

STEVE BRUERE

PRESIDENT

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BIO

Steve Bruere is a nationally recognized leader in agricultural real estate and serves as the President of Peoples Company, headquartered in Des Moines, Iowa. Throughout Steve's tenure, Peoples Company has rapidly transformed from a small-town real estate firm in central Iowa into a full-service agricultural land transaction firm serving the country's largest landowners, with a presence in all premier agricultural regions across the U.S.

Peoples Company's core businesses are enhanced by the Capital Markets division which capitalizes on the financialization of the farmland asset class. Under Steve's direction, the Capital Markets division specializes in structuring sophisticated farmland investment opportunities, connecting owners, operators, and investors in this thriving asset class.

Steve is a prominent voice in agriculture and is highly sought after by national media for his expertise. He has utilized his extensive farmland knowledge to advocate for the industry and to collaborate with other leaders in agriculture. Steve has built a reputation as a national leader in sustainable agriculture through his efforts in helping launch Leading Harvest, the first comprehensive sustainability standard for U.S. farmland. He also serves as a trustee for the Iowa Nature Conservancy and member of Governor Reynolds' Carbon Sequestration Task Force, and previously co-chaired Iowa's Water Future Task Force.

Seeking to connect diverse stakeholders in agriculture, Steve established the Land Investment Expo in 2008. The Expo is known by industry insiders as a 'must-attend', premier event that serves as a critical venue to set the tone for the industry each year. Participants are exposed to a range of professional perspectives as controversial industry topics are addressed and debated. Steve has developed a vast network and built numerous long-lasting relationships by securing five-star presenters and keynote speakers such as presidential historian Jon Meacham, Skybridge Capital founder Anthony Scaramucci, famed businesswoman Martha Stewart, entrepreneur Kevin O'Leary, pop icon and humorist Ben Stein, President Donald J. Trump, and business legend T. Boone Pickens.

Steve's enthusiasm for farmland began as a child on his family's farm in Warren County, Iowa. His love and insight for farmland recently inspired him to break ground on Middlebrook, Iowa's first Agrihood, with the goal of uniting agriculture and urban development. Steve and his family live near this neighborhood and remain involved with his family's farm, where they grow corn, soybeans, and organic produce under the Middlebrook Organics and Farmer Food brands.

EDUCATION

University of Northern Iowa, B.A. Marketing, 2003, Cedar Falls, Iowa

MEMBERSHIPS & AFFILIATIONS

- REALTORS® Land Institute
- Iowa Commercial Real Estate Association
- Iowa Association of REALTORS®
- National Association of REALTORS®
- National Auctioneers Association
- American Society of Farm Managers and Rural Appraisers

BOARDS

- Executive Committee Treasurer for the Farmland Capital Alliance
- Iowa Chapter of The Nature Conservancy Board of Trustees
- Chair of Iowa's Soil and Water Future Task Force
- Past President of the Iowa Chapter of the REALTORS® Land Institute
- Advisory Council for UNI Real Estate Program

AWARDS

- REALTORS® Land Institute National Broker of the Year in Cropland Sales Category, 2022
- REALTORS® Land Institute Broker of the Year in Auction Land Sales Category, 2019, 2020, 2021, 2022
- Iowa REALTORS® Land Institute Award for "Most Acres Sold," 2018, 2019, 2020, 2021, 2022
- National Auctioneers Association "Auction Marketing Campaign of the Year," 2018, 2019, 2020, 2022
- REALTORS® Land Institute APEX Top Twenty Producer Award, 2017, 2018, 2019, 2020, 2021, 2022
- UNI Heritage Honours Young Alumni Award, 2014
- REALTORS® Land Institute Land Broker of the Year, 2013

REFERENCES

Terry Lutz, President, McClure Engineering Co.; Chris Sackett, Attorney, Brown Winick Law Firm; Dave Brown, President, IPE 1031 Exchange; John Frandson, Director, Principal Global Investors; Bill Hanigan, Attorney, Davis Brown Law Firm

LICENSES

Arkansas: SA00080953
Colorado: IA.100095578
Georgia: 439185
Illinois: 475173929
Iowa: S43684000
Kansas: SP00242717
Minnesota: 40285814
Mississippi: S-52145
Missouri: 2011022778
Nebraska: 20170640
North Dakota: 10165
Oregon: 201232246
South Dakota: 17886
Washington: 130577