REPORT

2025 Fourth Quarter Fertilizer Prices Across Ohio

The 2025 fourth quarter results from a survey of Ohio fertilizer retailers showed prices in Ohio were somewhat varied when compared to the national averages reported by Progressive Farmer - DTN (Quinn, October 2025). The survey was completed by 32 retailers, representing 19 counties, who do business in the state of Ohio. Respondents were asked to quote spot prices as of the first day of the quarter (October 1st) based on sale type.

The survey found that the average prices of fertilizers were lower in Ohio compared to the national prices for all major fertilizers except NH3 (Anhydrous Ammonia), DAP, Urea and MAP. Only one was significantly lower (more than 5%) than the national average prices; UAN at 14% less than the national average. The national average price for DAP and MAP was nearly the same as in Ohio.

When compared to prices from last quarter's Ohio survey, several fertilizers were down in Q4. Several were down significantly (more than 5%): UAN (9.9%), Urea (6.3%), AMS (23.3%) and ATS (17.4%). MAP and DAP both increased significantly by 6.5% and 9.3% respectively.

When compared to Quarter 4 of 2024 average Ohio prices, the 2025 Q4 data average Ohio prices were significantly higher for all fertilizers measured in the survey. UAN28 and DAP both saw the most significant increases over 2024 prices in the same quarter, coming in at changes of 26% and 22% respectively. Urea, MAP, potash and AMS all came in at more than a 12% increase over the same 2024 period.

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. Fourth Quarter 2025 Ohio Fertilizer Prices

Product	Responses (n)	Sale Type	Min $/ton	Max $/ton	Avg $/ton
NH3	5	FOB Plant	685	890	802
UAN 28-0-0	19	Direct to Farm	330	455	367
Urea 46-0-0	13	FOB Plant	590	685	627
MAP 11-52-0	16	FOB Plant	849	955	926
DAP18-46-0	8	FOB Plant	850	970	911
APP 10-34-0	9	Direct to Farm	600	700	653
Potash 0-0-60	23	FOB Plant	399	510	477
Ammonium Sulfate 21-0-0-24 (AMS)	19	FOB Plant	450	590	492
Ammonium Thio-Sulfate 12-0-0-26 (ATS)	9	FOB Plant	355	440	395
Poultry Litter	9	Delivered and applied, < 25 miles	50	67	57
Farm Diesel (ie. off-road diesel)	5	Direct to Farm, $/gallon	2.45	3.05	2.80

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If you are a retailer interested in participating in this study, please contact Amanda Bennett at bennett.709@osu.edu.

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References

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