

# Hay Report

5 September 2025

DELIVERING  
*for* DAIRY



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# Summary

## Driving Prices Up

- Nothing is driving prices up.

## Driving Prices Down

- Rainfall across southern Australia last week is expected to support spring growth, easing immediate pressure on fodder demand. If follow-up rain arrives, buyers may hold off longer.
- Some feedlots and corporate dairies have already secured hay at fixed prices for spring delivery, taking pressure off the open market and helping soften demand signals.
- Exporters are preparing to re-enter with new-season pricing. While some plants remain closed after the drought, demand for quality export hay through 2026 is strong.
- Many domestic buyers are waiting for fresh supply, not realising new-season hay may not hit sheds until mid to late October.
- Online listings mostly show carryover hay, and prices may not reflect true value, especially for quality grades.

## Local News

- **National weather summary and outlook**
  - A series of cold fronts and troughs delivered widespread rainfall to southern Australia last week, with 15–25mm of rain recorded across southern SA and southern NSW. Elevated parts of Victoria and Tasmania received over 100mm of rainfall.
  - August rainfall was near average across much of the country, but remained severely low, in the lowest 5–10% on record, across large areas of southern SA and western to central Victoria.
  - Looking ahead, the Bureau's spring outlook (September to November) shows a 60–80% chance of above-median rainfall across the eastern half of Australia. However, southern WA is likely to remain drier than usual.
  - These weather patterns could help drive spring growth and support later hay cuts in the eastern states, ensuring expected domestic hay demands are met if rainfall lands well. View and download the latest Weekly Agriculture, Climate and Water Update via The Bureau of Meteorology [HERE](#).
- **Red Fire Ant Invasion continues in QLD**
  - The Queensland Government is rolling out free fire ant treatment kits to 64,000 households across Logan, Ipswich, Redlands, Brisbane, and parts of the Gold Coast. Residents in active suppression zones can register shortly by visiting [fireants.org.au](https://fireants.org.au).
  - Keep updated with Queensland's [fire ant biosecurity zones](#) if you live or work near a fire ant zone or handle or transport materials that can carry fire ants.
- Buyers are encouraged to **feed test and view fodder** before purchase to ensure feed quality.

# Regional commentary

## Atherton Tablelands

- Rhodes grass continues to enter the market, with more listings online and prices easing again this week. Tested, prime-quality hay is now selling for \$280 to \$300 per tonne ex-farm, down \$160 from last week.
- Growers in the region are busy drying and baling in optimum dry and clear conditions, with sheds beginning to fill. Demand is slow, given the caution applied against record hay prices over winter. It is hoped that enquiries will continue to grow as buyers gain confidence that peak pricing is over for now.
- Prices have now returned to early July levels. On 11 July, hay was reported at \$550 per tonne, which was a 57 percent increase from \$350 per tonne on 4 July. That price jump seems to have now corrected itself.
- Significant change to pricing this week.
- Pasture (Rhodes Grass) hay: -160 (\$280 to \$400/t). Prices decrease this week.

Please note: Hay in the Atherton Tablelands is traditionally priced at \$/bale, so checking bale weights for conversion is important. The price range indicated is for feeds of varying quality. We recommend testing and viewing the feed before purchase to ensure its quality.

## Darling Downs

- Despite favourable soil moisture and promising crop potential, wet ground is holding things up. Growers report delays in paddock access, with both winter crop management and summer preparation running behind schedule.
- Despite this, the spring weather has arrived, and growers in the region have noticed the speed of crop growth in a short time, leading to a promising outlook for hay and silage production.
- Online listings remain quiet, with most hay yet to be cut, dried or baled. Until paddocks dry out enough to get machinery in, market movement will stay limited, and early supply will be tight.
- No change to pricing this week.
- Cereal hay: +/-0 (\$360 to \$540/t). Prices remain steady this week.
- Lucerne hay: +/-0 (\$530 to \$670/t). Prices remain steady this week.
- Straw: +/-0 (\$250 to \$300/t). Prices remain steady this week.
- Pasture hay: +/-0 (\$270 to \$330/t). Prices remain steady this week.

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## North Coast NSW

- Persistent, heavy rainfall has lifted soil moisture well above average. Some areas saw up to four times the usual August totals. While pasture growth is strong, wet paddocks are holding up cutting and baling, raising early concerns around hay quality and storage.
- As conditions stay damp, the start of the hay season is running late. New season listings are largely absent online, reflecting limited supply at this stage.
- Buyers are cautious but watching closely. While old-season hay is still available, local contractors expect demand to surge suddenly once buyers move, especially if supply remains tight. That could see short-term price increases as trade picks up.
- Some change to pricing this week.
- Cereal hay: -30 (\$300 to \$400/t). Prices decrease this week.
- Lucerne hay: +/-0 (\$380 to \$500/t). Prices remain steady this week.
- Straw: +/-0 (\$170 to \$270/t). Prices remain steady this week.
- Pasture hay: +/-0 (\$250 to \$310/t). Prices remain steady this week.

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## Central West NSW

- According to the BOM's Agriculture, Climate and Water Update, conditions across the region have picked up after recent rainfall. However, slow crop development means many growers are still a way off from cutting. If spring brings forecast rain, yields may recover, but for now, expect a delayed season. With crops 5–10 weeks behind in many parts, a slower hay supply could result in prices staying steady or rising in response to limited availability early on.
- In contrast, there is a significant amount of new season hay entering the local market, with online listings for lucerne ranging from \$480 per tonne for average quality up to \$600 per tonne for prime tested fodder. Awnead local wheaten hay is selling for between \$350–\$400 per tonne ex-farm, oaten hay for \$350–\$355/t and Sudan grass hay at \$270/t, indicating there are now many feed options for farmers in the region.
- After the sharp decline of cereal and pasture hay last week, prices this week have fallen only moderately.
- Some change to pricing this week.
- Cereal hay: -30 (\$440 to \$520/t). Prices decrease this week.
- Lucerne hay: +/-0 (\$500 to \$640/t). Prices remain steady this week.
- Straw: -20 (\$130 to \$210/t). Prices decrease this week.
- Pasture hay: -30 (\$360 to \$460/t). Prices decrease this week.

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## Bega Valley

- The Bega Valley has had a wet run through winter, so soil moisture is still above average. This bodes well for pasture growth, but if frequent rain continues, it could push back cutting windows and reduce dry-weather opportunities for baling. Quality will be one to watch this season, and if access and curing are affected, hay supply may be slower to build, which could keep prices steady or slightly firmer in the early part of the season.
- After the sharp decline of cereal and pasture hay last week, prices this week have fallen only moderately.
- Some change to pricing this week.
- Cereal hay: -30 (\$520 to \$640/t). Prices decrease this week.
- Lucerne hay: +/-0 (\$580 to \$720/t). Prices remain steady this week.
- Straw: -20 (\$250 to \$300/t). Prices decrease this week.
- Pasture hay: -30 (\$470 to \$590/t). Prices decrease this week.

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## Goulburn/Murray Valley

- Recent rain has improved growing conditions, but a dry autumn set crops back, and many pastures remain behind typical growth stages. With cutting likely to be staggered or delayed, there is a chance of short-term supply tightness as the season progresses, which may place some upward pressure on early hay prices.
- Limited hay has been entering the market in comparison to other hay-growing regions, but shedded oaten hay is selling for between \$400–\$450 per tonne online.
- After the sharp decline of cereal, lucerne and pasture hay last week, prices this week have fallen only moderately.
- Some change to pricing this week.
- Cereal hay: -30 (\$440 to \$560/t). Prices decrease this week.
- Lucerne hay: +/-0 (\$490 to \$650/t). Prices remain steady this week.
- Straw: -20 (\$100 to \$160/t). Prices decrease this week.
- Pasture hay: -30 (\$360 to \$540/t). Prices decrease this week.

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## Gippsland

- West Gippsland has come through a dry winter, with soil moisture still below average. Without consistent spring rain, early feed growth could stay slow, and hay production may be lighter this season.
- East Gippsland is seeing mild days up to 24°C over the weekend, with light rain likely most of next week across the entire east. Forecasts point to 1–10 mm rainfall across several days. This supports pasture growth but may slow paddock access and delay first cuts hitting the market.
- After the sharp decline of cereal, lucerne and pasture hay last week, prices this week have fallen only moderately.
- Some change to pricing this week.
- Cereal hay: -30 (\$470 to \$620). Prices decrease this week.
- Lucerne hay: +/-0 (\$570 to \$680/t). Prices remain steady this week.
- Straw: -20 (\$145 to \$205/t). Prices decrease this week.
- Pasture hay: -30 (\$410 to \$570/t). Prices decrease this week.

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## Southwest Victoria

- A dry start to the season followed by more recent rainfall has helped stabilise soil moisture, but growth is still 5–10 weeks behind in many paddocks. If favourable conditions continue, yields could lift slightly, but the late start means hay cutting may be delayed. A slow start to supply could keep early prices firm.
- After the sharp decline of cereal, lucerne and pasture hay last week, prices this week have fallen only moderately.
- Some change to pricing this week.
- Cereal hay: -30 (\$450 to \$610/t). Prices decrease this week.
- Lucerne hay: +/-0 (\$500 to \$660). Prices remain steady this week.
- Straw: -20 (\$120 to \$190/t). Prices decrease this week.
- Pasture hay: -30 (\$400 to \$510/t). Prices decrease this week.

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## Southeast South Australia

- Seasonal delays and a very dry early season have kept growth slow across the region. While some areas have caught up with recent rainfall, many paddocks are still tracking behind. Late cutting and reduced early supply could influence pricing unless the weather holds steady through to the end of the season.

- Lucerne hay has begun to appear for sale online. One listing for premium, tested hay is asking \$650 per tonne ex-farm, which is at the higher end of this week's pricing. This is a positive sign that supply is starting to build after severe deficits since April.
- After the sharp decline of cereal, lucerne and pasture hay last week, prices this week have fallen not at all or only moderately.
- Some change to pricing this week.
- Cereal hay: +/-0 (\$510 to \$660/t). Prices remain steady this week.
- Lucerne hay: +/-0 (\$525 to \$675/t). Prices remain steady this week.
- Straw: -20 (\$170 to \$240/t). Prices decrease this week.
- Pasture hay: +/-0 (\$480 to \$590/t). Prices remain steady this week.

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## **Southwest Western Australia**

- Seasonal conditions across the region are variable, which may affect hay supply and pricing. Waterlogging in coastal areas is limiting paddock access, while drier conditions in inland zones could impact yields if spring stays dry. Given the patchy season, supply may be slower to come online, and this could place early pressure on prices.
- Growers are reporting it is still too wet to cut, with helicopters being used to access sodden paddocks. Fertiliser is being applied in anticipation, and while crop potential looks good, there is no new-season hay on offer yet. With sheds depleted and most waiting on fresh cuts, buyer activity has eased for the first time in months.
- Oaten hay has begun to appear for sale online, with several listings asking \$290 per tonne ex-farm for 2024 season, good-quality, feed-tested round bales.
- No change to pricing this week.
- Cereal hay: +/-0 (\$230 to \$310/t). Prices remain steady this week.
- Lucerne hay: +/-0 (\$400 to \$500/t). Prices remain steady this week.
- Straw: +/-0 (\$130 to \$190/t). Prices remain steady this week.
- Pasture hay: +/-0 (\$300 to \$350/t). Prices remain steady this week.

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## **Central South Australia**

- After a rough start to the season, crop conditions have improved across the Mid North. Soil moisture is patchy, but overall recovery is evident. A warm spell is expected this weekend, with temps set to reach 27°C before dropping back to cooler highs around 13°C next week. Cutting is still around four weeks away.



- Hay movement remains slow, with most deliveries going into the horse market. Buyers are sitting tight for new season supply, but many may not realise product is not likely to hit sheds until mid-to-late October.
- A spike in online listings mostly reflects leftover or carryover hay from earlier in the year, not fresh-cut product. Prices listed may not reflect true value, especially for high-grade quality.
- On-farm, top-grade oaten and wheaten hay for horse use has eased from \$500/t + GST to around \$450/t incl. GST. However, growers say further drops are not practical, given the costs of machinery, fertiliser, and labour inputs.
- Shed insurance is becoming harder to obtain, with some insurers pulling back after several recent hay shed fires in the Mid North. This could mitigate production risk and, over time, influence prices and storage practices across the region.
- No change to pricing this week.
- Cereal hay: +/-0 (\$415 to \$545/t). Prices remain steady this week.
- Lucerne hay: +/-0 (\$425 to \$495/t). Prices remain steady this week.
- Straw: +/-0 (\$200 to \$280/t). Prices remain steady this week.

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## **Northwest Tasmania**

- Dry conditions persist across the northwest, and subsoil moisture levels are below typical for this time of year. If spring rain fails to pick up soon, pasture growth and fodder outlooks may remain under pressure.
- Online activity remains low, which points to hay still in the paddock. Cutting and baling is yet to get underway across much of the region. Until that process is complete and hay is available for sale, the market is expected to stay quiet.
- No change to pricing this week.
- Cereal hay: +/-0 (\$325 to \$415/t) Prices remain steady this week.
- Lucerne hay: +/-0 (\$460 to \$540/t) Prices remain steady this week.
- Straw: +/-0 (\$130 to \$190/t) Prices remain steady this week.
- Pasture hay: +/-0 (\$270 to \$330/t) Prices remain steady this week.

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