

# TILLABLE PRICE DISCOVERY

DETERMINE FAIR MARKET RENT. FIND THE RIGHT FARMER.  
TRACK PERFORMANCE.



**TILLABLE**  
*A New Lease on Land*

# REVOLUTIONIZING FARMLAND RENTAL

The Tillable Price Discovery Process uses our first-of-its-kind farmland rental marketplace to help you determine the fair market rental value of your land, leveraging the input of the people who know the area, know the market and understand the land: the farmers who want to rent it. This program is best-suited for landowners who are looking to gain the expertise of a new, professional farmer, and who will take an active role in selecting and negotiating with that farmer.

**Here's how it works.**

## 1. **Get a Checkup**

A Tillable representative will help you understand and explore the rent potential of your farm through our free Farmland Checkup.

## 2. **List Your Land**

We'll help you list your farm for Price Discovery on the Tillable website. Be prepared to share photos, farm-specific details and any other documentation or rental criteria you may have.

## 3. **Receive Offers**

We'll help promote your land to farmers on the Tillable platform. Offers will be received by the deadline you set when you list your land. Farmers can't see each other's offers, so you'll get an objective view of the market potential of your land.

## 4. **Review & Negotiate**

After the offer deadline has passed, you'll be able to review all offers at once, and negotiate with the farmers who look the most promising to you based on experience, farming practices and other factors. You must review offers and communicate with farmers in a timely fashion.

## 5. **Sign Lease & Set Up Payments**

You and your chosen farmer will sign your lease and set up automatic payments through the Tillable platform.

## 6. **Get Reports**

Twice per year, you'll receive personalized farm data reports from Tillable, giving you a clear view of your farm's productivity and your farmer's performance.

# GET THE FULL POWER OF THE TILLABLE PLATFORM

In addition to understanding the fair market rent for your farm and finding a suitable farmer, you'll also receive these benefits of the Tillable digital platform:



## Farm Data and Crop History

Create a record of land stewardship and crop activities, plus gather ongoing data from your farmer. Many landowners lack basic information about their land; Tillable puts it all in one place so you can easily identify insights and feel more confident in your decisions.



## Digital Lease Management

Written, signed leases provide protection for both you and your farmer. Your lease is created, managed, signed and stored entirely within the Tillable platform for easy reference. Tillable provides a detailed lease with protections for both the landowner and the farmer; you can add any farm-specific criteria.



## Automated Payment Platform

Our automated payment system ensures payments are on-time, accurate and managed seamlessly. You'll receive rent payments according to the schedule identified in your lease.



## Performance Benchmarks

Digital reports track performance and provide meaningful comparisons to similar farms across a number of categories including yields, soil management and rent.



## Pricing

Tillable's optional Price Discovery process is available to qualifying landowners. Pricing depends on whether or not the process results in an increase in your rent.

If your rent increases, Tillable collects 30% of the difference between your previous rent and the new rent per acre. (A simple example: if your previous rent was \$100/acre and your new rent is \$130/acre, you pay 30% of \$30, or \$9/acre.) If your rent does not increase, you pay nothing for price discovery.

# HELPING FARMLAND THRIVE.

Ready to step into the future of farmland rental? Tillable is the first true online marketplace for the U.S. farmland rental market. We're here to make it easy for landowners to rent their farms with confidence, and encourage great farmers to expand operations.

Each year, American landowners lose an estimated \$8 billion in undervalued farmland rentals. Tillable is out to change that. And while we do make farmland rental more profitable and efficient, for us it really is all about making sure the land itself is thriving. Because when farms thrive through more careful attention and improved productivity, the people who own and care for the land thrive, too.

## COUNT ON US

**7,000+**

Farmers on Tillable

**50+**

Average number of verified farmers within 30 miles of each farm

**11**

The average number of offers made by farmers on each farm on Tillable

## TESTIMONIALS

“Tillable was able to help me to quickly & easily manage my farmland. I was really impressed with how they were able to find me a new grower for one of my farms using their offer process. Lease signing and payments couldn't be any easier.”  
—Doug O., Illinois Landowner

“As an absentee farmland investor, Tillable allowed me to better understand the local rental market and tenant landscape around my farm. Combining this knowledge with a digital payment system has been invaluable as I build my land portfolio.”  
—Zach M., Illinois Landowner

## Featured In

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