

PROPOSAL FOR REAL ESTATE CONSULTING SERVICES

Willow Springs District-Owned Property

7900 S. WILLOW SPRINGS ROAD // WILLOW SPRINGS, IL

Prepared November 2025 for: Lyons Township High School District 204 Board of Education



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About Baum Realty

Our brokers have in excess of 250 years of collective experience in the retail brokerage business.

Company Overview

Chicago-based Baum Realty Group, LLC (Baum Realty) is a nationally regarded commercial real estate brokerage firm with more than 30 years of experience. We provide comprehensive real estate services across all asset classes, including tenant representation, landlord representation, investment sales, corporate services, site selection, online auction sales, and special asset services. Our full-service platform ensures that every transaction receives the attention it deserves to drive long-term success.

Known for our collaborative, entrepreneurial approach, Baum Realty serves a diverse clientele of institutions, family offices, real estate investors, developers, and national, regional, and local tenants. We work closely with clients to understand their goals and deliver tailored real estate strategies that create value and support long-term growth.

Our team brings together deep market knowledge, strategic insight, and advanced technology to support thoughtful decision-making at every stage. We're committed to delivering reliable, data-driven guidance and continuously improving how we work to complete transactions faster, smarter, and with optimal results.

STRUCTURE

Baum Realty Group is an Illinois limited liability company.

IL REAL ESTATE LICENSE

481.0108014

CORE SERVICES

- + Retail Leasing
- + Corporate Services
- + Lease Negotiation
- + New Market Rollout
- + Investment Sales
- + Urban Industrial Sales & leasing
- + Office / Flex Sales & Leasing
- + Performing & Non Performing
- + Loan Sales
- + Broker Opinions of Value

SPECIAL SERVICES

- + Property Management *(Baum Asset Mgmt.)*
- + Site Plan Review
- + Due Diligence
- + Portfolio Review
- + Development *(Baum Revision)*
- + Site Assemblage
- + Consulting

Investment Sales Services

Baum Realty provides comprehensive real estate services specifically tailored to the investment sales market. Our expert real estate professionals are committed to meeting the needs of investors and property owners. We work hard to develop trusting, transparent, and continued relationships with investors, owners and occupants and have surpassed other commercial real estate companies in service and trust, simply by having a firm grasp of the local market and a thorough understanding of our clients' business challenges.

Sales & Acquisitions

Baum Realty helps property owners and sellers achieve and surpass their business goals through our understanding of capital markets and real estate. We provide insight and advise on all stages of the sales and acquisition process, from site comparison & selection to deal negotiations & due diligence to closing the deal. We leverage personal energy coupled with best-in-class marketing technology for unsurpassed results. Baum Realty has the industry knowledge and the experience to bringing the highest value proposition to our clients.

Land Sales

Our brokers possess an exceptional understanding of the complex factors that influence land brokerage transactions and have the experience and contacts to get the deal done right. Baum Realty helps clients buy, sell or lease un-entitled raw land for future development, immediately break ground on fully entitled land, and can assist in site selection or land bank for speculative purposes.

Adaptive Reuse

We specialize in adaptive reuse within light industrial corridors and planned manufacturing districts throughout Chicagoland. We represent owners and developers seeking properties in manufacturing, industrial or PMD-zoned areas, underutilized land sites, and industrial properties that can be converted for office, residential or other commercial use. Our track record in this space is simply at the top of the class.

Sale-Leaseback

For high net worth individuals and institutional investors looking to make investments in the corporate real estate of credit worthy businesses, or corporations looking to reduce balance sheet liabilities while receiving favorable financing, sale-leaseback may be an excellent opportunity. Our team can assist investors in finding opportunities that meet their credit and investment criteria and can also assist commercial real estate owners in finding a long-term capital partner fluent in the sale-leaseback process.

Property Valuations

In an age of shifting value and subjective opinions, Baum Realty strives to produce valuations that are tested by reflective market results. Our unchanging objective is to create maximum value for our clients. Baum Realty utilizes analytical data and market insights to deliver swift, objective property valuations that are designed to produce results that allow clients to act decisively and profitably.

Project Approach

Baum Realty’s approach to this engagement directly aligns with the three core service categories identified in the District’s Request for Proposal: Valuation and Analysis, Marketing Plan, and Advisory Services.

All work will be completed with full transparency and in accordance with the Illinois School Code (105 ILCS 5/5-22).

Valuation and Analysis

Baum Realty will deliver an independent market assessment of the approximately 71 acre Willow Springs Property located at 7900 S. Willow Springs Road.

MARKET VALUE REVIEW

We will review the May 10 2022 Appraisal Associates valuation of \$68 million, which assumed successful rezoning from NWSRC-PD to L-1 Light Industrial. Our analysis will update comparable land sales and industrial market trends to determine whether that valuation remains supportable under current 2025-2026 market conditions.

HIGHEST AND BEST USE ASSESSMENT

The highest and best use of the property is projected to be light industrial / manufacturing. This conclusion will be validated through an analysis of regional absorption rates for industrial land and square footage leased within the submarket.

Our assumptions are grounded in market fundamentals and supported by the area’s land constraints, which limit opportunities for large-scale industrial development. Additionally, the lack of recent supply further reinforces the viability of this use. The site also has excellent Interstate access to two major interstates which only makes this a more viable and valuable for light industrial users.

OPTIMIZING SALE PROCEEDS

Baum Realty will develop a value model based on the property being re-zoned to L-1 (Light Industrial). This analysis will establish a well-supported recommended minimum sale price by balancing current local and regional market conditions with comparable properties and transactions completed within the past 24 months.

RISK & SENSITIVITY ANALYSIS

Market Risk:

Benchmark Willow Springs land values against active industrial and mixed-use parcels in the I-55 corridor, Cicero, McCook, and Forest View.

Community Context:

Consider neighborhood compatibility and potential political impacts on transaction timing.

Consideration should be given to potential infrastructure enhancements and the availability of village subsidies to support these improvements. This may include stormwater retention systems, water and sewer connections, and the impact on existing municipal capacity if on-site drainage is not self-contained.

Marketing Plan

Baum Realty will develop and implement a professional marketing plan to generate qualified interest among developers and investors while maintaining the transparency expected in a public-sector process. The plan will target regional and national development firms with demonstrated experience in large-scale land acquisition, industrial development, and master planning.

We will prepare a concise set of professional marketing materials, including a property summary, aerial maps, zoning context, and supporting demographic information. Upon approval by the District, these materials will be distributed through controlled channels such as LoopNet, CoStar, Crexi and Baum Realty’s proprietary database. Where appropriate, we may recommend supplemental visual materials such as aerial drone photography or conceptual site plans to better communicate the property’s potential to qualified buyers.

Throughout the marketing period, Baum Realty will maintain a detailed log of inquiries, interest levels, and communications. Periodic progress reports will be provided to the District, summarizing outreach activity and feedback from the development community. Our goal will be to ensure a fair and competitive process that attracts serious proposals while maintaining the integrity and compliance standards required of public entities.

MARKETING PROCESS OVERVIEW

TARGET MARKET IDENTIFICATION

- ▶ Focus on institutional and private developers with experience acquiring large industrial or redevelopment tracts in the Chicago Metropolitan Area.

MARKETING MATERIALS & CHANNELS

- ▶ Preparation of professional materials: property summary, aerial maps, demographic data, zoning context, and conceptual renderings (with District approval).
- ▶ Controlled digital distribution through third party listing services (LoopNet/CoStar/Crexi), the Baum Realty website, and direct outreach to proprietary investor lists.
- ▶ Optional coordination with public-relations outlets to highlight the process & maintain openness with community stakeholders.

OUTREACH AND BID SUPPORT

- ▶ Coordinate with District staff to ensure all inquiries and proposals comply with Illinois School Code bid requirements.
- ▶ Encourage competitive offers through pre-screened invitations and clear submission instructions.
- ▶ Track and report buyer activity, questions, and expressions of interest.

REPORTING AND COMPLIANCE

- ▶ All marketing and communications will be documented for transparency. Progress reports summarizing outreach metrics and market feedback will be delivered on a mutually agreed schedule.

Advisory Services

Baum Realty will act as the District's professional advisor throughout all stages of the disposition process. We will collaborate with the Board and its legal counsel to ensure that each step, from bid solicitation to evaluation and selection, adheres to statutory requirements and aligns with the District's objectives.

Our advisory role will include preparing documentation templates, assisting with the review of offers, and advising on communications with potential purchasers. Baum Realty will attend meetings with the Superintendent, District administration, and Board of Education as requested. We will remain available through negotiations and closing to provide ongoing guidance, ensuring that the transaction proceeds smoothly and with full accountability to the Board.



Team Qualifications

Together, the project team offers over fifty years of combined real estate experience, blending market intelligence with the practical understanding of how to structure and manage transactions involving public-sector ownership and oversight.



Michael Meksto
Managing Director / Broker

Michael joined Baum Realty in 2019 as a Managing Director, bringing decades of experience across corporate operations, development, land acquisition, project leasing, dispositions, and tenant representation. Before Baum Realty, he founded The Meksto Group, a brokerage, consulting, and development firm, and also consulted for Megalytics, Inc., supporting institutional investors and national CRE firms with advanced analytics for location strategy, valuations, and partnerships.

Previously, Michael served as Senior Vice President / Managing Director of Retail at NAI Hiffman, where he led the Retail Brokerage Team and oversaw shopping center leasing, tenant representation, and land acquisitions across Wisconsin, Illinois, and Northwest Indiana. His earlier roles include Vice President of Development at Dalan/Jupiter Development, where he was responsible for land acquisition, leasing, sales, and contract negotiations for more than 1 million square feet of shopping center

development along the Randall Road corridor, and Vice President at Tanguay/Burke/Stratton, leading site selection for Home Depot and Target and coordinating the sale of excess Target properties throughout Chicagoland.

Michael began his commercial real estate career at CB Commercial, where he became a regionally ranked Top Ten retail producer focused on leasing, land sales, and tenant representation. He is a member of ICSC, a former Chairman of the NAI Global Retail Executive Committee, and was an Illinois Retail Broker of the Year finalist in 2013.

He holds a Bachelor of Science from Utah State University, where he is an active member of the Alumni Association, Life Loyal Sig/Sigma Chi Fraternity, and a Football Letterman.



Chuck Whitlock
Senior Vice President / Broker

Charles Whitlock is a Senior Vice President at Baum Realty specializing in the sale and leasing of office, retail, and industrial property in the West Loop, River West, Wicker Park, River North, Goose Island, Lincoln Park, Andersonville, Roscoe Village, Downtown Chicago, the Greater Chicago market, as well as the Denver Metro.

Charles has a comprehensive real estate background, including experience in land use, zoning, financial modeling and real estate development. He has worked on complex projects involving regional lifestyle centers, transit oriented developments, retail pad sites, landlord representation and tenant representation.

A licensed real estate broker in Colorado and Illinois, Charles earned his Bachelor's degree from the University of Denver. He attended the University of Economics in Prague, Czech Republic. He is actively involved with the Chicago Association of Realtors (CAR), and the University of Denver Alumni Organization.

References

PATRICK FORD

Director of Real Estate Development
Primrose Schools
312.307.7371

ROBERT MORAN

CEO / Principal
First Logistics Management Services
708.906.2043

TIM ROSSI

Director of Real Estate Development
Guggenheim Partners LLC
314.602.1089

Client List*

* Current & past clients. Not a complete list.

Notable Transactions

LAND SALES / FLEX-INDUSTRIAL SALES*



1641-1651 W. DIVERSEY AVENUE - CHICAGO, IL

Asking Price: UNDER CONTRACT



W139 N 9499 HWY-145 - MENOMONEE FALLS, WI

Sold Price: \$6,130,000



3820-3906 N. SPAULDING AVENUE - CHICAGO, IL

Sold Price: \$6,000,000



1214-1230 W. JACKSON BOULEVARD - CHICAGO, IL

Sold Price: \$5,435,000



4641 N ASHLAND AVENUE - CHICAGO, IL

Sold Price: \$5,150,000



847 N. LARRABEE STREET - CHICAGO, IL

Sold Price: \$4,200,000



1901-1915 N. ELSTON AVENUE - CHICAGO, IL

Sold Price: \$3,660,000



1400 - 1406 W. CHICAGO AVENUE - CHICAGO, IL

Sold Price: \$3,350,000



1101-113 WAUKEGAN ROAD - NORTHBROOK, IL

Sold Price: \$2,900,000



1344 S. MICHIGAN AVENUE - CHICAGO, IL

Sold Price: \$2,850,000



1421 W. FULLERTON AVENUE - ADDISON, IL

Sold Price: \$2,350,000



1311-1319 N. LARRABEE STREET - CHICAGO, IL

Sold Price: \$2,100,000

* Not a complete list.

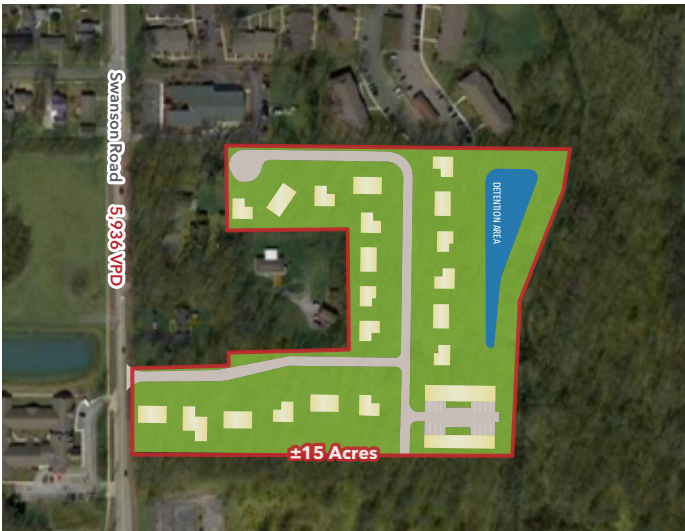
On-Market Listings

RELEVANT ACTIVE ASSIGNMENTS



JENNY'S LANDING - PORTAGE, IN

Size: 26 Acres



3435 SWANSON ROAD - PORTAGE, IN

Size: 15 Acres



24321 W. BLACK ROAD - SHOREWOOD, IL

Size: 9.32 Acres



2925 IL-26 SOUTH - FREEPORT, IL

Size: 2.034 Acres

Fee Proposal

Baum Realty proposes a consulting-only compensation structure, in full compliance with the District’s RFP. No commission on the sale of the property will be charged. Fees will be structured in three distinct phases, with final amounts to be determined upon agreement with the District.

Description of Services & Deliverables		Fee Structure	Rate
1	Valuation & Market Analysis <i>Written valuation memorandum and recommended minimum price</i>	Flat Fee	\$60,000
2	Marketing Implementation <i>Marketing plan, materials, and outreach execution</i>	Flat Fee	\$60,000
3	Advisory & Disposition Support <i>Meeting participation, offer evaluation, and ongoing consultation</i>	Flat Fee	\$60,000
4	Closing Support & Disposition	Flat Fee	\$60,000

All marketing expenditures will be pre-approved in writing and reimbursed at cost upon submission of supporting documentation.



Conclusion

Thank you for the opportunity to present this proposal to Lyons Township High School District 204. The Willow Springs Property represents a significant asset, and we recognize the importance of ensuring that its evaluation and potential sale are approached with diligence, transparency, and care.

Our proposed engagement will provide the District with a clear, data-driven understanding of the property's market position, a strategic and compliant marketing process, and advisory support throughout the transaction. With decades of combined experience in valuation, marketing, and public-sector consultation, Baum Realty is confident in its ability to guide the District toward an informed, successful outcome.

Respectfully submitted,

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Appendix

SPECULATIVE MARKETING FLYER

7900 S. Willow Springs Road

WILLOW SPRINGS, IL 60480

For Sale

LAND



- ▶ 75 acres available for sale
- ▶ Once in a generation opportunity to develop one of the last large parcels in the western & southwestern suburbs
- ▶ Built in labor force with 2,127,000 working adults within 15 miles of the property and a total population of just over 3,000,000
- ▶ Existing traffic light signalization at the intersection of Willow Springs Road & 79th Street
- ▶ Only 6 miles to Midway Airport and 15 miles to downtown Chicago
- ▶ Targeting light industrial and manufacturing users and job creators

DEMOGRAPHIC SUMMARY

	5 Mi	10 Mi	15 Mi
Estimated Population	175,147	1,060,573	3,000,351
Adj. Daytime Population	177,125	1,046,335	2,804,309
Estimated Households	68,482	399,104	1,141,387
Estimated Average Household Income	\$160,527	\$130,849	\$114,887

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7900 S. Willow Springs Road
Willow Springs, IL

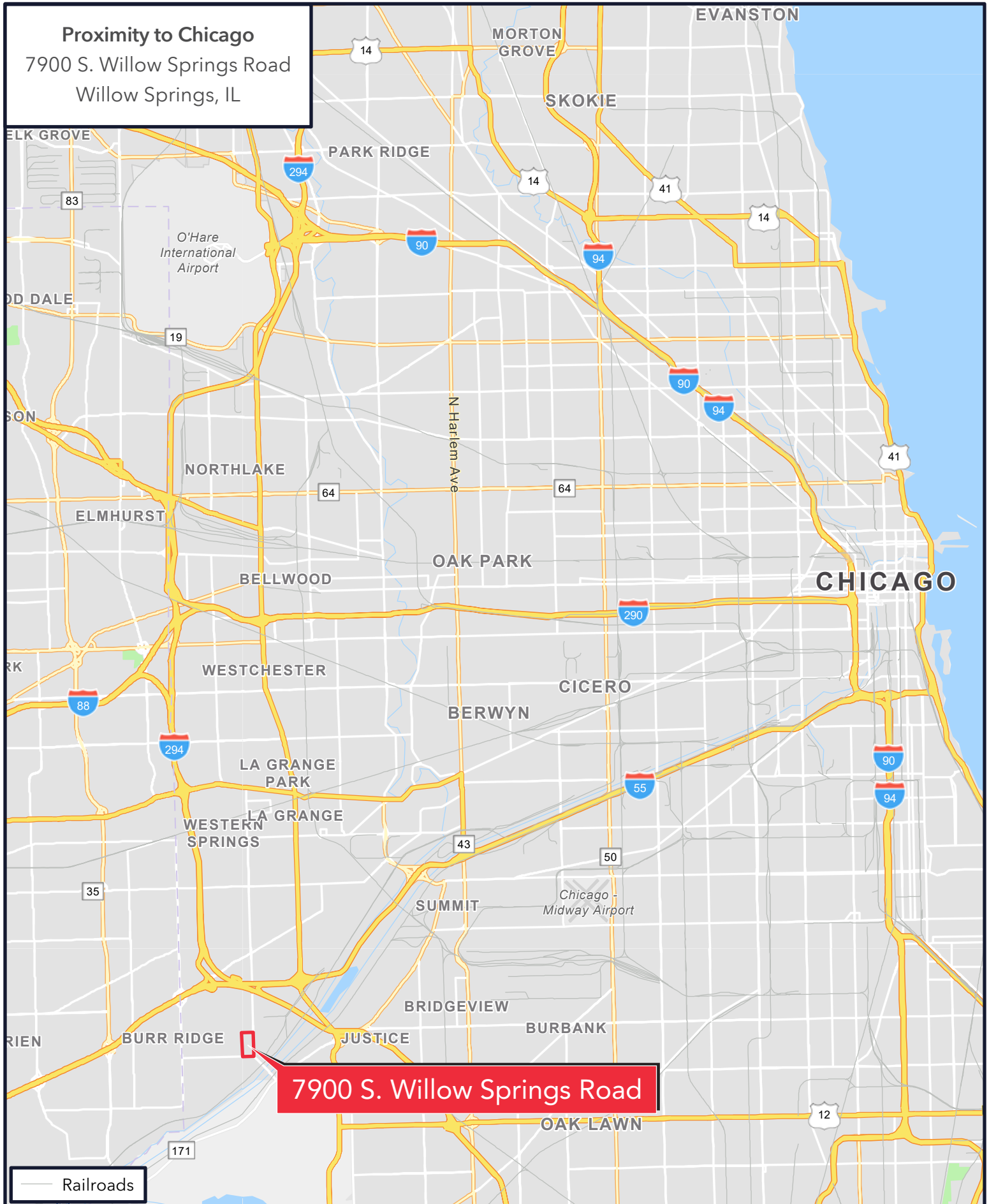
7900 S. Willow Springs Road

Map Details:

- Intersections and VPD:**
 - County Line Rd / 79th St: 12,100 VPD
 - Wolf Rd / 79th St: 9,850 VPD
 - Willow Springs Rd / 79th St: 6,300 VPD
 - Willow Springs Rd / 83rd St: 6,750 VPD
 - Willow Springs Rd / Joliet Rd: 14,700 VPD
 - Willow Springs Rd / Archer Ave: 11,000 VPD
 - Archer Ave / La Grange Rd: 28,200 VPD
 - La Grange Rd / 95th St: 8,350 VPD
 - Archer Ave / 95th St: 24,600 VPD
 - Archer Ave / I-45: 140,800 VPD
 - I-45 / I-294: 140,000 VPD
 - I-294 / I-55: 7,800 VPD
 - I-55 / Joliet Rd: 10,250 VPD
 - Joliet Rd / Plainfield Rd: 9,150 VPD
 - Plainfield Rd / I-55: 9,650 VPD
 - Plainfield Rd / I-55: 16,400 VPD
 - Archer Ave / I-55: 7,350 VPD
 - Archer Ave / I-55: 5,800 VPD
 - Archer Ave / I-55: 27,200 VPD
- Key Landmarks and Businesses:**
 - Hotels:** Marriott, SpringHill Suites, Hampton Inn, Crowne Plaza, Busey.
 - Retail:** Walmart, Sam's Club, Menards, Kohler's, Target, Aldi, Five Below, Dollar Tree, PetSmart, Home Depot, Floor Decor.
 - Food & Beverage:** Starbucks, Edie's Bar, Kohler's, Tony's Finer Foods, Rosatti's, Best Western, Holiday Inn.
 - Education:** Acacia Academy (100 Students).
 - Other:** Brookhaven Market, LensCrafters, AT&T, LifeTime Fitness, La Fitness, Ford, Mazda, Subaru, Volkswagen, Mitsubishi.
- Infrastructure:** I-55, I-294, I-45, Joliet Rd, Plainfield Rd, Archer Ave, La Grange Rd, County Line Rd, Wolf Rd, Willow Springs Rd, 79th St, 83rd St, 91st St, 95th St.

Proximity to Chicago

7900 S. Willow Springs Road
Willow Springs, IL





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