



Marilyn Zydlo <mzydlo@d204.lths.net>

RE: Reference Check for Real Estate Consultant Services — Lyons Township High School District 204

1 message

John Hoyt <john.hoyt@huntcompanies.com>
To: Marilyn Zydlo <mzydlo@d204.lths.net>
Cc: Brian Waterman <bwaterman@d204.lths.net>

Tue, Dec 16, 2025 at 2:17 PM

Marilyn:

Good afternoon. Apologies again for my tardy response. Here you go:

- *How accurate and useful was the firm's valuation and market analysis, and how effective were their strategies in positioning and marketing your property to generate meaningful interest or offers?*

Response- Tony Gange and team were straight forward and ultimately accurate on their valuation and market analysis. Not the highest valuation, mind you. They have represented us on multiple land sale opportunities and have always delivered, even when we needed to pivot from original underwriting/marketing plan.

- *How well did the firm communicate complex real estate issues to your leadership team or governing body, and how would you describe their responsiveness, professionalism, and overall integrity throughout the engagement?*

Response- They communicate extremely well. They are subject matter experts in the market and able to boil down the signals/issues into terms we can understand and communicate up our chain. Moreover, they do an excellent job of qualifying and communicating with the market/buyers. They are 100% responsive and become an extension of the client. Their integrity is beyond reproach. Never even a question on the issue. Always professional, responsive, respectful and approachable.

- *What tangible outcomes did you achieve as a result of working with the firm, and did the quality and value of their services justify the cost?*

Response- They have represented our partnership in multiple land sales and they do a great job communicating and holding expectations of all parties once under contract through to closing. Because our partnership is a public private venture with one of the Services in the Department of War, the land disposition can be very complicated. They spent a lot of time early on to learn the hurdles and process so that they could market/find the right qualified buyers that have the patience and sophistication to navigate this type of acquisition so as to not waste our partnership's time chasing every interested party. They have always earned their keep.

- *What challenges did you encounter while working with the firm?*

Response- None. Always responsive and solution oriented.

- *Would you hire the firm again for a similar project?*

Response- Yes and we have. They are the preeminent land brokers in the Chicago Land Market. Their relationships within the Chicagoland Community (both buy side and sell side) is unparalleled. Over and above their hard and mindful work representing us, they are good people and professional. Excellent brand ambassadors and I would strongly recommend their representation.

Sincerely,

JCH

John Charles Hoyt | Senior Vice President - Development | Hunt Military Communities

Phone: (312) 813-0537

3715 Louisiana Ave, Suite A | JB Charleston | SC | 29404

Hunt Companies | john.hoyt@huntcompanies.com

www.huntmilitarycommunities.com



From: Marilyn Zydlo <mzydlo@d204.lths.net>

Sent: Tuesday, December 16, 2025 2:32 PM

To: John Hoyt <john.hoyt@huntcompanies.com>

Cc: Brian Waterman <bwaterman@d204.lths.net>

Subject: Reference Check for Real Estate Consultant Services — Lyons Township High School District 204

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On Wed, Dec 10, 2025 at 10:06 AM Marilyn Zydlo <mzydlo@d204.lths.net> wrote:

Dear John Hoyt,

I hope you are doing well. My name is Marilyn Zydlo and I am reaching out on behalf of Lyons Township High School District 204 as the Assistant to the Superintendent/Clerk to the Board of Education. Your contact information was provided as a reference by CBRE, which has submitted a proposal to provide Real Estate Consultant Services to our District.

As part of our evaluation process, the Board of Education is conducting reference checks for all finalist firms. We would greatly appreciate your assistance in confirming your experience working with CBRE.

For additional context, the Lyons Township High School District 204 Board of Education has invited qualified, licensed real estate brokers firms to submit proposals to provide professional real estate

marketing and valuation services related to the District's approximately 71-acre undeveloped property. Specifically, the Board seeks to engage a licensed real estate broker to: (1) assist with marketing the Property to potential buyers; (2) provide input to the Board as it seeks to identify a potential minimum sale price; and (3) serve as a resource to the Board through the sales process. Please note that this process, including the reference check process, is subject to all applicable FOIA and OMA laws, as prescribed in Illinois School Code.

We are kindly requesting feedback regarding your experience working with CBRE, and ask that you respond, in writing, to the **questions included in this email by Monday, December 15 at 3:00pm**. Your feedback will play an important role in our review process.

Thank you very much for your time and assistance. Please feel free to reach out if you have any questions.

- *How accurate and useful was the firm's valuation and market analysis, and how effective were their strategies in positioning and marketing your property to generate meaningful interest or offers?*
- *How well did the firm communicate complex real estate issues to your leadership team or governing body, and how would you describe their responsiveness, professionalism, and overall integrity throughout the engagement?*
- *What tangible outcomes did you achieve as a result of working with the firm, and did the quality and value of their services justify the cost?*
- *What challenges did you encounter while working with the firm?*
- *Would you hire the firm again for a similar project?*

Marilyn Zydlo

Pronouns (she/her/hers) [Why share pronouns?](#)

Administrative Assistant to the Superintendent

Clerk to the Board of Education

Lyons Township High School District 204

708-579-6451

mzydlo@lths.net

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