Tennessee Market Highlights



March 28, 2025 Number: 13

Trends for the Week Compared to a Week Ago

Slaughter Cows

Steady to \$1 higher

Slaughter Bulls

Steady to \$2 higher

Feeder Steers

\$3 to \$9 higher

Feeder Heifers

\$4 to \$8 higher

Feeder Cattle Index: 286.90

Fed Cattle

The 5-area weighted average prices thru Thursday were \$212.25 live, up \$4.27 compared to a week ago and \$333.23 dressed, up \$3.23 compared to last week.

Corn

May closed at \$4.53 a bushel, down 11 cents since last Friday.

Soybeans

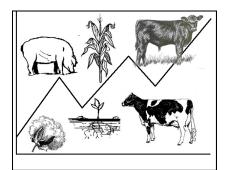
May closed at \$10.23 a bushel, up 14 cents since last Friday.

<u>Wheat</u>

May closed at \$5.28 a bushel, down 30 cents since last Friday.

Cotton

May closed at 6.9 cents per lb, up 1.63 cents since last Friday.



Livestock Comments by Dr. Andrew P. Griffith

FED CATTLE: Fed cattle traded steady on a live basis compared to last week. Prices were mainly \$209 to \$213 in the South on a live basis. Dressed trade was mainly \$335. (limited trade information)

The 5-area weighted average prices thru Thursday were \$212.25 live, up \$4.27 compared to a week ago and \$333.23 dressed, up \$3.23 compared to last week. A year ago, prices were \$188.10 live and \$299.58 dressed.

The past several weeks have been a tug of war between packers and feedlot managers as it relates to negotiated cattle trade. Neither group has much willingness to give an inch until the end of the week when there is no other option but to give an inch. Cattle feeders are aware they are dealing the cards and hold the leverage while packers know they have to get their hands on the limited quantity of cattle that will further tighten in coming months. This is a time of testing for both parties as the reduced quantity of cattle coming to the marketplace will have long lasting impacts on both industries. It may even be as severe as shuttering plants or entities closing entirely.

BEEF CUTOUT: At midday Friday, the Choice cutout was \$333.39 down \$2.33 from Thursday and up \$7.48 from a week ago. The Select cutout was \$320.36 up \$0.92 from Thursday and up \$10.72 from a week ago. The Choice Select spread was \$13.03 compared to \$16.27 a week ago.

The Choice boxed beef cutout price has increased nearly \$22 per hundredweight during the month of March while the Select cutout price has made a similar move to the toon of about \$16. This is certainly welcome to packers who are paying nearly \$15 more per hundredweight on a live basis for cattle than they were four weeks ago. However, this math does not work to improve packer margins. Summer grilling

holidays, baseball parks serving burgers, and a host of other factors work to move beef from April through September with the market really heating up in May. A similar pattern should be evident in 2025 as consumers have turned to protein in recent years. The questions concerning the beef market are not as much about domestic demand as they are about the impacts of tariffs on international trade and how that influences the return on each head purchased. Domestic demand appears to remain strong despite some pundits frequently mentioning pricing consumers out of the market, which is what rationing of a product does.

OUTLOOK: Based on Tennessee weekly auction reports, steer prices this week were \$3 to \$9 higher compared to last week while heifer prices were \$4 to \$8 higher than the previous week. Slaughter cow prices were steady to \$1 higher compared to a week ago with slaughter bull prices being steady to \$2 higher than last week. The calf market remains hot as buyers continue to bid grass cattle prices higher. It is inevitable these prices will finally slow and may even decline moving into the summer months, but there is clearly a strong demand for these lighter weight animals as grass continues to green and put on some leaf. The market should remain strong through most of April before spring and summer grazing operation interest slows. In contrast, feeder cattle futures have bounced around most of the week with no certain direction. The highlight of feeder cattle futures this week is that prices have not made a drastic move in either direction. Feeder cattle futures prices have been on a straight up trajectory since the middle of November. Thus, in four and a half months, feeder cattle futures prices have increased \$40 to \$50 per hundredweight

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Livestock Comments by Dr. Andrew Griffith

(Continued from page 1)

depending on the contract month. The question now is if this small downturn and failure to establish a direction is just a blip on the radar or if something else is cooking in the market. There have been four or five "blips" on the chart dating back to the middle of November, but those small price declines were all short lived and were soon followed by the market moving higher and to record levels. Producers cannot control the futures market or the cash market, but producers can manage price risk using futures, options, or LRP. The alternative to managing price risk with any of those alternatives is taking on all the price risk or selling the cattle in today's strong market. It may take a couple of weeks for the futures market to define a direction, but if history is any indicator of future price movements, it will not sit still for long. This means cattle will either increase or decrease in value as they always seem to be doing. It is practically rocket science and brain surgery to make those kinds of statements!

ASK ANDREW, TN THINK TANK: There was a recent question concerning startup costs of different operations in the cattle industry. This is an extremely broad question and not enough space in this article to adequately address it. However, there was another topic of discussion concerning contract grazing cattle, which resulted in marrying the two ideas. Startup of any farm can be an expensive endeavor, and very few farm-

ers or ranchers start where they want to finish. Thus, contract grazing cattle can be a method to get started in the cattle business without having the full capital outlay that would be required if a person wanted to start by owning all the cattle. In essence, if a person owns or rents ground with adequate cattle working facilities and good fences, they could contract graze cattle for a cattle owner and then get paid based on gain or have a fee per head per day. Contract grazing can be set up in several manners, but in this day and time of high cattle prices, it is a method for a person to enter the business without having to purchase the cattle.

Please send questions and comments to agriff14@utk.edu or send a letter to Andrew P. Griffith, University of Tennessee, P.O. Box 160, 1000 Main Entrance Dr., Spring Hill, TN 37174.

FRIDAY'S FUTURES MARKET CLOSING PRICES: Friday's closing prices were as follows: Live/fed cattle –April \$208.83 -0.73; June \$204.85 -0.95; August \$201.00 -0.80; Feeder cattle –April \$286.93 -0.63; May \$285.18 -1.35; August \$289.68 -0.98; September \$288.48 -0.80; May corn closed at \$4.53 up 3 cents from Thursday.

Please use this link for cattle and market definitions: Cattle and Beef Market Definitions Publication W801

Crop Comments by Dr. Aaron Smith

Overview

Cotton and soybeans were up; corn and wheat were down for the week.

The 2025 production season has just begun; however, producers should be considering marketing strategies for the upcoming year. Producers looking to develop a marketing plan for the 2025 crop have three primary factors to consider – price, timing/quantity, and marketing tool. Setting

	Previous	Current	Change
USD Index	103.70	103.71	0.01
Crude Oil	68.29	69.36	1.07
DЛA	41,890	41,584	-306

price targets will be different for every operation. The starting point should be estimating the cost of production for each commodity grown on the farm to know when sales are profitable and when they are not. This should continue throughout the year as more information is revealed about production costs (examples: replanting, additional sprays or fertilizer applications) and yields (up or down from the initial target yield). Reasonable price expectations should be set to trigger sales. We all want to sell corn at \$8/bu but is that a realistic target based on the current market environment.

Timing and quantity of sales should be reflective of access to storage. Farmers that can store all or most of their annual production can be more patient with their marketing plan, holding crops past the harvest season and making final sales, once the majority of production risk has been removed. For farms that do not have access to storage a more aggressive marketing approach is likely warranted as sales will need to be completed within the harvest interval. Plans need to be flexible and determine what the market is offering. A reasonable early season target for pricing, if storage is not available is pre-planting: 10-25%, March—July: 25-75%, and August-Harvest: 75% - 100%. Should prices start to rally, incremental pricing well spread out the risk of missing sales during the rally. For example, selling an additional 5-10% of estimated production for each 25-cent rally in the corn market will help take some of the emotion out of marketing decision and avoid missing out on sales opportunities. You will not hit a home run, but you will also avoid the strike out, using a baseball analogy. It is important to set a limit on how much production you want to be priced at a specific time of the year to avoid exchanging production risk for price risk.

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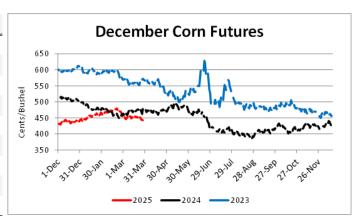
Crop Comments by Dr. Aaron Smith

There are many ways to establish a price or mitigate price risk. Futures, options, cash contracts, and managed products are all popular marketing tools. Strategies and tools should be used based on current market information as certain tools work better under different market conditions. It is important for farmers, or who they designate to market their crops, to have a robust toolbox with knowledge on several marketing tools. Continuing education is a necessity for today's row crop marketers.

Corn

Across Tennessee, average corn basis (cash price-nearby futures price) strengthened or remained unchanged at West, Northwest, West-Central, North-Central, and Mississippi River elevators and barge points. Overall, basis for the week ranged from 20 under to 25 over, with an average of 10 over the May futures at elevators and barge points. Ethanol production for the week ending March 21 was 1.053 million barrels per day, down 52,000 compared to the previous week. Ethanol stocks were 27.35 million barrels, up 0.775 million barrels compared to last week. Corn net sales reported by exporters for March 14-20 were net sales of 40.9 million bushels for the 2024/25 marketing year. Exports for the same period were down 2% compared to last week at 65.0 million bushels. Corn export sales and commitments were 85% of the USDA estimated total annual exports for the 2024/25 marketing year (September 1 to August 31) compared to the previous 5-year average of 86%. Cash prices ranged from \$4.20 to \$4.85 at elevators and barge points. May 2025 corn futures closed at \$4.53, down 11 cents since last Friday. For the week, May 2025 corn futures traded between \$4.42 and \$4.66. July 2025 corn futures closed at \$4.60, down 11 cents since last Friday.

Corn	May 25	Change	Dec 25	Change
COIII	Way 25	Change	Dec 23	Change
Price	\$4.53	-\$0.11	\$4.42	-\$0.09
Support	\$4.37	-\$0.18	\$4.35	-\$0.13
Resistance	\$4.61	-\$0.14	\$4.47	-\$0.08
20 Day MA	\$4.60	-\$0.08	\$4.50	-\$0.05
50 Day MA	\$4.83	-\$0.03	\$4.60	\$0.00
100 Day MA	\$4.67	\$0.01	\$4.50	\$0.00
4-Week High	\$4.77	-\$0.28	\$4.57	-\$0.18
4-Week Low	\$4.42	\$0.00	\$4.37	-\$0.04
Technical Trend	Down	=	Down	=



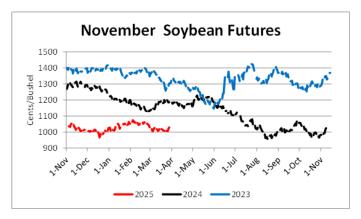
May/Jul and May/Dec future spreads were 7 and -11 cents. December 2025 corn futures closed at \$4.42, down 9 cents since last Friday. Downside price protection could be obtained by purchasing a \$4.50 December 2025 Put Option costing 37 cents establishing a \$4.13 futures floor.

Soybeans

Across Tennessee the average soybean basis strengthened or remained unchanged at West, Northwest, North-Central, West-Central, and Mississippi River elevators and barge points. Average basis ranged from 33 under to 22 over the May futures contract, with an average basis at the end of the week of 2 over. Soybean net weekly sales reported by exporters were net sales of 12.4 million bushels for the 2024/25 marketing year and 0.8 million bushels for the 2025/26 marketing year. Exports for the same period were up 56% compared to last week at 33.9 million bushels. Soybean export sales and commitments were 92% of the USDA estimated total annual exports for the 2024/25 marketing year (September 1 to August 31), compared to the previous 5-year average of 93%. Cash soybean prices at elevators and barge points ranged from \$9.66 to \$10.45. May 2025 soybean futures closed at \$10.23, up 14 cents since last Friday. For the week, May 2025 soybean futures traded between \$9.97 and \$10.23. The May soybean-to-corn price ratio was 2.26 at the end of the week. July 2025 soybean futures closed at \$10.37, up 16 cents since last Friday.

Crop Comments by Dr. Aaron Smith

Soybeans	May 25	Change	Nov 25	Change
Price	\$10.23	\$0.14	\$10.29	\$0.22
Support	\$10.04	\$0.07	\$10.10	\$0.13
Resistance	\$10.33	\$0.11	\$10.38	\$0.20
20 Day MA	\$10.11	-\$0.08	\$10.14	-\$0.07
50 Day MA	\$10.39	-\$0.04	\$10.36	-\$0.02
100 Day MA	\$10.27	\$0.00	\$10.25	-\$0.01
4-Week High	\$10.36	-\$0.25	\$10.34	-\$0.28
4-Week Low	\$9.91	\$0.00	\$9.96	\$0.00
Technical Trend	Down	=	Down	=

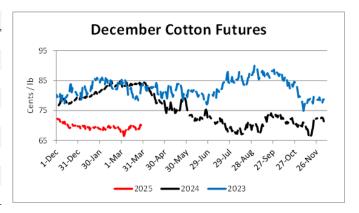


May/Jul and May/Nov future spreads were 14 and 6 cents. November 2025 soybean futures closed at \$10.29, up 22 cents since last Friday. Downside price protection could be achieved by purchasing a \$10.40 November 2025 Put Option which would cost 62 cents and set a \$9.78 futures floor. Nov/Dec 2025 soybean-to-corn price ratio was 2.33 at the end of the week.

Cotton

North Delta upland cotton spot price quotes for March 28 were 64.40 cents/lb (41-4-34) and 66.40 cents/lb (31-3-35). Adjusted World Price (AWP) decreased 0.97 cents to 53.66 cents. Cotton net weekly sales reported by exporters were net sales of 84,400 bales for the 2024/25 marketing year and 41,600 bales for the 2025/26 marketing year. Exports for the same period were up 12% compared to last week at 393,400 bales. Upland cotton export sales were 100% of the USDA estimated total annual exports for the 2024/25 marketing year (August 1 to July 31), compared to the previous 5-year average of 101%. May 2025 cotton futures closed at 66.9 cents, up 1.63 cents since last Friday. For the week, May 2025 cotton futures traded between 64.83 and 67.1 cents. July 2025 cotton futures closed at 68.1 cents, up 1.31 cents since last Friday.

Cotton	May 25	Change	Dec 25	Change
Price	66.90	1.63	70.09	1.43
Support	66.23	1.70	69.58	1.47
Resistance	67.43	0.12	70.54	0.23
20 Day MA	65.90	-0.19	68.93	0.17
50 Day MA	67.00	-0.29	69.03	0.01
100 Day MA	69.03	-0.39	69.98	-0.15
4-Week High	67.80	-0.39	70.43	0.00
4-Week Low	62.54	0.00	66.00	0.00
Technical Trend	Down	=	Up	+



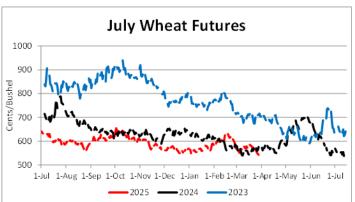
May/Jul and May/Dec cotton futures spreads were 1.2 cents and 3.19 cents. December 2025 cotton futures closed at 70.09 cents, up 1.43 cents since last Friday. Downside price protection could be obtained by purchasing a 71 cent December 2025 Put Option costing 5 cents establishing a 66-cent futures floor.

Wheat

Wheat net weekly sales reported by exporters were net sales of 3.7 million bushels for the 2024/25 marketing year and 0.4 million bushels for the 2025/26 marketing year. Exports for the same period were down 9% compared to last week at 15.8 million bushels. Wheat export sales were 93% of the USDA estimated total annual exports for the 2024/25 marketing year (June 1 to May 31), compared to the previous 5-year average of 101%. Wheat cash prices at elevators and barge points ranged from \$4.72 to \$4.99. May 2025 wheat futures closed at \$5.28, down 30 cents since last Friday. The May wheat-to-corn price ratio was 1.17. May 2025 wheat futures traded between \$5.17 and \$5.63 this week.

Crop Comments by Dr. Aaron Smith

Wheat	May 25	Change	Jul 25	Change
Price	\$5.28	-\$0.30	\$5.42	-\$0.32
Support	\$5.10	-\$0.38	\$5.25	-\$0.40
Resistance	\$5.41	-\$0.26	\$5.57	-\$0.26
20 Day MA	\$5.51	-\$0.10	\$5.67	-\$0.09
50 Day MA	\$5.69	-\$0.01	\$5.82	-\$0.01
100 Day MA	\$5.66	-\$0.04	\$5.77	-\$0.02
4-Week High	\$5.75	-\$0.29	\$5.91	-\$0.26
4-Week Low	\$5.17	-\$0.13	\$5.32	-\$0.12
Technical Trend	Down	-	Down	-



May/Jul and May/Sep future spreads were 14 and 31 cents. July cash contracts at elevators and barge points ranged from \$5.02 to \$5.58. July 2025 wheat futures closed at \$5.42, down 32 cents since last Friday. Downside price protection could be obtained by purchasing a \$5.45 July 2025 Put Option costing 33 cents establishing a \$5.12 futures floor. September 2025 wheat futures closed at \$5.59, down 32 cents since last Friday.

Additional Information:

Links for data presented:

U.S. Export Sales - https://apps.fas.usda.gov/export-sales/esrd1.html

USDA FAS: Weekly Export Performance Indicator - https://apps.fas.usda.gov/esrquery/esrpi.aspx

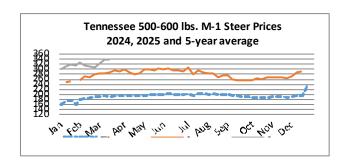
EIA: Weekly ethanol Plant Production - https://www.eia.gov/dnav/pet/pet_pnp wprode s1 w.htm

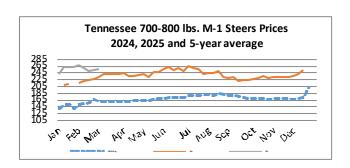
EIA: Weekly Supply Estimates - https://www.eia.gov/dnav/pet/pet_sum_sndw_a_EPOOXE_sae_mbbl_w.htm
Upland Cotton Reports - https://www.fsa.usda.gov/FSA/epasReports?area=home&subject=ecpa&topic=fta-uc
Tennessee Crop Progress - https://www.nass.usda.gov/FSA/epasReports?area=home&subject=ecpa&topic=fta-uc
Tennessee Crop Progress & Condition/

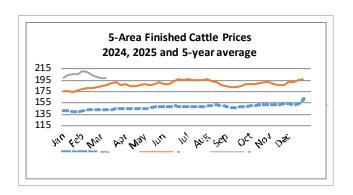
U.S. Crop Progress - http://usda.mannlib.cornell.edu/MannUsda/viewDocumentInfo.do?documentID=1048
USDA AMS: Market News - https://www.ams.usda.gov/market-news/search-market-news

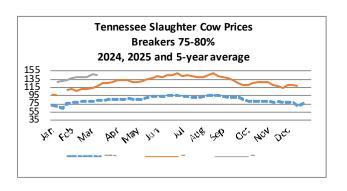
If you would like further information or clarification on topics discussed in the crop comments section or would like to be added to our free email list please contact me at aaron.smith@utk.edu.

Prices Paid to Farmers by Elevators Friday, March 21, 2025Thursday, March 27, 2025						
	Friday	Monday	Tuesday	Wednesday	Thursday	
_	Average	Average	Average	Average	Average	
No. 2 Yellow Soybeans			\$/bushel			
Northwest	9.77	9.75	9.69	9.69	9.87	
North Central	10.00	9.97	9.92	9.91	10.07	
West Central					10.27	
West	10.30	10.27	10.22	10.21	10.39	
Mississippi River	10.27	10.25	10.20	10.19	10.35	
Yellow Corn						
Northwest	4.71	4.71	4.64	4.58	4.56	
North Central	4.44	4.45	4.38	4.31	4.30	
West Central					4.75	
West	4.84	4.85	4.78	4.71	4.72	
Mississippi River	4.79	4.80	4.73	4.67	4.67	
Wheat						
North Central	5.08	4.98	4.93	4.85	4.82	
Mississippi River	5.03	4.93	4.88	4.80	4.77	
Cotton	\$/pound					
Memphis	62.77-64.77	62.92-64.92	62.64-64.64	63.18-65.18	64.57-66.57	









Futures Settlement Prices: Crops & Livestock

Corn: https://www.cmegroup.com/trading/agricultural/grain-and-oilseed/corn.html

Soybeans: https://www.cmegroup.com/trading/agricultural/grain-and-oilseed/soybean.html

 $\textbf{Wheat:} \ \underline{\textbf{https://www.cmegroup.com/trading/agricultural/grain-and-oilseed/wheat.html}$

Soybean Meal: https://www.cmegroup.com/trading/agricultural/grain-and-oilseed/soybean-meal.html

Cotton: https://www.theice.com/products/254/Cotton-No-2-Futures/data?marketId=5352193

Live Cattle: https://www.cmegroup.com/trading/agricultural/livestock/live-cattle.html

Feeder Cattle: https://www.cmegroup.com/trading/agricultural/livestock/feeder-cattle.html

Lean Hogs: https://www.cmegroup.com/trading/agricultural/livestock/lean-hogs.html

Class III Milk: https://www.cmegroup.com/trading/agricultural/dairy/class-iii-milk.html

		This Week		Last Week's	Year Ago
-	Low	High	Weighted Average	Weighted Average	Weighted Average
			\$/cwt		
Steers: Medium/Larg	e Frame #1-2				
300-400 lbs	380.00	432.50	403.98	395.93	347.05
400-500 lbs	332.50	429.00	375.30	370.16	322.06
500-600 lbs	280.00	379.00	344.28	336.70	289.48
600-700 lbs	257.50	337.50	305.05	302.32	264.01
700-800 lbs	245.00	290.00	272.66	265.33	237.71
Steers: Small Frame #	1-2				
300-400 lbs	315.00	365.00	345.79		285.22
400-500 lbs	225.00	360.00	292.27		278.75
500-600 lbs					229.50
600-700 lbs					
Steers: Medium/Larg	e Frame #3				
300-400 lbs	325.00	405.00	373.84	353.04	326.66
400-500 lbs	275.00	387.50	335.40	324.44	294.87
500-600 lbs	272.00	325.00	294.39	294.47	261.97
600-700 lbs	270.00	287.00	280.43	269.07	230.05
700-800 lbs				246.71	215.79
Holstein Steers					
300-400 lbs					
500-600 lbs	238.00	245.00	240.37		
700-800 lbs				171.89	
Slaughter Cows & Bul	ls				
Breakers 75-80%	130.00	154.00	141.49	139.84	124.08
Boners 80-85%	123.50	154.00	138.40	139.32	121.03
Lean 85-90%	108.00	135.00	119.92	119.13	105.92
Bulls YG 1	150.00	189.00	169.84	169.17	143.58
Heifers: Medium/Larg	ge Frame #1-2				
300-400 lbs	320.00	400.00	358.87	348.03	309.80
400-500 lbs	300.00	375.00	325.54	324.46	282.93
500-600 lbs	250.00	335.00	296.70	290.96	257.25
600-700 lbs	230.00	290.00	326.71	258.97	228.71
Heifers: Small Frame	#1-2				
300-400 lbs	235.00	327.50	286.94	276.92	250.90
400-500 lbs	220.00	290.00	259.66	254.71	261.65
500-600 lbs	230.00	282.50	253.96	260.58	
600-700 lbs	212.50	235.00	219.86		
Heifers: Medium/Larg	ge Frame #2-3				
300-400 lbs	275.00	370.00	325.68	311.94	288.03
400-500 lbs	252.50	324.00	296.96	289.43	258.90
500-600 lbs	227.00	295.00	268.02	264.60	240.39
600-700 lbs	202.50	272.00	236.89	237.92	214.68

Cattle Receipts

This week:9,220 Week ago:8,698 Year ago:9,834

Link to report: https://www.ams.usda.gov/mnreports/ams 2063.pdf

Graded Sales, Video Board Sales, Video Sales & Loads

Dickson Regional Livestock Center - Dickson, TN 3/24/25

79 Steers, 634lbs, M&L #1, Mixed Colors (28 Blk/BWF), 5 flesh, value added, \$324.00

76 Heifers, 671lbs, M&L #1, Mixed Colors (25 Blk/BWF), 5 flesh, value added, \$277.75

Knoxville Livestock Center - Knoxville, TN 3/25/25

1 load ML 1 preconditioned Steers, 848 lbs., medium flesh, mixed colors, \$279.00

East Tennessee Livestock Center - Sweetwater, TN 3/26/25

1 load out of 70 steers from BQA certified producer, Est weight 885 lbs, 95% L&M-1s and 5% L&M-2s; medium flesh, 100% BLK/BWF, \$274.00

East Tennessee Livestock Center - Sweetwater, TN

3/26/25

1 load ML 1 preconditioned Steers, 835 lbs., medium flesh, all black, \$280.60

1 load ML 1 preconditioned Steers, 867 lbs., medium flesh, all black/bwf, \$278.25

1 load ML 1 preconditioned Steers, 912 lbs., medium flesh, all black/bwf, \$268.50

Publications & Tools:

2025 Cow-Calf Budget D 31

2025 Stocker/Backgrounding Budget D 32

Field Crop Budgets for 2025 D 33

Tennessee Forage Budget Calculator Tool

Tennessee Forage Budget Calculator D 252-A

2025 Tennessee Baleage Budgets D 252-B

2025 Tennessee Hay Budgets D 252-C

2025 Tennessee Pasture Budgets D 252-D

Seasonal Prices for Tennessee Feeder Cattle and Cows D39

Basis Estimates for Feeder Cattle and Fed Cattle D34

Buy/Sell Margins Calculator

Graded Goat & Sheep Sales

Columbia Graded Sheep and Goat Sale-Columbia, TN

Weighted Average Report for 3/24/25

Total Receipts: 1,641 For complete report:

https://www.ams.usda.gov/mnreports/ams_2081.pdf

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USDA / Tennessee Department of Agriculture Market News Service https://www.tn.gov/agriculture/farms/news.html

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