

Fertilizer Price Outlook

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Gregg Ibendahl
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Introduction¹

Anhydrous ammonia prices declined during the first half of 2024 before rising during the last half of 2024. Anhydrous prices did end 2024 lower than the end of the previous year. However, the lowest price of 2024 was higher than the lowest price from 2023. With the volatility of fertilizer prices the last several years, farmers and lenders are undoubtedly wondering which way prices will trend in 2025. Anhydrous prices are currently above \$700/ton and there is some evidence prices may not go below \$700 like what happened in 2023 and 2024.

Fertilizer is a major expense item for most grain farms so any price increase in fertilizer can have a significant effect on farm profitability. As shown by [Ibendahl](#), Fertilizer accounts for 20% of farm expenses. This makes fertilizer the second most expensive production input on a farm (machinery is the most expensive). Thus, even small changes in fertilizer prices can have large effects on farm profitability.

Ibendahl has been predicting fertilizer prices for many years. His initial models used corn and oil prices to predict anhydrous ammonia prices. However, something occurred during the fall of 2021 that broke these earlier models because the run-up in fertilizer prices was not anticipated. Ibendahl added inflation expectations to the model in his [February 2022 estimate](#) and the model has been performing with better predictive power ever since. While Ibendahl didn't predict prices dropping all the way to \$650/ton, [Have Fertilizer Prices Bottomed Out?](#), Ibendahl did predict most of the 2023 price decline and subsequent increase in price during the last half of 2023.

The purpose of this article is to forecast anhydrous ammonia prices for the next 12 months so that farmers can plan their fertilizer purchases for the coming year. Correctly timing fertilizer purchases could improve profitability. All the major fertilizer products are highly correlated so the direction of price changes in anhydrous ammonia is usually reflected in the prices of the other fertilizer products.

Data and model

All the fertilizer prices in the analysis come from DTN (accessed from ProphetX). Ibendahl's analyses prior to 2022 showed that predicting the anhydrous price was possible since the price of anhydrous ammonia is positively correlated with both the price of oil and corn. Even though anhydrous ammonia is produced from natural gas, models using natural gas as a price predictor for anhydrous never worked very well. The price variations in natural gas never seemed to match the variability of anhydrous. Because natural gas and oil have similar uses, the correlation is high. Thus, substituting oil into a price predictor model for anhydrous accomplished the goal of using natural gas but the correlation better aligned with how anhydrous prices varied.

Anhydrous ammonia is positively correlated with the corn price and the oil price because these two products represent something about the demand and supply of anhydrous ammonia fertilizer. Economic theory tells us that higher prices for an output will cause producers to produce more by using more of the production inputs. Thus higher corn prices lead to more nitrogen fertilizer per corn acre (i.e., increased demand of nitrogen fertilizer). Also, a higher corn price (relative to other crops) will shift more acres to corn (which uses nitrogen) and fewer acres to soybeans (which doesn't need nitrogen fertilizer).

A visual inspection of oil and anhydrous ammonia historical prices indicates that anhydrous ammonia prices tend to lag oil prices. This is not surprising as ammonia producers need some time to adjust production to account for changes in their input prices. The most recent models by Ibendahl have used a 6-month lag for oil prices.

All the fertilizer models by Ibendahl since the beginning of 2022 have used inflation expectations as a third explanatory variable. Inflation was relatively low before 2022 but has become a bigger factor in the last three years. To incorporate this into the model, the University of Michigan monthly survey of inflation expectations was used as a variable. Inflation seems to be more of a leading explanatory variable. That is, future inflation is a guide to prediction anhydrous prices. In this model, inflation is for expectations two months in the future.

The historical prices since 2009 for the dependent variable (anhydrous) and the three independent variables (corn, inflation, and oil) are shown in Figure 1. The correlation for these factors is shown in Figure 2. Figure 2 packs a lot of information. The diagonal of the figure has the histogram and the density plot of the factor under consideration. For example, anhydrous,

in the upper left hand corner has a bar graph for the histogram and the line is the density plot. A density plot can be thought of as a smoothed histogram. The other three factors can be interpreted similarly. The number along the sides are the scale for each individual figure. The prices for anhydrous can be found at the very bottom in the first column. The other boxes in Figure 2 represent the relationship between the factors. In the upper quadrant is the correlation. To find the correlation, draw a horizontal line or vertical line from the two factors you are interested in. Where those line cross in the upper quadrant is the correlation. For example, the correlation for anhydrous and corn is in the first row and the third column. This particular correlation is 0.73.

The lower quadrant is the scatter plot and regression line between the two factors being considered. Using anhydrous and corn again for an example, the scatter plot is in the third row and the first column. The axis labels for these scatter plots can again be found along the sides. Anhydrous has the prices along the bottom in the first column while corn prices are along the right side in the third row.

Because other nitrogen fertilizers start from ammonia, the correlation between nitrogen products is high (Figure 3). Thus, forecasting anhydrous will provide guidance for the prices of other nitrogen fertilizers. However, the correlation between the nitrogen fertilizers and the dual nutrient fertilizers (DAP and MAP with both N and P) is also strong. Even Potash (K) is strongly correlated with the other fertilizers. Thus predicting anhydrous ammonia prices gives good price guidance about prices for all the other major fertilizers.

Model to Predict Anhydrous Ammonia Prices

With the corn price representing the demand for anhydrous ammonia, the oil price representing the supply for anhydrous, and inflation expectations representing some of the recent volatility, a formal regression model was developed using ordinary least squares. This model resulted in the equation shown in Table 1. This regression result has an adjusted R-squared of 0.73. Given that correlations can range from -1.0 to +1.0, a correlation of 0.73 is considered strong.

The model shown in Table 1 has been fairly consistent since Ibendahl first estimated it. Ibendahl normally produces a revised price forecast several times a year and always re-estimates the model using the latest data. The model coefficients do not typically change more than 10% between estimations.

Figure 4 shows the actual anhydrous ammonia price vs the predicted anhydrous ammonia price since 2009. Figure 5 shows a scatter plot of the actual vs predicted values. A visual inspection of Figure 4 indicates the model may still be missing the actual price peaks and valleys but is still getting the overall trend correct.

Figure 6 is a time shortened version of Figure 4. It also include the price forecast for the next 12 months. The price forecast uses the futures market price of both oil and corn. Inflation expectations are based on Ibendahl's estimate of an inflation rate of 4% for the next year. Given these model inputs, anhydrous prices of \$850 are not unexpected going forward. Higher corn prices and potentially higher inflation expectations may drive anhydrous prices higher.

Discussion

There are many events happening right now in the world that could easily affect fertilizer prices. With Russia being a major fertilizer exporter, any surprises with the Russian/Ukraine war could easily drive up prices. Also, any tariffs with Canada could affect Potash prices. Potash is the one major fertilizer nutrient that the U.S. imports in large quantities. Some estimates say 90% of U.S. potash use comes from Canada. However, Canadian potash is a fungible commodity and the U.S. could get potash from other countries but at an added shipping expense.

With the model, forecast prices are higher than actual prices. Part of this is because Ibendahl is using a 4% rate of inflation. If inflation has dropped to 3%, then the model is likely over estimating anhydrous prices. With the model presented in Table 1, readers interested in trying their own fertilizer forecast have a starting point.

References

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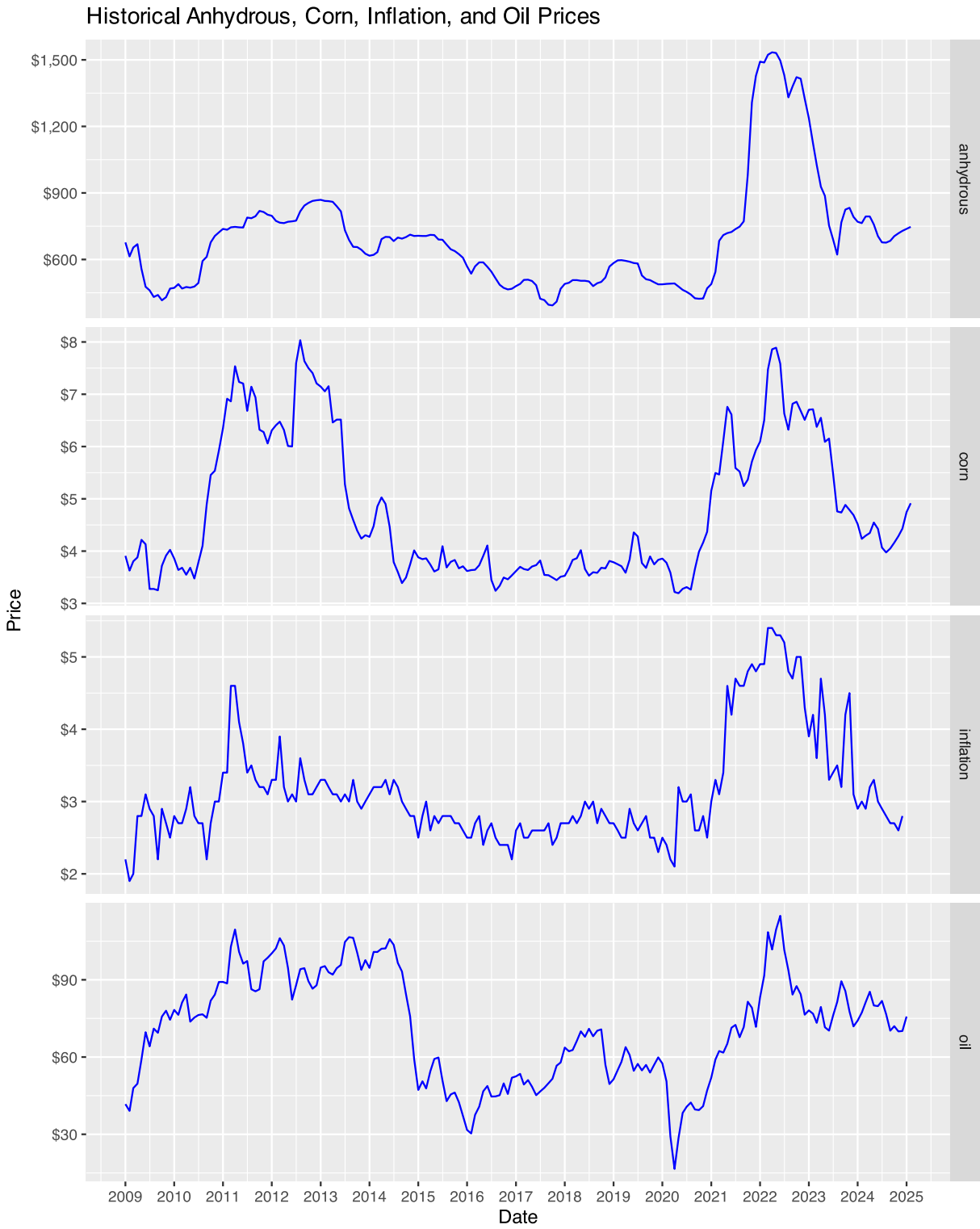


Figure 1. Historical Prices of Model Factors

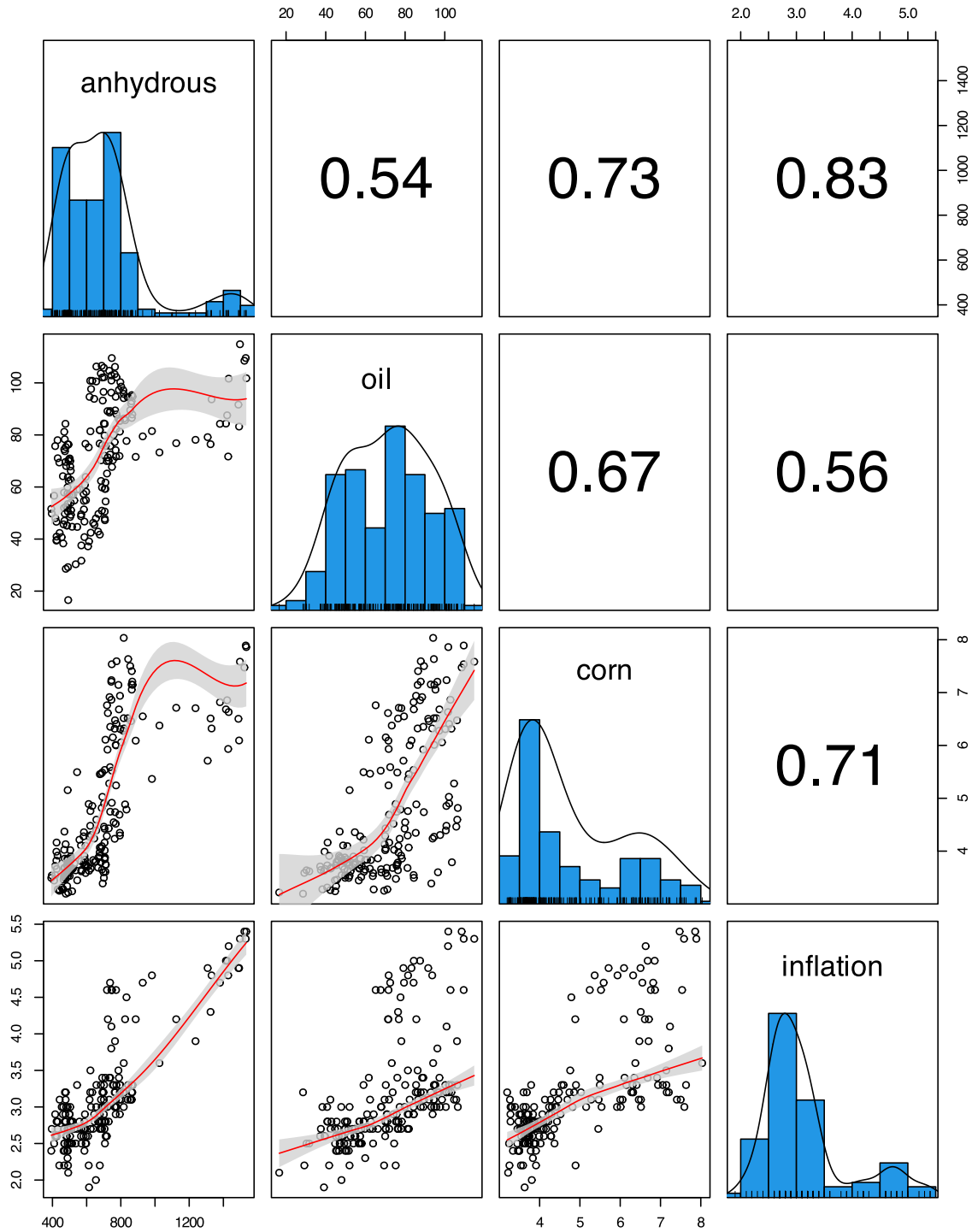


Figure 2. Correlation Comparison of Factors in Price Estimation Model

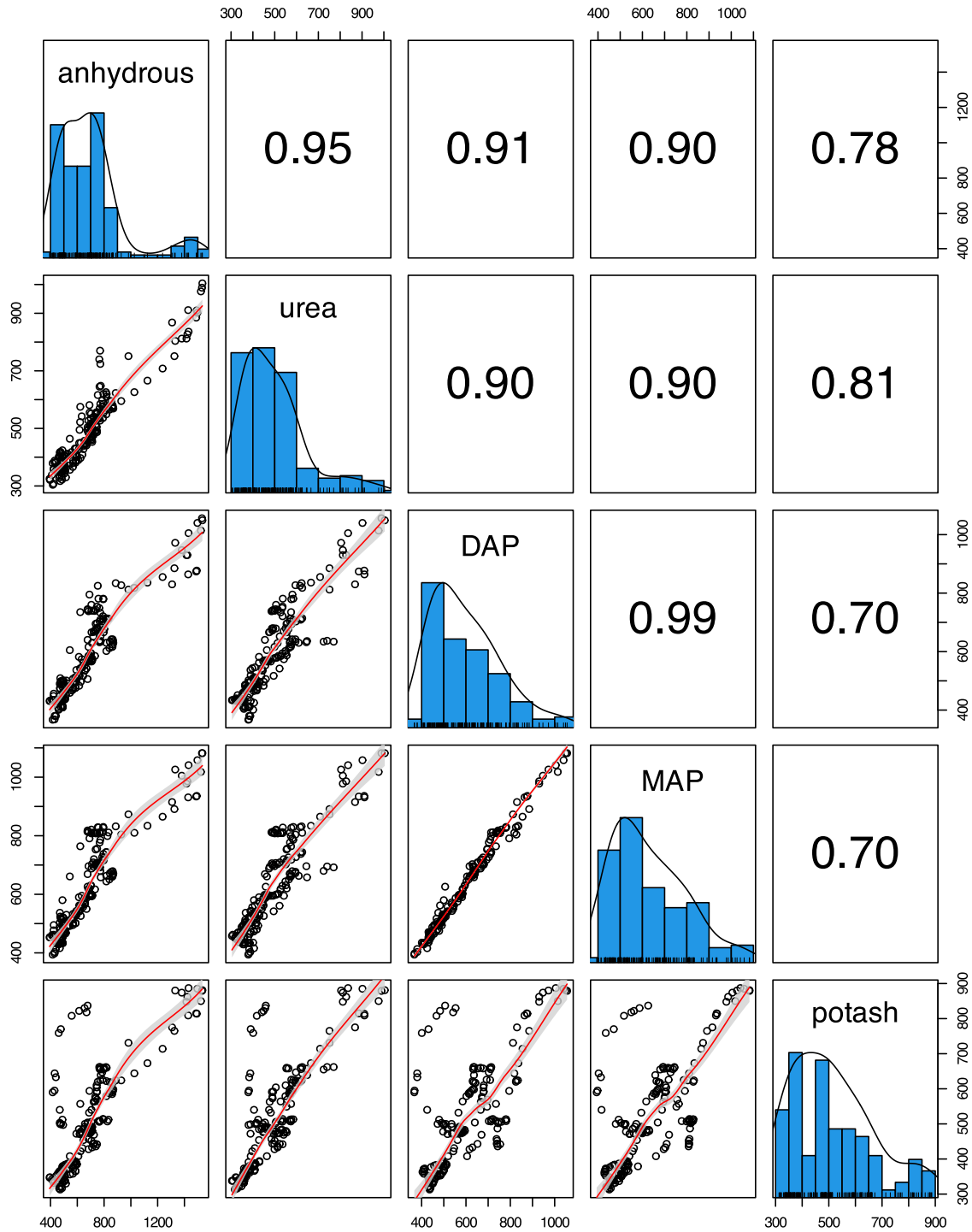


Figure 3. Correlation Comparison of Other Fertilizers



Figure 4. Actual Anhydrous Price vs Predicted Price - Long Term

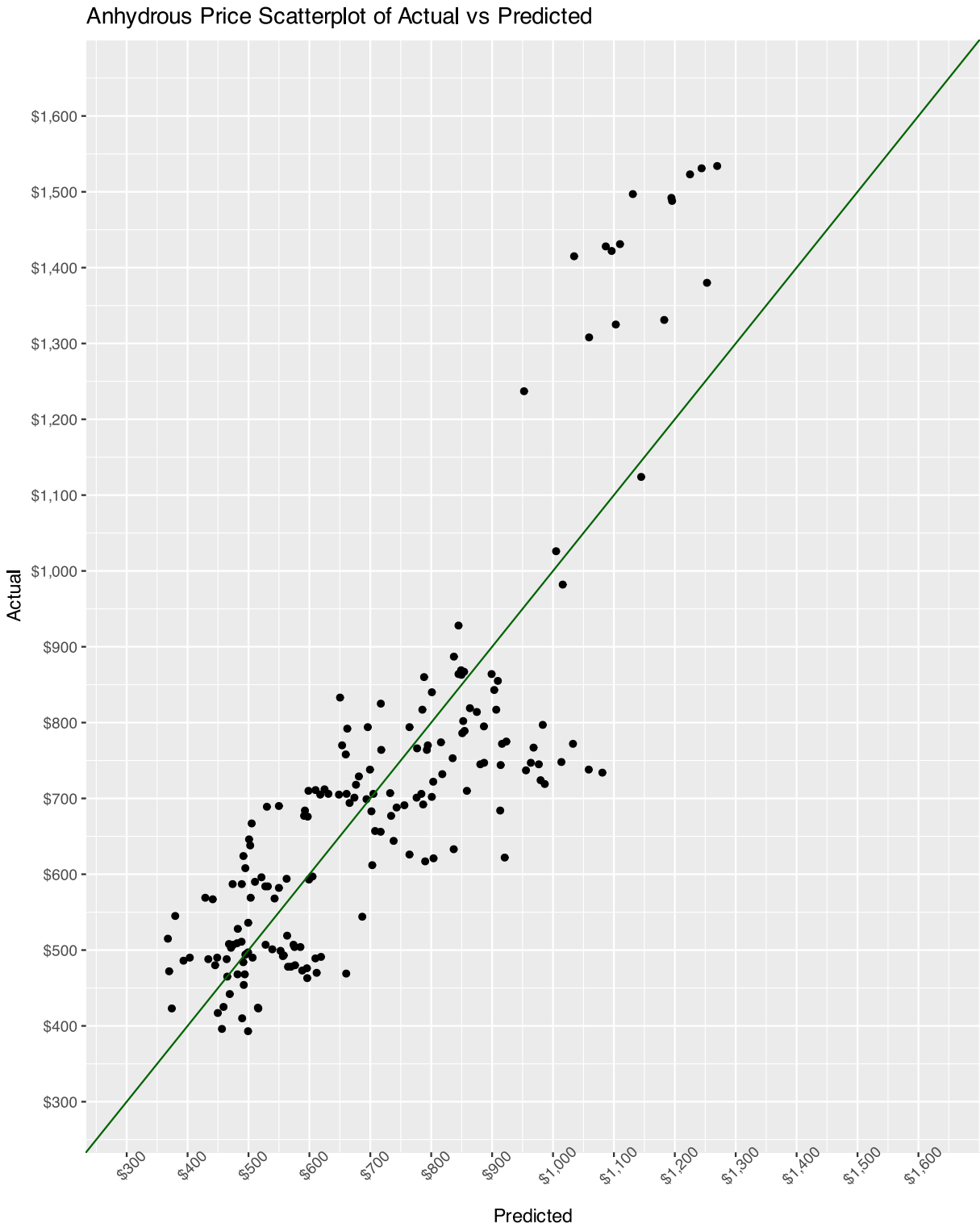


Figure 5. Model Analysis - Scatterplot of Actual vs Predicted



Figure 6. Actual Anhydrous Price vs Predicted Price - Short Term

Table 1. Regression Model

Term	Coefficient	P-value
Intercept	-320.05	< 0.001
Oil (lag 6 mo)	3.04	< 0.001
Corn	38.22	0.001
Inflation (lead 2 mo)	196.54	< 0.001

1. Kansas State University - Department of Agricultural Economics

AgManager.info

email: ibendahl@ksu.edu

YouTube: https://www.youtube.com/@little_pond_farm

Substack: <https://agricultural.substack.com>