RAY BROWNFIELD, ALC, AFM

Designated Managing Broker

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Peoples Company - Oswego
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Oswego, IL 60543



BIO

Ray L. Brownfield is the Designated Managing Broker in Oswego, Illinois, and brings over 50 years of professional agricultural property excellence to the agriculture interests of his clients.

Ray holds the designation of Accredited Land Consultant (ALC), which is a highly regarded designation within the land brokerage profession. As an ALC, Ray is afforded the opportunity to maximize the marketing potential of the sale of land through various advertising platforms, education, and networking.

Ray also holds the Accredited Farm Manager (AFM) designation, which is awarded by the American Society of Farm Managers and Rural Appraisers (ASFMRA) and is earned through years of experience, education, testing, and adherence to strict ASFMRA requirements for standards, ethics, and continuing education. As an Accredited Farm Manager, Ray manages over 2,100 acres of land in Illinois for a select clientele, who are absentee landowners.

Ray graduated in 1965 from Illinois State University with a Bachelor of Science in Education degree. Ray is a recipient of the Holbert Award, which is the highest award bestowed on an individual by the ISU Department of Agriculture. In 2010, Ray was inducted into Illinois State University's College of Applied Science and Technology's Hall of Fame. In February 2017, Ray received the Alumni Achievement Award from Illinois State University. Since graduating from ISU, Ray has been a Vice-President of First National Bank of Peoria; Vice-President of Continental Illinois National Bank & Trust Company; Vice-President of Northern Trust Bank; and President of Capital Agricultural Property Services, Inc., a nationwide agricultural real estate company.

Ray was president of the Illinois Society of Professional Farm Managers and Rural Appraisers, receiving their highest award, the Hall of Fame Award, in 2001. Ray is the past president of the American Society of Farm Managers and Rural Appraisers (2007). In October 2012, Ray received the ASFMRA's most prestigious award, the D. Howard Doane Award. In 2012, Ray served as President of the REALTORS® Land Institute (RLI) and currently serves as President of RLI's Government Affairs Committee and is the Past President of the RLI Illinois Chapter Board of Directors.

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Ray serves on the advisory board of the Chicago High School of Agricultural Sciences, holding an honorary FFA degree. Additionally, Ray served in the Illinois Army National Guard for 35 years, retiring as a Chief Warrant Officer, CW5. Ray and his wife, Patty, reside in Naperville, Illinois.

LICENSES

Illinois: 471.002495

AWARDS

RLI APEX Top Twenty National Producer Award for Sales, 2022, 2018, 2017
RLI APEX Producers Club Award, 2023, 2022, 2021, 2020, 2019, 2018, 2017
RLI National Land Broker of the Year, Ag Land Sales-Crops Award, 2018
RLI Largest National ALC-to-ALC Referral Award, 2018
RLI Largest ALC-to-ALC Transaction Award, 2017
RLI Land REALTOR® of America Award, 2016
RLI Illinois Chapter, Illinois Land Broker of the Year Award, 2019, 2013