



Marilyn Zydlo <mzydlo@d204.lths.net>

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

1 message

Stewart Mills <stewart@avgerisinc.com>
To: Marilyn Zydlo <mzydlo@d204.lths.net>
Cc: Brian Waterman <bwaterman@d204.lths.net>

Wed, Dec 10, 2025 at 12:32 PM

See below in Blue

Stewart W. Mills

Avgeris and Associates, Inc.

[2500 S. Highland Ave. Suite 103](#)

[Lombard, IL 60148](#)

630-620-8684

Cell: 630-816-9149

From: Marilyn Zydlo <mzydlo@d204.lths.net>
Sent: Wednesday, December 10, 2025 10:07 AM
To: Stewart Mills <stewart@avgerisinc.com>
Cc: Brian Waterman <bwaterman@d204.lths.net>
Subject: Reference Check for Real Estate Consultant Services — Lyons Township High School District 204

Dear Stewart Mills,

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 NAI Hiffman, 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 NAI Hiffman.

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 NAI Hiffman, 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?*
First, I would like to explain that I have been a developer for the last 40 years including projects like the 350-acre Burr Ridge Corporate park. That said, to answer your question, the entire Chicago land area is "Broker Driven" market. In other words, projects like yours, to obtain the best results, in my opinion, you need to hire a qualified broker. NAI Hiffman is one of the "Go To" brokers in the Chicago land market. Their knowledge of the area and their understanding of the market not to mention users is very strong. I have used Chris Gary many times with positive outcomes with both sales and leasing assignments.
- *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?*
As a leading commercial broker in the market, NAI Hiffman provides exceptional feedback and reports on the status of the assignment. They provide written reports on a bi-monthly basis of potential buyers and probability of moving forward with a certain buyer.
- *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?* **I have signed several leases with specifically Chris Gary, of NAI Hiffman, who I have worked with closely throughout the process. From initial interest to tours to signing of the lease. As mentioned earlier Chicagoland is a broker driven market, therefore the cost of a broker is justified. Especially with quality companies like NAI Hiffman you get more than 1 person you get their extensive data and knowledge of the market. I have found that I get a better price using them, therefore certainly justifying the fee.**
- *What challenges did you encounter while working with the firm?*
None really, the market is what typically causes the problems. They are great at understanding the market and providing advise on pricing so that a deal can be achieved.
- *Would you hire the firm again for a similar project?*
Yes, and will continue to seek their advice on anything we would be looking to buy.

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

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