



November 20, 2025

Dr. Brian Waterman, Superintendent
Lyons Township High School District #204
North Campus | 100 South Brainard Avenue, La Grange, IL 60525
South Campus | 4900 Willow Springs Road, Western Springs, IL 60558

RE: RFP – Real Estate Consulting Services (Willow Springs Property)

Dear Dr. Waterman:

DarwinPW Realty and RE/MAX in the Village are honored to present this proposal for real estate valuation and marketing consulting services designed to unlock the full potential of the District's ±71-acre surplus Willow Springs property. Our firms combine deep expertise in property valuation and strategic marketing to deliver results that exceed expectations.

With extensive experience in the Chicagoland market, we have consistently driven record-setting outcomes for clients by leveraging our market intelligence and extensive buyer network. This allows us to position your property as a premier opportunity, communicate its unique advantages, and attract qualified buyers ready to compete. Our proven approach ensures a streamlined process that maximizes value and minimizes risk.

This sale represents a once-in-a-generation opportunity to generate transformative revenue for High School District #204. We are committed to guiding the District every step of the way to achieve the highest possible return while honoring community priorities. We welcome the chance to partner with you on this critical initiative. Please reach out with any questions—we are ready to begin.

Sincerely,

A handwritten signature in black ink, appearing to read "Laura Perlman".

Laura Perlman
Broker
DarwinPW Realty

A handwritten signature in black ink, appearing to read "Erika Villegas".

Erika Villegas
Partner/ Designated Managing Broker
RE/MAX in the Village



ABOUT US

Laura Perlman, DarwinPW Realty

Laura started in commercial real estate with PW Commercial Real Estate in 2018, before joining DarwinPW Realty/CORFAC International in June 2022. Mainly focusing on her Industrial clients, Laura considers herself a Generalist in Commercial Real Estate, as her networks and past experiences draw her to several different assets. Prior to earning her Illinois Real Estate Brokers License in 2018, Laura worked in various Sales, Business Development, Marketing, and Operations roles mainly with companies in their initial start-up or expansion phases.

From 2000 to 2011, Laura was deeply rooted within the Residential Real Estate Community as the Sales Associate for Home Warranty of America and serving as an Affiliate Director with several local REALTOR Associations. Her interest in Commercial/Industrial Real Estate grew in 2011, when she had the opportunity to work for Cinespace Chicago Film Studios, where 1.5 million square feet of the former Ryerson Steel Plant on Chicago's Southwest Side was transformed into television and film studios, bringing a thriving industry back into a community that was once the heartbeat of Chicago steel. In 2014, Lagunitas Brewing Company opened its doors in one of the four main warehouses on the Cinespace property and Laura joined Lagunitas as the On-Site Events Coordinator working with the local and national nonprofit community, managing event staff and multiple spaces. Working within a 250,000 square foot, state-of-the-art production facility expanded Laura's interest even deeper for the desire to assist companies in finding the right facility that can help them grow and thrive.

Born and raised in the Northwest Suburbs of Chicago, Laura currently resides in the West Loop and her love for Chicago, especially its history told through architecture and industry, has kept her a life-long Chicagoan.

Erika Villegas, RE/MAX in the Village

Erika Villegas is a distinguished real estate professional and a Partner and Designated Managing Broker at RE/MAX In the Village, Oak Park, Illinois. Born and raised on Chicago's Southwest Side, Erika spent part of her youth in Mexico, where she became fluent in Spanish—an asset that has enabled her to serve a broad and diverse clientele throughout Chicagoland. With a proven record of success spanning over 20 years and sales of over 300 million in real estate, Erika has established herself as one of the top Realtors in the region. Her bilingual business platform enables her to assist others in achieving their real estate goals. She takes great pride in helping first-time buyers purchase their first homes, as well as seasoned investors buy their 50th building. On the commercial side, she enjoys assisting business owners in opening their first business or helping them acquire an industrial warehouse.

Erika is consistently recognized as a Top Producer by the Chicago Association of Realtors and has been named among the Top 250 Latino Real Estate Agents in the U.S. by the National Association of Hispanic Real Estate Professionals (NAHREP) every year since 2013. A dedicated leader within the real estate community, Erika most recently served as President of the Chicago Association of Realtors, where she has contributed her expertise across numerous committees and initiatives. Her outstanding service and leadership have earned her multiple awards and honors within the industry.

Beyond her professional achievements, Erika is a passionate advocate for the unhoused immigrant community in Chicago, dedicating her time and resources to advancing housing accessibility and equity.

Erika's insights and accomplishments have been featured in The New York Times, The Wall Street Journal, Chicago Tribune, RISMedia, and Chicago Agent Magazine, among other local and national publications.

Project Approach

Combining our specialties in residential and commercial/industrial real estate, our team approach proposes a disciplined, compliance-first, value-maximizing strategy. By pairing our deep expertise in commercial/industrial and residential land disposition, we will deliver the most comprehensive highest-and-best-use analysis ever performed on an Illinois school district surplus site — driving competitive tension between two historically separate buyer universes and producing a bid outcome that is demonstrably superior to any single-broker or single-discipline approach. Our superior market insight gives us a competitive advantage over other team/firms. Years of brokerage experience and daily contact with the region's business leaders enable us to spot important trends, interpret them correctly, and provide our clients with informed and responsible real estate decisions. We approach each project with a unique eye. No two real estate transactions are alike, which is why we provide our clients with analysis and insight: therefore, creating value.

Our team understands the District's goal to successfully sell the ±71-acre parcel while maximizing value and adhering to all regulatory requirements. We propose a comprehensive approach that includes independent valuation, strategic marketing, and advisory support throughout the entire marketing and sales process.

Fee Structure

Total Consulting Investment Fee: \$3,000,000

Payment Schedule:

- 1) 3% (\$90,000) – Upon contract execution
- 2) 3% (\$90,000) – Upon Board approval of marketing plan
- 3) 3% (\$90,000) – Upon Board approval of purchase agreement
- 4) Balance due upon successful sale/closing.

Termination: 30-day written notice; pro-rata payment for completed phases

If the purchaser of this property is secured directly through our team, and the purchaser agrees to pay a commission, we will donate back the final payment, equal in the amount of \$2,730,000 of the consulting fee to the District to be used towards capital improvements and financial literacy programming for students.

References available upon request to authorized district personnel only due to Client Confidentiality