



Marilyn Zydlo <mzydlo@d204.lths.net>

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

1 message

Joe van Dyk <joe@southsuburbanlandbank.org>
To: Marilyn Zydlo <mzydlo@d204.lths.net>
Cc: Brian Waterman <bwaterman@d204.lths.net>

Wed, Dec 10, 2025 at 12:13 PM

Good afternoon. Answers below in bold.

- *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?* **MoHall has successfully marketed - and sold - a wide array of properties in various states of disrepair across numerous jurisdictions. We've found his ability to market properties and value them appropriately has led to great outcomes for the Land Bank and the communities we serve.**
- *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?* **Extremely high integrity and professionalism. Moses' insights have proven invaluable; so much so that we now include him in strategy meetings to help us think through marketing and organizational growth. His communicative nature is very conducive to partnership and getting things done.**
- *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?* **The value absolutely justifies the cost, continually. We have sold long abandoned properties in very slow markets due to Moses' work ethic and continued belief in our work as a government non-profit. Our job at the Land Bank is to return vacant property back to productive use. Moses has been integral in making sure we are responsible and responsive to our member communities. There are too many specific instances, but generally Moses has been quite successful in finding quality buyers and good sales prices for our properties.**
- *What challenges did you encounter while working with the firm?* **The nature of our work is highly specialized and many realtors do have trouble adjusting to the type of inventory we have, and our very high standards in vetting buyers. MoHall has not experienced any such challenges adjusting to our (frankly, demanding) standards.**
- *Would you hire the firm again for a similar project?* **Absolutely, yes. It is our sincere hope that we continue working with MoHall for the foreseeable future. Moses has proven to be a key part of our team.**

In short, Moses has been excellent. Our properties can be difficult to sell and market, yet Moses has very capably marketed and sold these across different jurisdictions in partnership with different municipalities. He has proven reliable, extremely professional, and thoughtful in his approach to property listings for us. We have leaned on his knowledge and expertise as a real estate professional. I would recommend Moses Hall without qualification.

Please reach out with any specific questions.

- Joe van Dyk, Executive Director
South Suburban Land Bank and Development Authority

On Wed, Dec 10, 2025 at 10:07 AM Marilyn Zydlo <mzydlo@d204.lths.net> wrote:

Dear Joe Van Dyk,

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 MoHall Commercial & Urban Development, 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 MoHall Commercial & Urban Development.

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 MoHall Commercial & Urban Development, 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

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