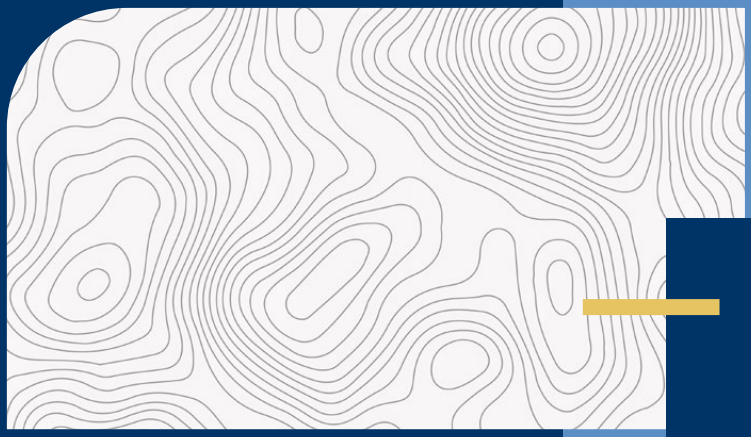
NAI Hiffman

WE MAKE LIVES EASIER.

Request for Proposal

RESPONSE



LAND SITE

2025

Prepared for:

Lyons Township
High School District #204

REAL ESTATE
CONSULTING SERVICES

Your best real estate solution provider.

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NAI Hiffman has the experience, the market knowledge and personnel to achieve your organization's goals. No team is better equipped or prepared to address the requirements of your project. A partnership with NAI Hiffman is a guarantee of premium service with market-best results. Give us the opportunity to solve your challenges, and you will not be disappointed.

REALIZING POTENTIAL

Delivering Results

As long-standing, trusted advisors of one of the leading brokerage firms in the region, we are honored to submit our comprehensive response to your Request for Proposal for Real Estate Consulting Services for the marketing and valuation of the District-Owned Willow Springs property. **We recognize that School District 204 requires a trusted partner who can provide more than just transactional expertise; you require strategic counsel that aligns real estate decisions with the long-term educational and financial health of the District.**

Our team's proven track record serving public entities and our deep, localized knowledge of the West Suburban market uniquely qualify us to deliver unparalleled value. We pride ourselves on approaching every engagement not merely as a transaction, but as a commitment to optimizing your property portfolio, maximizing returns, and ensuring compliance and transparency throughout the process.

Crucially, **as long-time residents of Western Springs, our connection to District 204 goes beyond professional duty**. We have a vested, personal interest in seeing the best development and sustained financial health of the community we call home, ensuring every decision supports the highest quality of life and education for future generations.

We are ready to deploy our full resources to secure the best outcomes for the students and taxpayers of School District 204. We look forward to the opportunity to discuss how our strategic, client-first approach can best serve your needs.

Regards,

Chris Gary

Executive Vice President
Brokerage Services

630 693 0694
cgary@hiffman.com

Jim Adler

Executive Vice President
Brokerage Services

630 691 0605
jadler@hiffman.com

WE MAKE LIVES EASIER

WE MAKE LIVES EASIER.

About NAI Hiffman



NAI Hiffman is a full-service, privately owned commercial real estate brokerage, management and advisory services company, headquartered in Oakbrook Terrace, Illinois with additional offices across the country to serve our clients. NAI Hiffman is our Chicago-based brokerage operation, while Hiffman National is our comprehensive management and advisory services platform serving markets across the country. Hiffman is the Chicago representative of NAI Global, a robust real estate services platform with more than 220 member firms worldwide.

NAI Hiffman was founded by Dennis Hiffman along with ten partners in 1999. Ownership today is shared among 34 shareholders, all of whom are active producers contributing to the firm's value and revenue. Hiffman employs over 260 management and brokerage professionals, and manages and leases in excess of 650 assets in the Chicagoland area including retail, office, medical office and industrial properties.

A key factor of our success is that we are privately owned, we carry no debt, and we are profitable.

Our corporate office accommodates the entire spectrum of our business, including ownership, leadership, management, advisory, accounting, leasing, research, and marketing teams. This streamlined approach promotes a cohesive team dynamic, and we take pride in our ability to operate seamlessly as a united team. NAI Hiffman delivers premium service and ensures peace of mind for our clients.

As a nationally recognized and awarded Top Workplace, we offer tremendous stability to our clients, with our leadership and management teams facing little to no turnover. Our leadership team has been internally developed to ensure a stable and continuous presence. It is operated by a dedicated team based in our suburban Chicago office, with many members having a decade or more tenure with the firm.

OUR LEADERSHIP TEAM



JOHN HEIBERGER
President/Chief Executive Officer



MICHAEL FLYNN
Chief Operating Officer



CARRIE SZARZYNSKI
Executive Managing Director
Head of Management Services

4 REGIONAL HUBS WITH ASSIGNMENTS IN 27 STATES

FOUNDED IN 1981; ESTABLISHED AS NAI HIFFMAN IN 2000

350+ HIFFMAN PROFESSIONALS

REPRESENTING 982 LEASED & MANAGED BUILDINGS TOTALING 137.4 MILLION SF

Our Services

INDUSTRIAL BROKERAGE
OFFICE BROKERAGE
RETAIL BROKERAGE
CAPITAL MARKETS
PROPERTY MANAGEMENT
FACILITIES MANAGEMENT
PROPERTY ACCOUNTING
LENDER SERVICES
MARKETING & RESEARCH
LEASE ADMINISTRATION
INFORMATION TECHNOLOGY
PROJECT SERVICES



PAUL GRUSECKI
Managing Director
Head of Advisory Services



SARAH CANNELLA
Managing Director
Head of Strategy & Development



GAIL VERMEJAN
Managing Director
Head of Operations

LOCAL TEAM. MARKET EXPERTS.

Team Introduction

Having the right people on the team is key to helping you achieve the goals for your portfolio and your company. We have brought together a dedicated team of brokerage experts who are the best in the business in order to provide you with every possible advantage when it comes to executing quality real estate consulting services.



Chris Gary

Executive Vice President
Brokerage Services

630 693 0694

Throughout his career, Chris has completed over 480 deals, representing over 36 million square feet, **selling over 1,037 acres** and totaling over $1.2 billion in value, specializing in industrial real estate solutions across the greater Chicagoland area and Indiana. Previously, Chris was a Vice President at Darwin Realty & Development Corporation and founded JACK Golf Properties. He is a past president of the Association of Industrial Real Estate Brokers and was named a CoStar PowerBroker.

- Village of Orland Park Economic Development Committee Member
- District 230 Finance Board Member
- Past President Rotary International



Jim Adler

Executive Vice President
Brokerage Services

630 691 0605

Specializing in suburban office real estate for 20+ years, with expertise in DuPage County, Jim is a partner in one of the most influential, top-producing teams in Chicago, completing over 100 transactions annually and exceeding $500 million in volume. Named a CoStar Power Broker for multiple years) and a 2025 Midwest RE News Hall of Fame inductee, Jim prides himself on delivering successful real estate solutions for clients ranging from start-ups to large institutions. He also serves on the boards of NAI Hiffman and Choose DuPage.

- Choose DuPage Board Member

DEDICATED
driven, committed, awarded and respected leading market experts

TEAMWORK
collaboration between the team and client produces the highest quality results

CLIENT FOCUS
our clients are at the center of everything we do

COMMUNICATION
our clients are informed and aligned every step of the way and provided all the latest market intel

THE POWER OF STRATEGIC PARTNERSHIP

We've got you covered

ONE RESOURCE. A TRUSTED ADVISOR.

We work side-by-side with you to achieve optimal results, with each assignment tailored to meet or achieve specific goals. We will also provide assistance to identify qualified architects, commercial contractors, real estate attorneys and other industry vendors as needed to complete a successful transaction.

REAL RESULTS

Our Experience



Sale
175 Acres

Lansing Country Club

18600 Wentworth Ave.
Lansing, IL

- Represented: Seller
- Sale Price: $2,500,000
- Submarket: South Cook, NW Indiana

Lansing Country Club was experiencing declining membership and needed to sell the property. Although the site was zoned for industrial, the municipality didn't want an industrial project and changed the zoning. We pivoted our marketing and identified a mixed-use (retail, office and muiti-family) developer to purchase the site.



Sale
80.0 Acres

McDonalds Campus

2815 Jorie Blvd.
Oak Brook, IL

- Represented Buyer
- Sale Price: $40,000,000
- Submarket: East-West Corridor

The 80-acre site near Jorie Boulevard and 31st Street includes a 331,630-square-foot Class A office building that served as the company's headquarters; the 130,484-square-foot Hamburger University training facility; and a 218-key Hyatt hotel. NAI Hiffman advised the buyer- John Paul DeJoria- in this significant west suburban transaction



Lease
60 Acres

Home Depot

6600 W 68th St.
Bedford Park, IL

- Represented: Developer
- Terms: 70 year lease
- Submarket: South Cook

Duke Realty, one of Home Depot's preferred developers, needed to find a 50+ acre rail-served property to build an e-commerce distribution center. We found an off-market site to build a 655,200 sf facility.



Sale
30.03 Acres

CDI Development Services

Ogden Ave. & 75th
Aurora, IL

- Represented Seller
- Sale Price: $ 3,000,000
- Submarket: Aurora

NAI Hiffman represented Old Second Bank in the sale of the "Triangle Site" in Aurora to senior living developer Cedar Street. The city required a new road and lighted intersection through the middle of the site which involved the developer, IDOT, the city, and the school district collaboration on financing and timing. After multiple years on the market, NAI Hiffman helped navigate a complicated sale resulting in a successful outcome and sale for the owner.



Sale
13.0 Acres

1203 East Warrenville Rd.
Naperville, IL

- Represented: Seller
- Sale Price: $1,890,000
- Submarket: East-West Corridor

NAI Hiffman represented CIBC in the sale of 13 acres in Naperville. The bank became owner of the land thru a developer's failed attempt at a multi-family and retail project. Upon being engaged to sell the land, NAI Hiffman identified both a user for the property as well as a new developer who stepped in, acquired the land form the bank, and secured a Build-To-Suit long term lease for a 130,000SF corporate user.



Sale
10.79 Acres

Silver Cross Hospital

17047 S La Grange Rd.
Orland Park, IL

- Represented Buyer
- Sale Price: $3,800,000
- South Cook

NAI Hiffman was instrumental in identifying the land for the project and brokering the deal to purchase two sites totaling 10.79 acres from SSM Health and subsequently brokered the deal to build the medical office building and worked extensively with Silver Cross Hospital, Premier Suburban Medical Group, the village of Orland Park and other project and community stakeholders to bring the development to fruition.

PERSONALIZED SERVICE

Our Approach



Your business is our business. Personalized service and collaborative teamwork form the core of our philosophy. We provide custom solutions focused on your business objectives, taking a fiduciary position with your goals to maximize value at each point of the process.

Our focus on the client predicates a commitment to perform commercial real estate services with the passion, dedication and expertise to realize maximum potential for our clients. Our collaborative services platform provides an expansive, yet nimble and responsive structure, enabling us to deliver superior results across the full spectrum of sectors for owners & investors, occupiers and developers of property.

We uniquely combine an agile platform with experienced real estate teams, backed by the institutional strength of one of the world's leading property investment companies.

We aim to exceed your expectations, building a relationship based on trust with a common goal of long-term success in mind, not just the next transaction. To that end, realizing maximum potential in each transaction ensures the longevity of our client relationships. Many years of experience have brought us success that we translate into innovative strategies and solutions for our clients' future endeavors.

Our seasoned experts work collaboratively to ensure tailored solutions that maximize investment and enable profitable growth. With NAI Hiffman, you can expect passion, professionalism and a positive contribution to your bottom line.

We make lives easier.

OUR RELIABLE PROCESSES TO OPTIMIZE SALE PROCEEDS

Anticipated Timeline

As your real estate advisor, our role is to make your life easier: to manage processes and facilitate every aspect of your critical real estate decisions, and to handle the deadlines, vendor relationships, paperwork headaches, and all the stressful variables that could detract from your ability to focus on the needs of the school district. We will work closely with you in our comprehensive sales process to ensure we are meeting your goals, and communicating with you every step of the way.

Kickoff

First 30 Days

First 30 Days + ongoing

Months 6-9

Review history of site with District 204

- Set Kick-off Meeting with District and attorney to understand possibilities, challenges, and opportunities
- Review Land use map showing each zoning district (single-family, senior housing, retail)
- Review all environmental/surveys/ utilities
- Set Zoning Meeting with Willow Springs to understand goals. What is ideal? Is there flexibility on zoning for portions of the site? Is a partnership possible ?

Plan for an ideal outcome

- Hire a Civil Engineer – Prepare conceptual plans showing development possibilities, roads, detention
- Determine if Subdivision is appropriate – Will require Willow Springs Approval – longer process – but potentially more upside
- Consider small land donation to Village - this may be a trade off to create a buffer to the site – and potentially open up alternative uses for higher value

Comprehensive Marketing Campaign

- Prepare & Distribute Offering memorandum
- Targeted outreach to home builders, Senior living, mixed use developers
- Promote on listing services – Costar, Loopnet, Crexi, AIRE, broker email campaign

Call For Offers - Move To Close

- Qualify buyers
- Negotiate price and contingencies
- Review contingencies with municipality
- Work with Counsel on final LOI

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79TH AND WILLOW SPRINGS ROAD
WILLOW SPRINGS, ILLINOIS

Your Asset Insight



PROPERTY FEATURES

- 75.032± acre parcel (3,268,396± square feet) (per appraisal report)
- Currently zoned:
  North Willow Springs Road Corridor - Planned Development District
- Pristine greenfield site
- Shape: Basically rectangular
- Utilities: All available
- Street Frontage: 2,567± feet along the west side of Willow Springs Road, 1,280± feet along the south side of 79th Street and 1,214± feet along the north side of German Church Road.
- Flood Hazard: According to the flood zone map, the property is not situated in a flood zone.

SWOT Analysis



STRENGTHS

- Two signalized intersections on Willow Springs Road
- Approximately one mile of frontage
- Less than two miles to two full 4-way interchanges (I-294/75th St, I-55/County Line Rd.)
- Strong household demographics, particularly to west and north
- Ownership has minimal pressure to sell (no debt or property taxes)
- Significant acreage
- Essential utilities reportedly available at or near the site, reducing complexities and costs associated with bringing new infrastructure to the location.



OPPORTUNITIES

- Multiple development possibilities
- Strong interest for large sites from developers
- Potential lot sub-division to maximize financial outcomes
- Tax incentives: Given the large scale of the proposed job creation, there may be tax incentives to enhance the financial viability and attractiveness of the site
- Highest value lies in successfully amending the PD to permit Light Industrial (L-1)
- Alternative Commercial/Residential PD: senior living or master-planned residential aligned with the desire for quality development



WEAKNESSES

- Population density is weak, particularly to the south
- Limited zoning potential

  While the surrounding market is characterized by high demand for industrial/logistics facilities, this property's immediate value is constrained by its restrictive zoning, making any high-value development scenario heavily reliant on securing Village approval for a new Planned Development.



THREATS

- Unstable Cook County Taxes
- Inflation uncertainty
- High interest rates adversely impact major projects
- Community & Political Opposition: Historic neighborhood development concerns limits realization of the property's highest value
- Rising/Fluctuating construction costs

CONSIDERATIONS OF CORPORATE USES FOR THE PROPERTY

Why Cook County, Chicagoland



1. Companies are choosing Chicagoland: For the 12th year in a row, the region is #1 for corporate expansions and relocations, according to Site Selection Magazine.

2. Chicagoland's gross regional product (GRP) – the total value of goods and services produced by businesses – grew to an estimated $886 billion in 2024.

3. There were 252,322 businesses in the Chicago metro area on average throughout 2024 – up 0.7 percent from 2019.

4. The region's GRP growth is driven by increases in real estate; manufacturing and trade; and professional, scientific, and technical services.

5. Chicagoland's labor force was at its largest in recent memory, peaking at 5,072,859 people in July 2024.

6. Chicago ranked #3 in the U.S. for total job postings in 2024 – with over 1.05M postings.

Cook County Incentives

Illinois Department of Commerce & Economic Opportunity

Blue Collar Jobs Act (BJCA) Tax Credit Program: Provides corporate income tax credits for companies making substantial capital investments. Credits are based on wages paid to construction workers employed on eligible projects.

ILLINOIS REVENUE

Building Materials Exemption Certification: Available for businesses located in Enterprise Zones or River Edge Redevelopment Zones. Provides exemptions from sales tax on building materials used in construction, rehabilitation, or renovation.

Illinois Department of Transportation

Illinois Department of Transportation (IDOT) Economic Development Program (EDP): Provides funding for roadway improvements or new construction to support access to new or expanding industrial companies. Funding can be up to $2 million based on job creation and retention.

Illinois Department of Commerce & Economic Opportunity

Enterprise Zones and High Impact Business (HIB): Provides building material sales tax exemptions, utility tax exemptions, and investment tax credits for qualifying investments and job creation.

EDGE for startups

Economic Development for a Growing Economy (EDGE) Program: Provides corporate tax credits for businesses creating jobs and investing in Illinois. Increased credits are available for projects located in underserved areas.

CPACE Commercial Property Assessed Clean Energy COOK COUNTY • ILLINOIS

Cook County Commercial Property Assessed Clean Energy (C-PACE) program offers an innovative tool that provides low-cost, long-term financing for energy efficiency, renewable energy, water conservation and resiliency projects in commercial buildings.

comed℠ AN EXELON COMPANY

ComEd® Energy Efficiency Program: Offers incentives to help businesses reduce energy use by improving the efficiency of their equipment.

Nicor Gas

Nicor Gas Rebates for Businesses: This program provides rebates to improve energy efficiency and reduce operational costs.

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COOK COUNTY

Comparables

CONSIDERATION MATRIX

End User	Strong Devleoper Interest	Limited Devleoper Interest	Potential Interest	Permitted By Village	Not Permitted	Unknown Approval	Comp Range (PSF)
SINGLE FAMILY	x			x			$5 - $6.50
MULTI- FAMILY			x			x	$3 - $5
SENIOR LIVING	x			x			$3 - $5
OFFICE		x		x			$10 - $14
RETAIL		x		x			$10 - $14
INDUSTRIAL	x				x		$25
DATA CENTER			x			x	$50
SPORTS & RECREATION			x			x	$7.50 - $8.50

REPRESENTATIVE COMPS

		Address	City	Sale Price	Land Area (acres)	Price (PSF)	Seller	Buyer
1	SINGLE FAMILY	1195 Summerhill Dr.	Lisle	$9,749,000	35.14	$6.37	Benson Properties	Pulte
2	MULTI- FAMILY	8900 Archer Ave.	Willow Springs	$1,250,000	5.48	$5.24	Gediminass Jodwalis	West Point Builders
3	SENIOR LIVING	707 W. Ogden Ave.	Hinsdale	$6,100,000	44.80	$3.13	Robert Barth	Pete Highland Realty
4	OFFICE	9022 Heritage	Darien	$5,000,000	8.05	$14.26	Deutche Bank	Next Door Storage
5	RETAIL	16101 S Farrell Rd.	Lockport	$5,200,000	9.57 Acres	$12.57 PSF	Lockport Developers	Sonoma One
6	INDUSTRIAL	2675-3075 Sanders Rd.	Northbrook	$232,000,000	232	$22.96	Allstate	Dermody Properties
7	DATA CENTER	1200-125 N Arlington Heights Rd.	Arlington Heights	$27,500,000	12.25	$51.53	Hamilton Partners	NTT Global Data Centers
8	SPORTS & RECREATION	600 E. Butterfield Rd.	Lombard	$9,000,000	27.55	$7.50	Northern Baptist Theological Seminary	Ala Carte Entertainment


LAKE ZURICH
HIGHLAND PARK
BUFFALO GROVE
GLENCOE
NORTHBROOK
PALATINE
Chicago Executive Airport
ARLINGTON HEIGHTS
MORTON GROVE
EVANSTON
DES PLAINES
SCHAUMBURG
NILES
SKOKIE
STREAMWOOD
ELK GROVE VILLAGE
PARK RIDGE
LINCOLNWOOD
Ohare Int'l Airport
WOOD DALE
BLOOMINGDALE
BENSENVILLE
Dupage Airport
ADDISON
FRANKLIN PARK
ELMHURST
MELROSE PARK
CAROL STREAM
WEST CHICAGO
OAK PARK
CHICAGO
CICERO
WESTCHESTER
HINSDALE
LA GRANGE
DOWNERS GROVE
Chicago Midway Airport
NAPERVILLE
BURR RIDGE
BEDFORD PARK
WOODRIDGE
OAK LAWN
BOLINGBROOK
PALOS HEIGHTS
BLUE ISLAND
ROMEOVILLE
PLAINFIELD
TINLEY PARK
HAZEL CREST
JOLIET
MOKENA
MATTESON
NEW LENOX
PARK FOREST
MINOOKA
1
2
3
4
5
6
7
8

Valuation

Delivery Results on LTHS Goals Strategy

It is our opinion that the property located at 79th and Willow Springs Road, based on current zoning, the most probable development is as a senior living, limited commercial development, sports & recreation and limited single family development.

Valuation & Pricing Analysis

75.032± acre parcel (3,268,396± square feet)

Current approved zoning uses of senior living, single family housing, and certain commercial uses suggest a value range of $6-$10per square foot.

For example:

40 acres - Single Family	▶	$5-6.50 PSF x 40 acres = $8.7 Million - $11.3 Million
30 acres - Senior Living	▶	$3-5 PSF x 30 acres = $3.9 Million - $6.5 Million
10 acres - Commercial	▶	$8-10 PSF x 10 acres = $3.4 Million - $4.3 Million
Preliminary Estimate	▶	$16.9 Million - $23.8 Million

This Estimate will be adjusted upwards or downwards depending on the final site plan and density approved by the Village. Density for Senior and residential directly impacts value.

While the proposed mixed-use development varies greatly from the subject site in approved uses and scale, it demonstrates how developers may consider subdividing the property to accommodate a variety of approved uses.



AVAILABLE DEVELOPMENT SITES



OPTION 1
ATRIUM BUILDING
9.9 ACRES EXISTINGOFFICE BUILDINGFOR LEASE OR FOR SALE

OPTION 2
FLEX PARCEL
12.1 ACRES LAND SITE FOR SALE
OFFICE / SHOWROOM / LIGHT INDUSTRIAL / FLEX SPACE

OPTION 3
DEVELOPMENT PARCEL
15.5 ACRES DIVISIBLE LAND FOR SALE
OFFICE / SHOWROOM / LIGHT INDUSTRIAL / FLEX SPACE

Veridian Development

click link to view brochure and more information

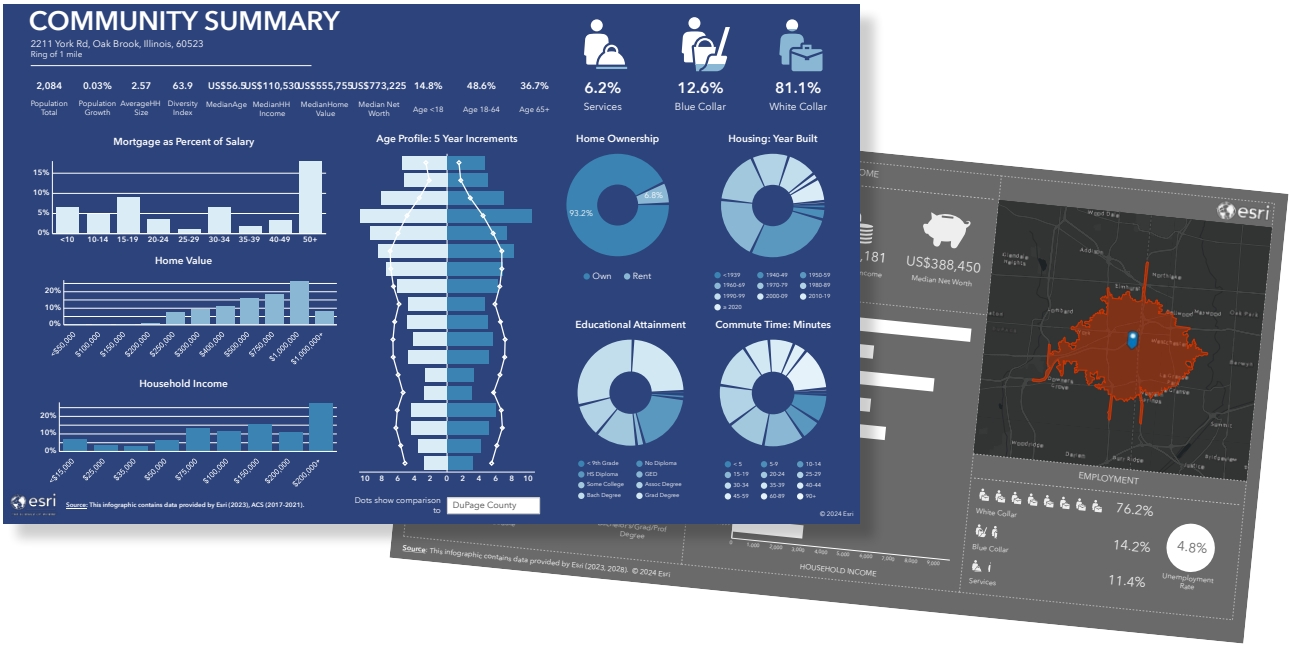
WE MAKE LIVES EASIER

COMPREHENSIVE PLATFORM

Effective Tools

We will leverage research, technology and personal resources to uncover your optimal solution:

ArcGIS · buildout · COMPSTAK · CoStar™ · CREXI · esri THE SCIENCE OF WHERE™ · LIGHTBOX LANDVISION · LoopNet™ · reonomy · Ten-X™ · TheAnalyst® PRO · RCM LIGHTBOX



MARKETING LENS: FIRST 90 DAYS

Our Approach

30 HIT THE GROUND RUNNING

- Obtain all existing marketing materials
- Develop budget, marketing goals, desired image and target tenants
- Commence brand inclusion and messaging for the property
- Identify gaps in photography and video
- Produce new collateral (brochure, floor plans, signage, etc.)
- Develop and execute e-campaign
- Place more visible exterior marketing signage around the property
- Develop Tier 1 and Tier 2 tenant target list for prospecting
- Commence broker communication and outreach

60 SPREAD THE WORD

- Continue communication with brokers via e-mails, calls and in-person meetings
- Create total broker awareness so that your property is top of mind for tenant tours
- Install marketing suite with entry table, brochures, and signage for tours
- Reach out to the most active brokers to give them a personal introduction of the property
- Identify top prospective tenants in the marketplace and send them an unsolicited proposal
- Implement a multi-concept direct mail and electronic campaign targeting tenants with leases expiring in the next 24 months

90 CAPITALIZE & CONTINUE

- Continue communication to brokers via e-mails, calls and in person meetings
- Direct contact with existing tenant via personal contacts, events and networking
- Film a tenant testimonial video to be used to “close the deal” and other promotions
- Feature building in industry publication advertisement
- Launch marketing web site with a virtual tour of the property, building facts, video, demographic information and details on surrounding amenities

WE MAKE LIVES EASIER



The Power of Local Knowledge

What's trending now:

- Industrial vacancy rates continue to decline as existing product is absorbed
- Lenders are willing to finance established companies interested in owning real estate
- Developers have started building again and are actively pursuing more sites for re-development
- Land values are climbing
- General perception is that the market has hit bottom and recovery is underway
- High Tech Manufacturing seems to be making a comeback
- Vacancy rates market-wide are lower than they were pre-crash (2007)

TRUST THE PROCESS

The Hiffman Advantage

1 WE ASK THE RIGHT QUESTIONS

Developed through years of experience and supported by our proven management platform, our process is refined down to a science. We ask detailed questions to determine your pain points, wants and needs, growth plans, workforce composition, company culture and more. We leave no stone unturned.

2 WE CUSTOMIZE SOLUTIONS

No two real estate requirements are the same. Based on our fact-finding process, we develop a comprehensive plan to find the best solution to meet your financial goals and evolving needs. We dig deep to identify issues that may not be obvious or apparent, and ensure that every consideration is being made to save you valuable time and money, through our property management, leasing, accounting and project services.

3 SINGLE POINT OF CONTACT

A partnership with Hiffman is a guarantee of peace of mind. Each of our client relationships are provided a single point of contact to handle all of your real estate needs from brokerage to project services and management services. We remove the stress and confusion of dealing with multiple providers by handling every aspect of your real estate needs from start to finish, coast to coast so that you can continue to focus on your business.

4 WE DELIVER RESULTS

The result is having your portfolio of properties fully managed and maintained by one of the leading service providers in the country. There is a reason our clients ask us to follow their business into new markets. We are trusted, time and again.

ELEVATE YOUR GOALS

Marketing Services

We take pride in being able to tackle any marketing challenge with creativity and innovation. We approach projects and events from a unique perspective, bolstered by the corporate support of an entrepreneurial company that thrives because of its uniqueness and willingness to embrace new technologies and ideas in support of business objectives.

- Logo design
- Branding
- Custom tenant communications
- Marketing collateral
- Branded brochure, spec sheet, & site plan
- Aerial, 360°, photography
- “Inside Out” & “Tour in 20” property overview videos
- Interior & exterior drone video
- 3-D virtual reality tours
- Custom website
- Banners and easel boards for on-site tours
- Creative marketing suite designs
- Customized e-mail campaign creation
- Broker open house, luncheon & event planning
- PR & Advertising



CUSTOM BRANDING & BROCHURES

PROPERTY VIDEOS



Tyrell property video



Hebron property video



Tyler property video

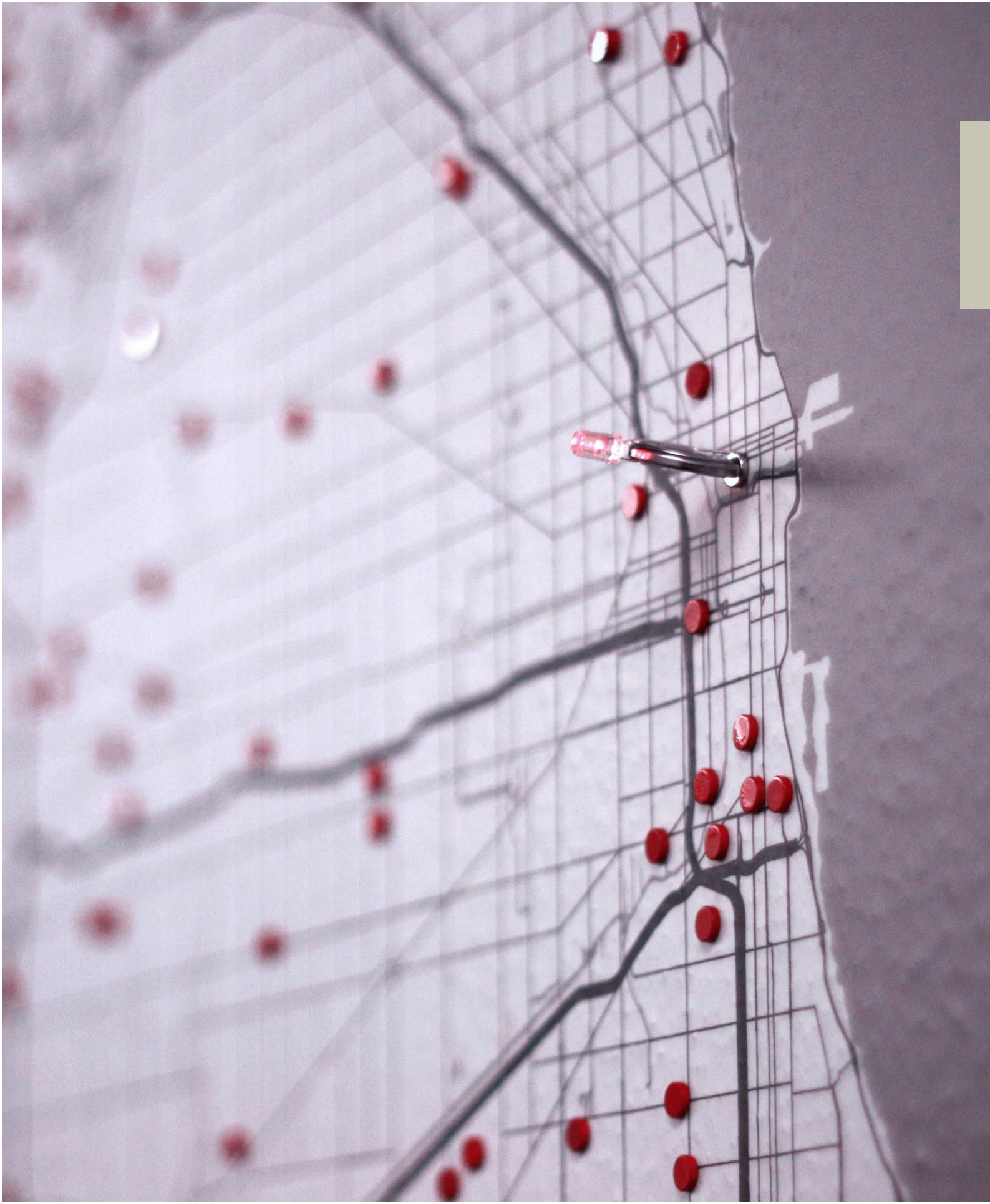
360 PHOTOS AND VIDEO



360 video tour

once you click the link, you can click and drag the screen to explore the 360 tour

WE MAKE LIVES EASIER



ACCOUNTABILITY. COLLABORATION. INTEGRITY. INNOVATION.

Why Hiffman

We pride ourselves on achieving success on behalf of the institutional, investment, and private firms we represent, including several non-traded and publicly traded REITs. Creativity and consistency are cornerstones of our style, with a dedication to providing comprehensive, reliable service with in-depth reporting customized to the needs of your firm. As your dedicated one stop shop, we have a long list of services, but they can all be summarized by one phrase: Peace of Mind.

WE DISRUPT TRADITIONAL PERCEPTIONS

1

As your **SINGLE POINT OF CONTACT** we provide concise, efficient communication giving you comfort knowing every detail is covered and every aspect of your portfolio is under control

2

Our **BOOTS ON THE GROUND** team provides endless local market knowledge to ensure cash flow increase and overall portfolio value

3

With a connected Hiffman Lease Administration Team we can **MAXIMIZE CURRENT & FUTURE VALUE** for years to come

4

Hiffman has the know-how, providing you a dedicated and **TRUSTED TEAM OF EXPERTS** with a combined knowledge to address any needs as they arise

5

We are known for our innovative approach with **TRENDSETTING TECHNOLOGY & RESOURCES** allowing your assets to stand out in the market

WE MAKE LIVES EASIER

ACCOUNTABLE. PROACTIVE. FOCUSED.

Why NAI Hiffman

We've brought together leading experts in Commercial Real Estate to offer LTHS the best advantage in the marketplace, ensuring efficient solutions perfectly aligned with LTHS's operational goals, proven financial results, transparent governance, integrated sustainability practices and flawless transition execution.

Our promise to you is clear. We deliver.

Your best real estate solution is our goal.



Privately owned to deliver best and timely solutions to our clients without limitations



Relevant experience with public entities



A local team with you every day, combining institutional capabilities with superior flexibility



Demonstrated creativity in deal structuring and proactive client solutions



We live, work and play in the communities of LTHS



Proven proactive saving strategies



Focused and committed to LTHS and achieving your goals



Economies of Scale



Ready to partner with you to achieve the best possible results that meet LTHS's goals

NAI HIFFMAN TEAM

References

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NAI HIFFMAN TEAM

Fees

To best service the needs of LTHS and the project site, our recommended fee structure will be as follows:

We propose a one year agreement of $10,000 per month. This fee shall be inclusive of all Offering Memorandum preparation and distribution, marketing, advertising*, request for bids, and negotiation of offers. This fee shall be reduced to $5,000 per month upon contract execution until closing.

**Any specific advertisements which may be placed in either Chicago Crain's, Chicago Tribune/Sun Times, or Wall Street Journal will be additional costs not here contemplated as part of the fee schedule.*

WE MAKE LIVES EASIER

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