



5g tower on my property

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On average, wireless carriers entered into new lease with landowners at an average of \$1,050/mo. or \$12,600/year on a nationwide basis. There is a wide variation though in what landowners are offered. Generally, most offers are between \$500/mo. and \$1,500/mo. for new ground leases for telecommunication towers. The average lease rate for all ground leases in our database in 2022 is just under \$1,300/mo. It hasn't changed from 2021 but is up from 2018 when it was \$1,220/mo. These averages include rural, suburban, and urban towers including newly-built 5G towers.

Even in these metropolitan areas, there are pockets of variation- meaning that leases in Oakland generally average less than San Francisco proper. Below is a heat map showing which states in the United States have the highest cell tower lease rates (orange) and the lowest (blue) on average.

Lease rates also vary significantly depending upon the age of the lease. A tower built 20 years ago that started at \$1,000/mo and that has a 3% annual escalator now pays \$1,700/mo. Also, when a lease expires, the landowner can typically negotiate even higher lease rates than the average in the area because the tower owner has invested a lot of money into the tower.

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