



Marilyn Zydlo <mzydlo@d204.lths.net>

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

1 message

Jakeeva Lee <JLee@louisvillerealtors.com>
To: Marilyn Zydlo <mzydlo@d204.lths.net>
Cc: Brian Waterman <bwaterman@d204.lths.net>

Thu, Jan 22, 2026 at 12:16 PM

Hi Marilyn,

I am happy to provide a reference for Moses Hall with MoHall Commercial & UD.

See my responses below.

Feel free to advise if you have any additional questions!

Jakeeva

**Jakeeva Lee, CAE, RCE, AHWD, CIPS***Chief Executive Officer*

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

Sent: Wednesday, January 21, 2026 10:30 AM

To: Jakeeva Lee <JLee@louisvillerealtors.com>

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

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

You don't often get email from mzydlo@d204.lths.net. [Learn why this is important](#)

Dear Jakeeva Lee,

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 Friday, January 30, 2026 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?*

MoHall Commercial & Urban Development provided data-driven market analysis that went well beyond surface-level pricing. When Moses represented me personally in the acquisition of an investment property, he demonstrated a strong command of market knowledge and structuring my deal. Although my offer was not even the highest bid in a competitive, multiple-offer situation, Moses identified and negotiated terms that mattered most not only to me but to the seller. This eventually positioned my offer as the strongest overall and critical to my successful acquisition. His analysis strategy has been proven as the property has realized almost \$100,000 in equity growth in a relatively short period of time. This outcome speaks directly to the reliability of his valuation expertise and understanding the cycle of market conditions.

- *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?*

Moses communicated consistently throughout the process, as well as with clarity and precision. This was especially important when we had to make quick and thoughtful decisions. Additionally, in my role as CEO of a large REALTOR® association, he has served as a trusted resource for global and commercial real estate insight,

particularly as it relates to market growth, relevancy and evolving industry changes for our commercial members. I can't express enough that he is consistently professional, very responsive and operates with a high level of integrity. His advice is always thorough and he demonstrates sound judgment that reflects an understanding of responsibility of his role as a trusted advisor.

- *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 most tangible outcome was the successful acquisition of an investment property under competitive conditions, followed by substantial equity appreciation. Moses' ongoing advisory input has informed broader real estate discussions and strategy for more long term investment opportunities, which is worth every penny.

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

I did not encounter any challenges working with Moses. He was proactive in addressing/advising potential issues before they became an obstacle or larger area of concern that would impact the deal.

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

Without hesitation. I am currently working with him on another investment opportunity.

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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