2026 First Quarter Fertilizer Prices Across Ohio

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The first quarter results from a survey of Ohio retail fertilizer prices showed prices were lower when compared to the national averages reported by Progressive Farmer - DTN (Quinn, 2025). The survey was completed by 17 retailers, representing 13 counties, who do business in the state of Ohio. Respondents were asked to quote spot prices as of the first day of the quarter (January 1st) based on sale type indicated. This is part of a larger study conducted by OSU Extension to better understand local fertilizer prices, which began in December 2023.

According to the results of the survey, the average price of fertilizers was significantly lower (defined as more than 5%) in Ohio compared to the national prices for four fertilizers, UAN, MAP, DAP and potash. UAN and potash were both significantly lower than the national average at 7.15% lower per ton and 5.75% lower per ton, respectively. MAP and DAP were also significantly lower at 10.68% and 9.81% lower than national averages.

Compared to the prices from the previous quarter's Ohio survey, three fertilizers down by more than 14%; Urea dropped from $627/ton in Q4 to $550/ton; MAP was down to $799/ton from $926 and DAP was down to $789/ton from $911.

When compared to the prices from the previous year's Ohio survey (Q1 2025), all fertilizer products in the survey indicated increases except MAP. Nitrogen products were up most significantly, with anhydrous ammonia up 11%, UAN up 24%, and urea up 11%. DAP price was up 6%, 10-34-0 APP up 8%, potash up 9% and ammonium sulfate up 7%. Poultry litter price was up 12% from one year ago.

The chart below (Table 1.) is the summary of the survey responses. The responses (n) are the number of survey responses for each product. The minimum and maximum values reflect the minimum and maximum values reported in the survey. The average is the simple average of all survey responses for each product rounded to the nearest dollar. We recognize that many factors influence a company's spot price for fertilizer including but not limited to availability, geography, volume, cost of freight, competition, regulation, etc.

Table 1. First Quarter 2026 Ohio Fertilizer Prices

Product	Responses (n)	Sale Type	Min $/ton	Max $/ton	Avg S/ton	Price per primary nutrient $/lbs.
NH3 82-0-0	6	FOB Plant	750	885	845	0.52
UAN 28-0-0	10	Direct to Farm	370	430	382	0.68
Urea 46-0-0	13	FOB Plant	512	600	550	0.60
MAP 11-52-0	10	FOB Plant	747	850	799	0.77
DAP18-46-0	6	FOB Plant	747	825	789	0.86
APP 10-34-0	8	Direct to Farm	615	710	666	0.98
Potash 0-0-60	12	FOB Plant	412	490	458	0.38
Amm. Sulfate 21-0-0-24	11	FOB Plant	450	520	497	--
Thio-Sulfate 12-0-0-26	5	FOB Plant	420	450	434	--
Poultry Litter	4	Del. & app., <25 miles	55	70	63.50	--

Due to low responses, diesel price was not included in Quarter 1 survey results. If you are a retailer interested in participating in this study, please contact Amanda Bennett at bennett.709@osu.edu.

Table 2. Nitrogen Product Survey Price Trends from 2024-Current Quarter

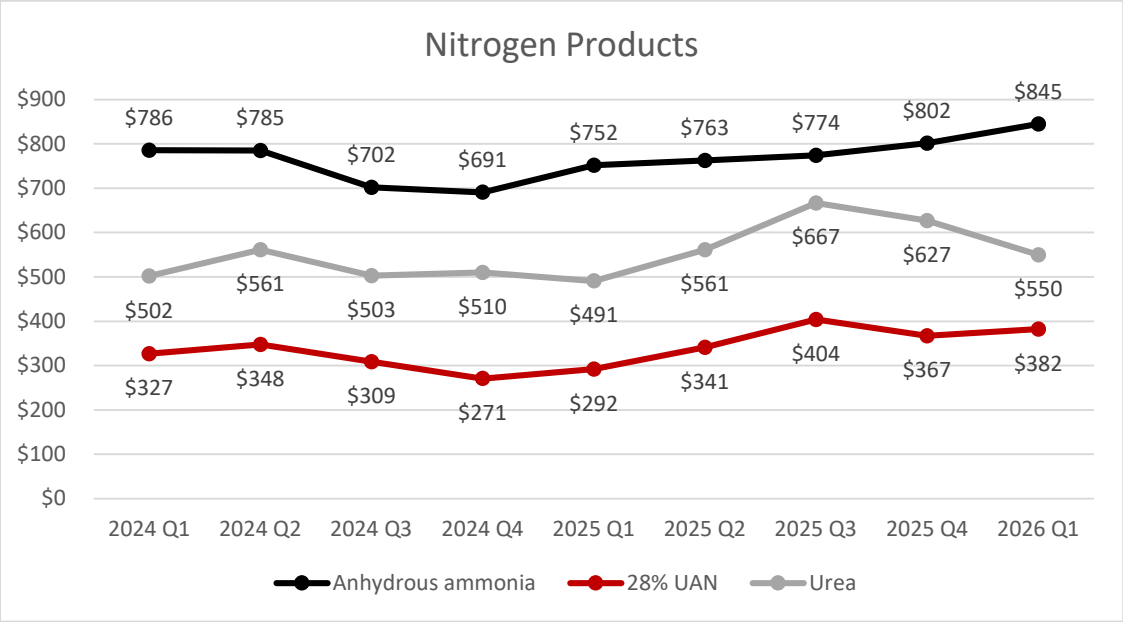
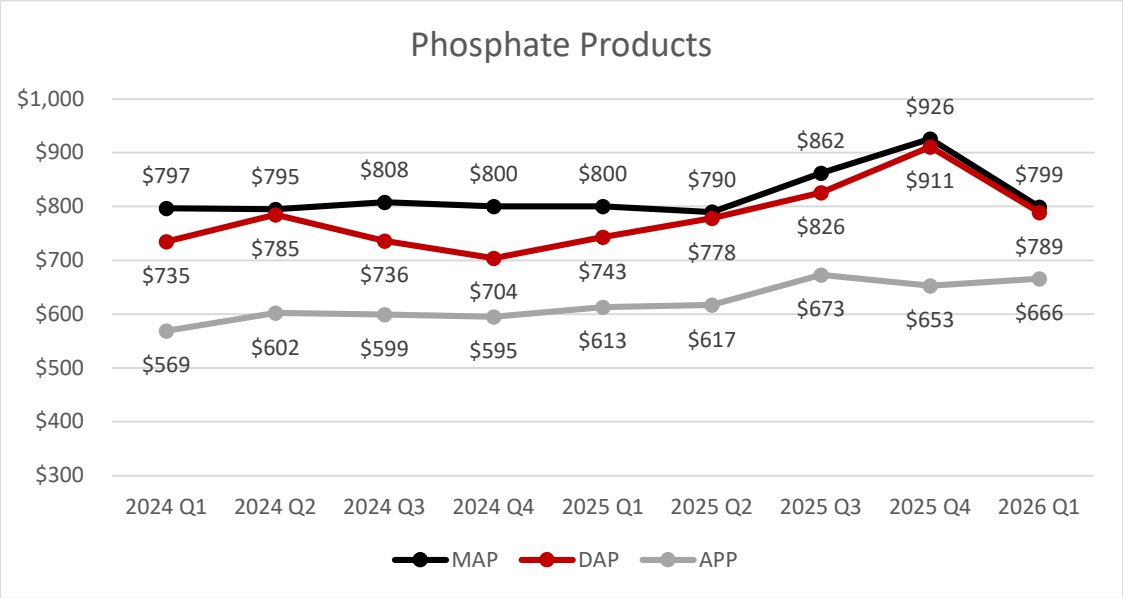


Table 3. Phosphate Product Survey Price Trends from 2024-Current Quarter



References

Quinn, R. 2025. DTN Retail Fertilizer Trends. *DTN Progressive Farmer.* Accessed online January 13, 2026 at https://www.dtnpf.com/agriculture/web/ag/crops/article/2025/12/31/7-fertilizers-see-lower-prices-dap-6

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