



Marilyn Zydlo <mzydlo@d204.lths.net>

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

1 message

Matt Goode <mattg@ventureonere.com>
To: Marilyn Zydlo <mzydlo@d204.lths.net>
Cc: Brian Waterman <bwaterman@d204.lths.net>

Sun, Dec 14, 2025 at 11:55 PM

Answers below. NAI is a best in class firm and would be a great choice for your project. Feel free to call with any questions. Thanks

Matt Goode

Managing Partner — Acquisitions

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

Dear Terry Quinn,

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?*
NAI is a best in class firm who has great market intel and has don a phenomenal job marketing and analyzing our properties over many transactions.
- *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?*
They are very good communicators and extremely responsive and professional.
- *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?*
We have leased and sold many buildings over the years with NAI representation and they justify the cost of working with them.
- *What challenges did you encounter while working with the firm?*
None
- *Would you hire the firm again for a similar project?*
Absolutely.

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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