.1%
Perth (County)	$300 (n=52)	$18,400 (n=61)	1.6%
Peterborough (County)	$50 (n=21)	$5,000 (n=20)	1.0%
Prescott and Russell (United Counties)	$150 (n=28)	$10,000 (n=30)	1.5%
Prince Edward (Census Division)	$50 (n=17)	$5,000 (n=19)	1.0%
Renfrew (County)[4]	$50 (n=11)	$4,700 (n=14)	1.1%
Simcoe (County)	$100 (n=37)	$10,000 (n=41)	1.0%
Stormont, Dundas and Glengarry (United Counties)	$150 (n=46)	$11,000 (n=49)	1.4%
Timiskaming (District)[5]	$100 (n=12)	$3,600 (n=11)	2.8%
Waterloo (Regional Municipality)	$200 (n=21)	$19,500 (n=20)	1.0%
Wellington (County)	$150 (n=41)	$14,000 (n=46)	1.1%

[2]The mean rent in this region is significantly higher than the median, at approximately $82. The rent/price ratio calculated with this higher mean rent would be 2.7%.
[3]The mean rent in this region is significantly higher than the median, at approximately $209. The rent/price ratio calculated with this higher mean rent would be 1.2%.
[4]The mean rent in this region is significantly higher than the median, at approximately $159. The rent/price ratio calculated with this higher mean rent would be 3.4%.
[5]The mean rent in this region is significantly higher than the median, at approximately $167. The rent/price ratio calculated with this higher mean rent would be 4.6%.

Land Owned vs. Land Rented, Leased, Cropshared or Custom Farmed

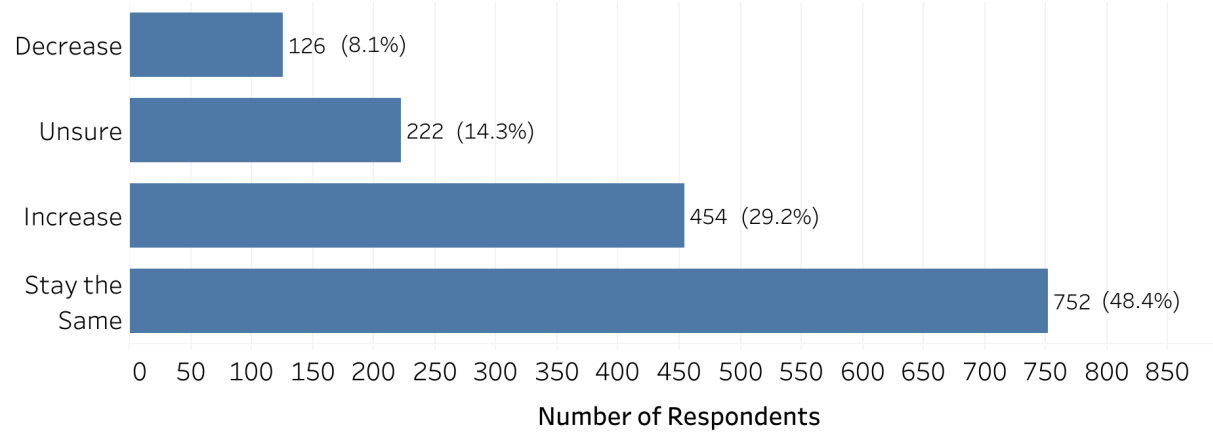
Respondents were asked to report the number of acres that they own, and the number of acres that they operate as tenants through cash rent, lease, cropshare or custom farming arrangements. The graph below plots responses for acres owned vs. acres operated as a tenant, for the 1427 respondents who reported both (i.e. respondents who reported operating on their own land, and land owned by others in 2018). The natural logs of these values have been used to control for outliers (i.e. very large values that could skew the data and prevent the observation of a trend). A linear trendline through this data has been provided, with an R-squared value. The distribution of this data indicates that the more farmland an operator owns, the more land they are likely to rent, lease, cropshare or custom farm in.

Figure 2: Natural Log of Acres Owned vs. Natural Log of Acres Rented, Leased, Cropshared and Custom Farmed (n=1427)



Respondent Perceptions of Changing Farmland Prices

Figure 3: "Over the next 12 months, do you expect farmland prices in this region to..." (n=1554)



Respondent Perceptions of Farmland Buyers

Respondents were asked to report their perception of the percentage of farmland sales in their region that had been made by farmers in the past 12 months. For the overall sample (905 respondents answered this question), the median reported percentage of farmland sales to farmers was 80% (the mean was lower, at approximately 72%). However, there was considerable spatial variation in responses to this question. Table 3 below provides the median reported percentage of farmland sales to farmers in each region surveyed. As with the rent and price data, we only report regions that had greater than 10 responses to this question, and the number of responses for each region is given in the table (n).

Table 3: "During the past 12 months, approximately what percentage of farmland purchases in [*familiar*] region were made by farmers?"

Region	Perceived Percentage of Farmland Purchases Made by Farmers [*median reported*]
Brant (Census Division)	50% (n=13)
Bruce (County)	92.5% (n=38)
Chatham-Kent (Census Division)	85% (n=51)
Durham (Regional Municipality)	50% (n=20)
Elgin (County)	85% (n=41)
Essex (County)	65% (n=35)
Grey (County)	80% (n=29)
Haldimand (County)	80% (n=24)
Huron (County)	90% (n=62)
Kawartha Lakes (Census Division)	92.5% (n=12)
Lambton (County)	90% (n=39)
Lanark (County)	75% (n=11)
Leeds and Grenville (United Counties)	90% (n=19)
Middlesex (County)	90% (n=52)
Niagara (Regional Municipality)	50% (n=24)
Norfolk (County)	87.5% (n=32)
Northumberland (County)	70% (n=12)
Ottawa (Census Division)	90% (n=21)
Oxford (County)	97.5% (n=40)
Peel (Regional Municipality)	5% (n=11)
Perth (County)	100% (n=52)
Peterborough (County)	25% (n=15)
Prescott and Russell (United Counties)	90% (n=21)
Prince Edward (Census Division)	40% (n=13)
Renfrew (County)	87.5% (n=10)

Table 3 (Continued): "During the past 12 months, approximately what percentage of farmland purchases in [*familiar*] region were made by farmers?"

Region	Perceived Percentage of Farmland Purchases Made by Farmers [*median reported*]
Simcoe (County)	55% (n=32)
Stormont, Dundas and Glengarry (United Counties)	90% (n=40)
Waterloo (Regional Municipality)	50% (n=15)
Wellington (County)	85% (n=33)

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2017 Farmland Value and Rental Value Survey

Summary of Findings

March 2018

Survey Description:

The data provided in this report is from 2367 Ontario respondents who participated in an online survey between January 23rd and February 5th in 2018. Respondents were asked a number of questions about farmland, farmland values, and rental rates for the previous year, 2017. Many respondents did not answer specific questions, so we provide you with the number of responses for each question that we report.

A total of 19,472 potential respondents were contacted by email with the support of OFA. The cooperation of OFA and OMAFRA, and the survey respondents, is greatly appreciated. However, any mistakes in the survey should be attributed to the above contact person.

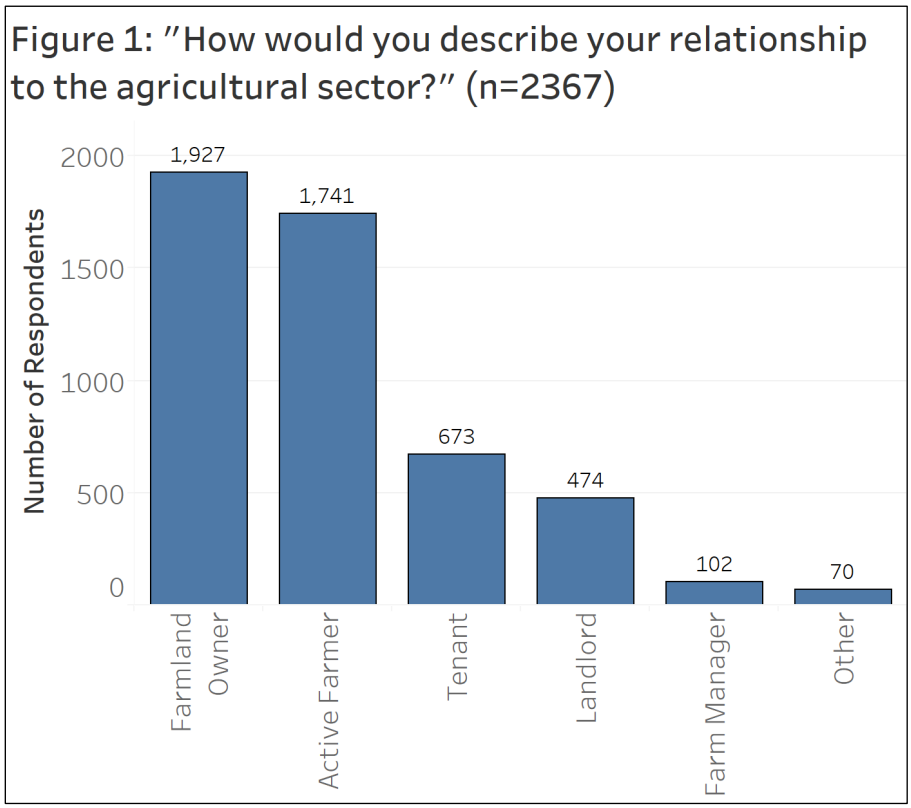
When interpreting the results presented in this report, a few issues should be kept in mind. First, respondents were not randomly sampled from each region, and therefore results are not necessarily representative of each region. Instead, results reflect the responses of those who voluntarily answered the survey. We recognize that rental rates and land prices can vary considerably within a region, and for this reason the survey asked questions with the aim of eliciting information about central tendencies – e.g., *average cash rent* for *average quality cropland* in a region. Admittedly, respondents' knowledge of this information varies with respect to accuracy. And importantly, rental rates and farmland values can vary considerably depending on individual parcel characteristics. **For this reason, these results will not be useful in assigning a particular rental rate or land value to a specific parcel.** It is also important to note that **reported results on land values are not derived from actual farm sales or specific rental contracts.**

At the regional level, we report median values for per-acre rental rates and land prices. In most cases, these median values are close to the mean values. That said, in a small number of cases the median and mean rental rate or price in a region differ considerably, and in these cases we report the mean in a footnote.

Additional survey updates will be provided here: https://www.uoguelph.ca/fare/bios/f_deaton.html, and on twitter: @BradyDeatonJr.

Respondent Breakdown

Figure 1 below presents the number of survey respondents who classified themselves into the following categories: farmland owner, active farmer, tenant, landlord, farm manager, and 'other'. We asked respondents to select all applicable categories, and therefore the categories displayed below are not mutually exclusive (ex. approximately 73% of respondents who identified themselves as a "farmland owner" also identified themselves as an "active farmer").



Note: Categories with less than 20 responses were bundled into the 'Other' category shown above. This included: Assessors (3), Realtors (16), Lenders (9), Government employees with a focus on the agricultural sector (10), and 'other – respondent specified' (32).

Key Respondent Characteristics

Table 1 below displays summary data for key respondent characteristics, including what they reported about their owned and rented farmland. For each variable we provide the number of responses (n), central tendencies (mean and median), standard deviation, maximum and minimum values.

Table 1: Key Characteristics of Farm Operators and Farm Operations

Respondent Characteristic	n	Mean	Median	Std. Dev.	Min	Max
Age	2299	59.31	61	12.09	24	99
Sex (Male=0, Female=1)	2327	0.13	0	0.34	0	1
Acres Owned	2152	272.23	150	387.49	1	8000
Acres Rented, Leased, Cropshared or Custom Farmed in	1133	285.41	150	521.60	1	8000
Ratio of Acres Rented, Leased, Cropshared or Custom Farmed in to Acres Owned[1]	1083	2.92	0.67	34.43	0.0025	950
Number of Landlords[2]	1069	3.59	2	4.04	1	20
Landlords Require Stipulations (1=yes, 0=no/NA)	1065	0.25	0	0.43	0	1

[1]This ratio was calculated by dividing acres rented, leased, cropshared or custom farmed in by acres owned for each respondent that reported both owning land and operating land as a tenant.

[2]Respondents were allowed a maximum response of '20+' for this question, and these responses were treated as '20' for the purposes of generating summary statistics.

Farmland Rental Rates and Farmland Values by Region

The following table provides per tillable acre values for median cash rent and median price of farmland in each region surveyed. The survey questions used to elicit these values are identified in the table column headings. Respondents answered these questions for the region that they were most familiar with, and these regions are indicated in the first column of the table.

The final column of the table provides a rent/price ratio for each region, expressed in percentage terms. These rent/price ratios were calculated by taking the median reported cash rental value in each region and dividing it by the median reported price. These ratios are an approximation of net-income divided by property value, which is often referred to as the capitalization rate – or "cap-rate". This measure does not account for a host of important factors (ex. taxes, land appreciation, etc.). Nonetheless, it is useful for comparing and assessing the returns to an asset like farmland. In our survey, the cap-rates appear relatively low compared to historic comparisons in other places (see, for example: http://bit.ly/2nZ9kqO). One long term goal of this survey is to continue to collect this measure over time, in order to compare present information with historic trends.

We only report median rental rates and prices for regions that had more than 10 responses for each. We provide the number of responses used to generate these medians for each region reported (N).

Table 2: Farmland Rental Rates and Farmland Values by Region

Region	Survey Question		Rent/Price Ratio (%)
	In 2017, approximately what was the typical (or average) cash rent for [*average quality cropland*], per tillable acre, in the region that you selected? [Median reported]	**In 2017, approximately what was the typical (or average) price, per tillable acre, for average quality cropland in this region? [Median reported]**	
Brant (Census Division)	200 (N=29)	12000 (N=31)	1.7%
Bruce (County)	200 (N=65)	8500 (N=70)	2.4%
Chatham-Kent (Census Division)	250 (N=68)	12000 (N=79)	2.1%
Dufferin (County)	100 (N=22)	10000 (N=21)	1.0%
Durham (Regional Municipality)[1]	100 (N=43)	10200 (N=43)	1.0%
Elgin (County)	250 (N=54)	12000 (N=51)	2.1%
Essex (County)	200 (N=58)	9000 (N=67)	2.2%
Grey (County)	100 (N=49)	7000 (N=52)	1.4%
Haldimand-Norfolk (Census Division)	200 (N=76)	10000 (N=76)	2.0%
Halton (Regional Municipality)[2]	50 (N=13)	25000 (N=13)	0.2%
Hamilton (Census Division)	150 (N=16)	12000 (N=11)	1.3%

[1]The mean price in this region is significantly higher than the median, at approximately $15,814. The rent/price ratio calculated with this higher mean price would be 0.6%.

[2]Both the mean rental rate and mean price are significantly higher than the median in this region. The mean reported rental rate is approximately $94, and the mean reported price is $39,200. However, the rent/price ratio calculated with these higher means would be unchanged, at 0.2%.

Table 2 (Continued): Farmland Rental Rates and Farmland Values by Region

Region	Survey Question: In 2017, approximately what was the typical (or average) cash rent for [*average quality cropland*], per tillable acre, in the region that you selected? [Median reported]	Survey Question: In 2017, approximately what was the typical (or average) price, per tillable acre, for average quality cropland in this region? [Median reported]	Rent/Price Ratio
Hastings (County)[3]	25 (N=17)	3000 (N=23)	0.8%
Huron (County)	250 (N=95)	14600 (N=103)	1.7%
Kawartha Lakes (Census Division)	100 (N=21)	7000 (N=19)	1.4%
Lambton (County)	250 (N=60)	10000 (N=66)	2.5%
Leeds and Grenville (United Counties)	50 (N=21)	3000 (N=27)	1.7%
Middlesex (County)	250 (N=78)	14000 (N=88)	1.8%
Niagara (Regional Municipality)[4]	50 (N=27)	8100 (N=38)	0.6%
Northumberland (County)	50 (N=25)	4000 (N=25)	1.3%
Ottawa (Census Division)	150 (N=32)	9500 (N=32)	1.6%
Oxford (County)	250 (N=80)	20000 (N=84)	1.3%
Peel (Regional Municipality)	50 (N=12)	50000 (N=13)	0.1%
Perth (County)	300 (N=77)	18400 (N=81)	1.6%
Peterborough (County)	50 (N=22)	4800 (N=22)	1.0%
Prescott and Russell (United Counties)	150 (N=26)	10000 (N=34)	1.5%
Prince Edward (Census Division)	50 (N=16)	5000 (N=18)	1.0%
Renfrew (County)[5]	50 (N=14)	4000 (N= 19)	1.3%
Simcoe (County)	100 (N=54)	10000 (N=51)	1.0%
Stormont, Dundas and Glengarry (United Counties)	200 (N=59)	10000 (N=71)	2.0%
Waterloo (Regional Municipality)	200 (N=24)	20000 (N=25)	1.0%
Wellington (County)	150 (N=62)	12600 (N=64)	1.2%
York (Regional Municipality)[6]	100 (N=14)	15800 (N=18)	0.6%

[3]The mean rental rate in this region is significantly higher than the median, at approximately $51. The rent/price ratio calculated with this mean rental rate would be 1.7%.

[4]Both the mean rental rate and mean price in this region were significantly higher than the medians. The mean reported rental rate is approximately $148, and the mean reported price is approximately $13,482. The rent/price ratio calculated with these means would be 1.1%.

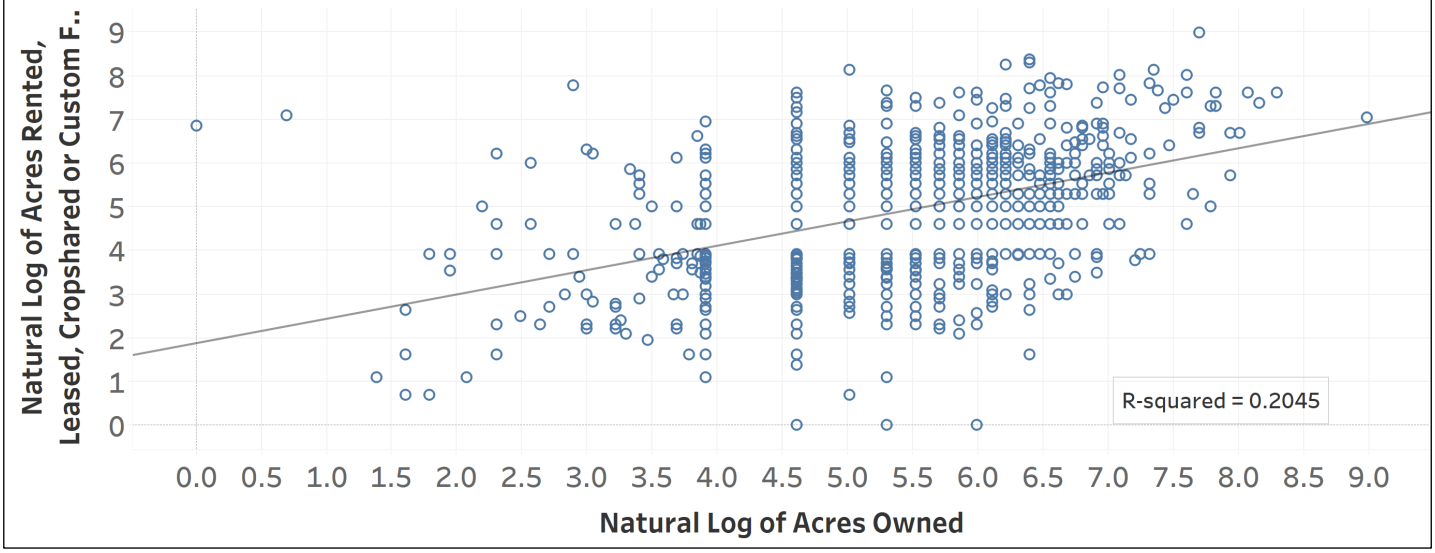
[5]The mean rental rate in this region is significantly higher than the median, at approximately $84. The rent/price ratio calculated with this mean rental rate would be 2.1%.

[6]The mean price in this region is significantly higher than the median, at approximately $28,383. The rent/price ratio calculated with this mean price would be 0.4%.

Land Owned vs. Land Rented, Leased, Cropshared or Custom Farmed

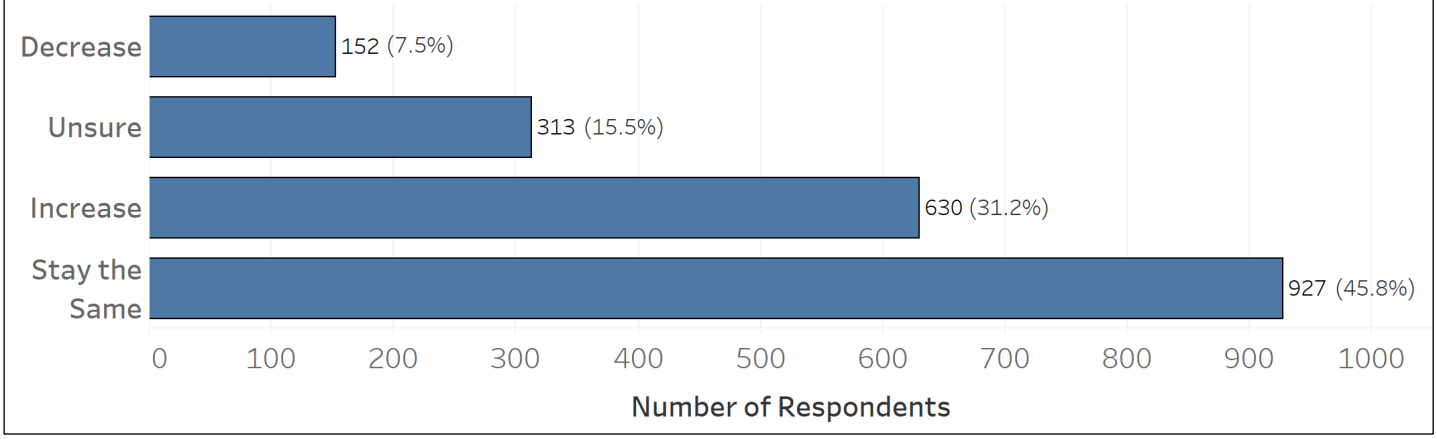
Respondents were asked to report the number of acres that they own, and the number of acres that they operate as tenants through cash rent, lease, cropshare or custom farming arrangements. The graph below plots responses for acres owned vs. acres operated as a tenant, for respondents who reported both (i.e. respondents who operated on their own land, and land owned by others in 2017). The natural logs of these values have been used to control for outliers (i.e. very large values that could skew the data and prevent the observation of a trend). A linear trendline through this data has been provided, with an R-squared value. The distribution of this data indicates that the more farmland an operator owns, the more land they are likely to rent, lease, cropshare or custom farm in.

Figure 2: Natural Log of Acres Owned vs. Natural Log of Acres Rented, Leased, Cropshared or Custom Farmed (n=1083)



Respondent Perceptions of Changing Farmland Prices

Figure 3: "Over the next 12 months, do you expect farmland prices in this region to..." (n=2022)



Respondent Perceptions of Farmland Buyers

Respondents were asked to report their perception of the percentage of farmland sales in their region that had been made by farmers in the past 12 months. For the overall sample (1154 respondents answered this question), the median reported percentage of farmland sales to farmers was 85% (the mean was lower, at 73%). However, there was considerable spatial variation in responses to this question. Table 3 below provides the median reported percentage of farmland sales to farmers in each region surveyed. As with the rent and price data, we only report regions that had greater than 10 responses to this question, and the number of responses for each region is given in the table (N).

Table 3: "During the past 12 months, approximately what percentage of farmland purchases in [*familiar*] region were made by farmers?"

Region	Perceived Percentage of Farmland Purchases Made by Farmers [*median reported*]
Brant (Census Division)	82.5% (N=18)
Bruce (County)	92.5% (N=52)
Chatham-Kent (Census Division)	90% (N=59)
Dufferin (County)	65% (N=17)
Durham (Regional Municipality)	40% (N=31)
Elgin (County)	85% (N=43)
Essex (County)	75% (N=38)
Grey (County)	90% (N=39)
Haldimand-Norfolk (Census Division)	90% (N=57)
Hamilton (Census Division)	20% (N=11)
Hastings (County)	50% (N=15)
Huron (County)	95% (N=77)
Kawartha Lakes (Census Division)	82.5% (N=22)
Lambton (County)	90% (N=52)
Lanark (County)	97.5% (N=12)
Leeds and Grenville (United Counties)	77.5% (N=22)
Middlesex (County)	85% (N=63)
Niagara (Regional Municipality)	50% (N=26)
Northumberland (County)	50% (N=16)
Ottawa (Census Division)	90% (N=24)
Oxford (County)	95% (N=67)
Perth (County)	100% (N=69)
Peterborough (County)	30% (N=20)
Prescott and Russell (United Counties)	90% (N=19)
Prince Edward (Census Division)	50% (N=15)

Table 3 (Continued): "During the past 12 months, approximately what percentage of farmland purchases in [*familiar*] region were made by farmers?"

Region	Perceived Percentage of Farmland Purchases Made by Farmers [*median reported*]
Renfrew (County)	92.5% (N=16)
Simcoe (County)	50% (N=42)
Stormont, Dundas and Glengarry (United Counties)	95% (N=52)
Waterloo (Regional Municipality)	67.5% (N=14)
Wellington (County)	90% (N=44)
York (Regional Municipality)	0% (N=15)

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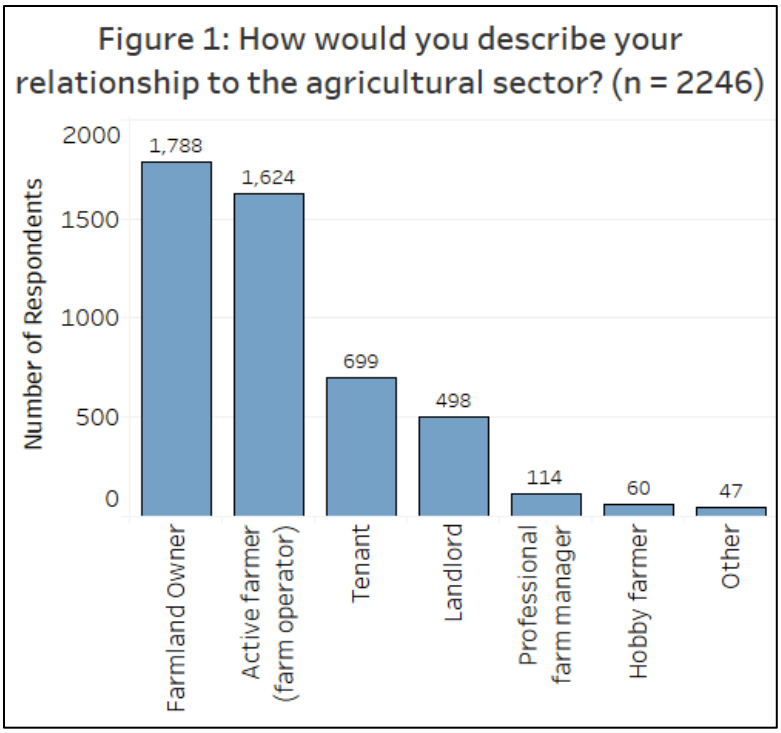
2016 Farmland Value and Rental Value Survey

Summary of Findings

January 2017



Note: Categories with less than 20 respondents are omitted from the figure. These omitted categories include: Realtor (14), Agricultural Lender (14), Government Employee (agricultural sector) (10) and Assessor (6).

Survey Description

The data provided in this report is from 2,246 Ontario respondents who participated in an online survey between January 13th and 22nd, 2017. Many respondents did not answer specific questions, so we provide you with the number of responses for each question.

Respondents were contacted by email with the support of OFA. The cooperation of the OFA, OMAFRA, and the farmers who responded to this survey is greatly appreciated. However, any mistakes in the survey should be attributed to the above contact person.

When interpreting the results, please keep in mind that they are not necessarily representative of the region. Put simply, respondents were not randomly sampled, and the findings reflect responses of those who voluntarily answered the survey. Also, please keep in mind that parcel-level rental rates and farmland values vary considerably depending on parcel characteristics. Finally, these results are derived from a survey of farmers, not actual farm sales.

Additional survey updates will be provided on this website and on twitter: @BradyDeatonJr

Survey Limitation: The structure of the survey is biased toward responses of farmland renters. In order to complete the survey, respondents were required to select the region where they rent farmland. Though respondents, who did not rent land filled out the survey, we believe that farmers who rent land were more likely to fill out the survey. We will remedy this issue in future surveys.

Description of Respondent Breakdown

Figure 1 shows the distribution of survey respondents by different categories. We allowed respondents to select all applicable categories. Therefore, the categories shown are not mutually exclusive. For example, 73% of those who selected into the "Farmland Owner" category also identified themselves in the "Active Farmer (farm operator)" category. Additionally, approximately 16% of respondents who identify as an "Active Farmer (farm operator)" also identify as a "Landlord".

Regional Farmland Rental Rate and Farmland Value Data

This table provides per tillable acre values for cash rent and price of farmland, as well as the ratio of rent-to-price by census division. The survey questions are identified in the column headings. Respondents answered for the census division that they were most familiar with (indicated in the first column). Many survey respondents did not answer all the survey questions. For this reason, when we provide results we provide the number (n) of responses. We report results from census divisions with more than 10 responses.

Table 1: Farmland Rental Rates and Farmland Values by Census Division Surveyed

Region	Survey Question		Rent/Price Ratio
	What is the typical (or average) cash rent for average quality cropland per tillable acre? [Median reported]	What is the price, per tillable acre, for average quality farmland? [Median reported]	
Brant (Census Division)	200 (n=19)	14000 (n= 17)	0.014
Bruce (County)	150 (n=69)	8000 (n=59)	0.019
Chatham-Kent (Census Division)	250 (n=60)	12250 (n=68)	0.020
Dufferin (County)	100 (n=23)	8500 (n=19)	0.012
Durham (Regional Municipality)	100 (n=37)	9000 (n=26)	0.011
Elgin (County)	225 (n=44)	12000 (n=40)	0.019
Essex (County)	200 (n=47)	8500 (n=43)	0.024
Grey (County)	70 (n=44)	7000 (n=37)	0.010
Haldimand-Norfolk (Census Division)	200 (n=68)	8000 (n=56)	0.025
Hamilton (Census Division)	125 (n=14)	10000 (n=11)	0.013
Huron (County)	275 (n=54)	15000 (n=50)	0.018
Kawartha Lakes (Census Division)	100 (n=20)	5000 (n=19)	0.020
Lambton (County)	200 (n=55)	10000 (n=54)	0.020
Leeds and Grenville (United Counties)	50 (n=21)	3250 (n=20)	0.015
Middlesex (County)	200 (n=63)	12000 (n=64)	0.017
Niagara (Regional Municipality)[1]	65[1](n=33)	10000 (n=35)	0.007[2]
Northumberland (County)	50 (n=29)	4000 (n=24)	0.013
Ottawa (Census Division)[3]	150[3] (n=26)	10000 (n=23)	0.015
Oxford (County)	250 (n=70)	20000 (n=54)	0.013
Perth (County)	300 (n=55)	18500 (n=48)	0.016

[1]The mean rental rate in this region is substantially different from the median. The mean is $170/acre.

[2]Using the mean, the rent/price ratio is 0.017.

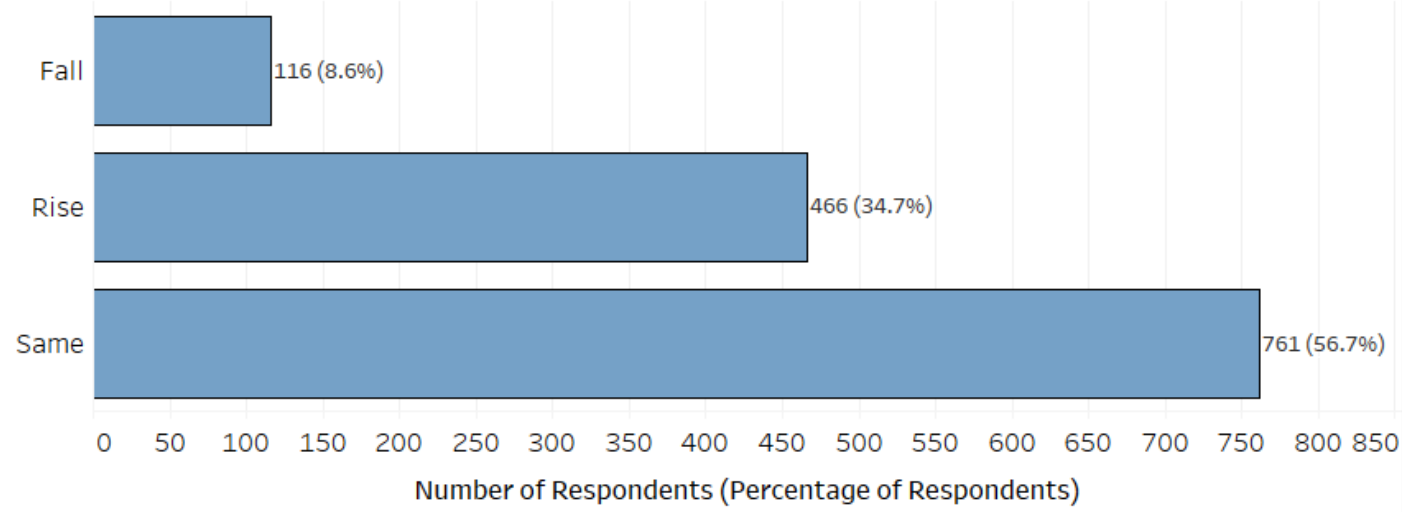
[3]The mean rental rate in this region is significantly higher than the median. The mean is $265/acre. This difference is driven by three outliers with rental rates greater than $850 reported.

Table 1 (Continued): Farmland Rental Rates and Farmland Values by Census Division Surveyed

Region	Survey Question: What is the typical (or average) cash rent for average quality cropland per tillable acre [Median reported]	Survey Question: What is the price, per tillable acre, for average quality farmland? [Median reported]	Rent/Price Ratio
Peterborough (County)	48 (n=20)	3500 (n=23)	0.014
Prescott and Russell (United Counties)	138 (n=18)	8000 (n=19)	0.017
Prince Edward (Census Division)	50 (n=16)	4000 (n=11)	0.013
Renfrew (County)	60 (n=16)	4000 (n=19)	0.015
Simcoe (County)	80 (n=35)	8000 (n=26)	0.010
Stormont, Dundas and Glengarry (United Counties)	150 (n=49)	10000 (n=46)	0.015
Timiskaming (District)	85 (n=13)	3500 (n=11)	0.024
Waterloo (Regional Municipality)	200 (n=25)	17750 (n=20)	0.011
Wellington (County)	150 (n=47)	11500 (n=40)	0.013
York (Regional Municipality)	75 (n=20)	30000 (n=15)	0.003

Respondent Perceptions of Changing Farmland Prices

Figure 2: Over the next 12 months, do you think farmland values will rise, fall, or stay the same? (n = 1343)



Farmer Perceptions of Farmland Buyers

Respondents were asked to report their perception of the percentage of farmland sales to three different categories of buyers in the past 12 months: farmers, non-farmers who want to live on a portion of the farm, and non-farmers purchasing land for investment purposes only. This table provides the median reported percentage of sales in each of these categories (provided in the column headers), for each region with greater than 10 responses. Only responses adding to 100% across the three categories are reported (for example, if a respondent indicated 90% to each of the three categories, their response has been omitted). We report the median response in each category by census division, hence each row will not necessarily add up to 100.

Table 2: Respondent Perceptions of Farmland Buyers in the Past 12 Months

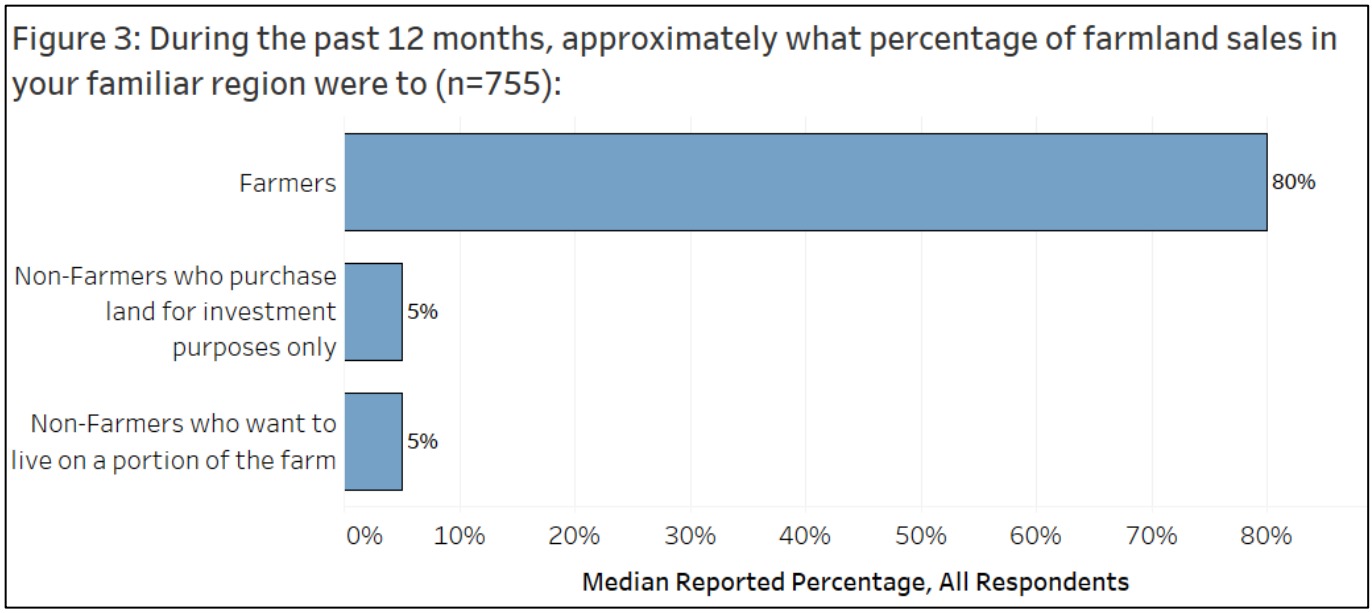
	In this municipality during the past 12 months, approximately what percentage of farmland sales were to:		
Region	**Farmers [Median percentage reported]**	**Non-Farmers who want to live on a portion of the farm [Median percentage reported]**	**Non-Farmers who purchase land for investment purposes only [Median percentage reported]**
Brant (Census Division) (n=13)	50%	10%	25%
Bruce (County) (n=47)	80%	5%	5%
Chatham-Kent (Census Division) (n=55)	85%	0%	10%
Dufferin (County) (n=11)	50%	20%	10%
Durham (Regional Municipality) (n=19)	50%	10%	40%
Elgin (County) (n=26)	90%	5%	0.5%
Essex (County) (n=34)	60%	10%	22.5%
Grey (County) (n=31)	75%	20%	5%
Haldimand-Norfolk (Census Division) (n=41)	90%	7.5%	0.5%
Hastings (County) (n=12)	50%	27.5%	20%
Huron (County) (n=34)	92.5%	0.5%	0%
Kawartha Lakes (Census Division) (n=17)	50%	20%	20%
Lambton (County) (n=36)	90%	0%	0%
Lanark (County) (n=10)	65%	22.5%	0%
Leeds and Grenville (United Counties) (n=15)	70%	10%	10%
Middlesex (County) (n=47)	80%	5%	5%
Niagara (Regional Municipality) (n=22)	52.5%	17.5%	22.5%
Northumberland (County) (n=13)	50%	25%	10%
Ottawa (Census Division) (n=23)	90%	0%	5%

Table 2 (Continued): Respondent Perceptions of Farmland Buyers in the Past 12 Months

Region	*In this municipality during the past 12 months, approximately what percentage of farmland sales were to:*		
	Farmers [Median percentage reported]	**Non-Farmers who want to live on a portion of the farm [Median percentage reported]**	**Non-Farmers who purchase land for investment purposes only [Median percentage reported]**
Oxford (County) (n=45)	95%	0%	0%
Perth (County) (n=40)	100%	0%	0%
Peterborough (County) (n=20)	25%	25%	25%
Prescott and Russell (United Counties) (n=13)	90%	0%	5%
Renfrew (County) (n=14)	87.5%	10%	0%
Simcoe (County) (n=18)	42.5%	15%	22.5%
Stormont, Dundas and Glengarry (United Counties) (n=32)	90%	0%	0.5%
Waterloo (Regional Municipality) (n=15)	80%	10%	5%
Wellington (County) (n=35)	90%	3%	0%
York (Regional Municipality) (n=17)	2%	5%	80%

Respondent Perceptions of Farmland Buyers: All Census Divisions

This figure aggregates the data in Table 2. The contrast between these aggregate findings and those reported in Table 2 demonstrate that there is considerable spatial variation in respondent perceptions of farmland buyers.



Key Characteristics of Farm Operators and Farm Operations

Table 4 below displays summary data for key characteristics of farm operators surveyed and their farm operations. Data for acres operated, acres rented in, and number of landlords is reported only for cases where the respondent answered all questions.

Table 4: Key Characteristics of Farm Operators and Farm Operations

Variable	Obs	Mean	Median	Std. Dev.	Min	Max
Operator Characteristics						
Age	2183	58.75	60	12.42	21	101
Sex (Female=0, Male=1)	2187	0.85	1	0.36	0	1
Scale and Nature of Operation						
Total Acres Operated	1495	459.21	220	776.99	1	1030
Acres Rented In	1495	207.37	65	486.66	0	7800
Percentage of Total Acres Rented In[1]	1495	36.88	29.41	35.09	0	100
Number of Landlords	1495	2.33	1	3.60	0	20
Rental Agreement Includes Stipulations (1=yes, 0=no)	983	0.25	0	0.44	0	1

[1]Percentage calculated using values reported by respondents for 'Total Acres Operated' and 'Acres Rented In'.

Reported Size of Operation and Quantity of Land Rented, Leased or Cropshared

The figure below plots the natural log of the total acres operated reported by respondents against the natural log of the acres rented, leased and cropshared reported. A linear trendline has been added to highlight the upward sloping relationship between acres operated and acres rented (i.e. the amount of farmland rented, leased or cropshared tends to increase as total farm operation size increases).

Figure 4: Natural Log of Acres Operated vs. Natural Log of Acres Rented, Leased or Cropshared (N = 1070)