Integrated Real Estate Services

Acquisitions • Development • Construction • Leasing • Management

Oxford Companies

777 E. Eisenhower Parkway • Ann Arbor, MI 48108 • 734.747.6000 • OxfordCompanies.com
For more than 20 years, Oxford has provided the Ann Arbor community with well-cared-for properties that enrich lives and enhance productivity.
Ann Arbor-Focused Investment Real Estate

20+ Years
Track Record of Success

$500,000,000+
Assets Under Management

2.6 Million+
Commercial SF Under Management

900+
Multifamily Residents

To our tenants
and community:

More than twenty years ago, Oxford Companies was formed as a holding company for real estate acquisitions in the Ann Arbor area. A small group of us ran the tiny portfolio, from property management to maintenance to accounting.

Today, we have more than 100 CREW members managing the largest commercial and campus apartment portfolios in Ann Arbor. Our commercial occupancy hovers around 94% and our multifamily occupancy hits 100% every year.

Why capitalize CREW? Because our team moniker is also the acronym for our core values:

- Constant Improvement – We are always working to do better.
- Respectful & Accountable – Treat everyone well and own your mistakes.
- Exceed Expectations – Under-promise and over-deliver.
- Work Together – We’re nothing if we don’t collaborate to realize our goals.

Our culture is critical to us, and one of the reasons we were named a “Cool Place to Work” by Crain’s Detroit Business in 2019. We are passionate about making Oxford one of Ann Arbor’s most respected businesses and a place where people come to build a great career. We recently expanded our Oxford Employee Share Program (ESP), giving every CREW member the opportunity to be a long-term investor in the Oxford portfolio.

In 2018 we acquired 777 East Eisenhower Parkway. This property is one of the largest office buildings in Washtenaw County and the centerpiece of our portfolio in the south Ann Arbor office market. Within four months we increased occupancy at the building from 38% to 96% and announced that we were relocating the Oxford headquarters there. This sets the stage for our goal to develop Ann Arbor’s Southside as a more vibrant neighborhood with increased multifamily, restaurant, and transportation options.

While we will always remain committed to Ann Arbor, we also look to expand horizons to continue the growth of our business. Increasing our economies of scale will allow us to make further investments in delivering excellent service to our customers and strong returns to our investors. As we explore opportunities to grow the portfolio, we will continue to focus on our mission to provide well-cared-for properties that enrich lives and enhance productivity.

Jeff Hauptman
Founder and CEO
Ann Arbor-Focused Investment Real Estate

100+ CREW Members

Official “Cool Place to Work”
Crain’s Detroit Business

“Ann Arbor’s Best Landlord”
The Michigan Daily

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Our Values

Everyone at Oxford is part of the “CREW.” Being a CREW member means being dedicated to our core values—a set of guiding principals to bring best-in-class service to our customers and to one another.

C
Constant Improvement
Drive positive change and innovation while building flexibility and capacity to achieve bold new goals and our vision.

R
Respectful & Accountable
Recognize and demonstrate that everyone is important. Own your decisions and actions and meet commitments.

E
Exceed Expectations
Understand your customer’s needs. Deliver exceptional service and results that exceed those needs.

W
Work Together
Collaborate to realize goals shared by our customers, community, team and vendors.

Oxford in the Community

Oxford has been a thriving member of the Ann Arbor economic landscape since 1998, and giving back to our community is one of our longest held and cherished values. We choose to make significant contributions to support organizations which commit to the health, educational and cultural foundations of our communities.

We are proud to support our staff as they volunteer and fundraise for organizations such as:

- Ann Arbor Area Community Foundation
- Ann Arbor Center
- Arts Alliance
- The Arts Players
- Cancer Support Community
- Chad Tough
- CS Mott Children’s Hospital Niagara Facility
- Habitat for Humanity
- JDRF
- Jewish Federation of Greater Ann Arbor
- K22 Community Concert Band
- Loaves and Fishes Rescue & Sanctuary
- SafeHouse
- Shelter Association
- St. Francis
- Tallman
- University of Michigan Cancer Center
After 2 years with Oxford, each CREW member becomes an equity owner in our real estate portfolio. We call this program ESP. It not only rewards hard work with regularly scheduled monetary distributions, but aligns the interests of the CREW with our tenants, owners and investors.

Our Company Culture

Working at Oxford means being part of an exceptional and ambitious team, or what we refer to as the Oxford CREW. United by our core values and shared, company-wide mission, we provide best-in-class service to our customers and each other. Our work style is collaborative, open and welcoming of new ideas. We hire the best, train like crazy and go above and beyond to treat people well.
Awards and Recognition

Top 20 Largest Property Managers in Metro Detroit
Crain’s Detroit Business - 2018 & 2019

Top Property Managers in the Midwest
Midwest Real Estate News - 2017-2019

Top Real Estate Owners in the Midwest
Midwest Real Estate News - 2018 & 2019

FastTrack Awards
Ann Arbor SPARK - 2012-2018

Executive of the Year - Jeff Hauptman
MLive Media Group - 2015

Deal of the Year - Oxford Companies
MLive Media Group - 2014

Michigan Economic Bright Spot
Corp Magazine - 2018 & 2019

Commercial Real Estate Hall of Fame
Midwest Real Estate News - Jeff Hauptman, Class of 2019

Pyramid Award - Best Project Team (Under $3mm)
Washtenaw Contractor’s Association - 2019

Cool Places to Work
Crain’s Detroit Business - 2019

Ann Arbor’s Best Landlord
The Michigan Daily - 2019

Why We Love Working Here:

*“This is a team-focused environment centered around trust and respect.”*

*“We set the standard.”*

*“We all have empowerment to create a career that we are truly proud of.”*

*“We’re effective in hiring positive, fun and hard working people to create a great workplace culture.”*
Leadership Team

Jeff Hauptman
Owner and CEO
Jeff Hauptman is the founder and CEO of Oxford Companies, having founded Oxford more than 20 years ago. Jeff Hauptman has grown his company from a six-person property management company into the largest commercial real estate services firm serving Ann Arbor.

Jeff's real estate career began in 1990 as a commercial real estate leasing agent. A University of Michigan undergrad at the time, he also founded his first company, Corporate Interiors Construction, to help facilitate his leasing efforts. After graduating with a degree in Urban Development, Jeff was recruited by Interiors Construction, to help facilitate his leasing efforts. After graduating with a degree in Urban Development, Jeff was recruited by Interiors Construction, to help facilitate his leasing efforts.

Andrew Selinger
Director of Investments
Andrew joined Oxford Companies in 2003 as an intern and has continuously expanded his responsibilities; most recently as Director of Investment Management. He has been instrumental in the growth of Oxford Companies, managing a range of departments including asset management, legal, special projects, marketing, and commercial leasing. He has supported in the development and execution of the firm’s strategic vision that resulted in growth from 15 to 100 employees.

Andrew has been directly involved in nearly $200,000,000 in commercial real estate acquisitions spanning 175,000 square feet, and has played a key role in raising nearly $60,000,000 in investment. Additionally, he has been the lead in securing more than $200,000,000 in new debt, refinancing, and loan assumptions.

Andrew graduated from the University of Michigan with a B.A. in Economics. Andrew has been a licensed Real Estate Salesperson in the state of Michigan since 2010 and is currently a member of the Urban Land Institute.

Molly Haller
Controller
As the Controller, Molly oversees the financial planning and accounting functions of the company. She comes from a background with 4 years of experience spanning corporate finance, accounting and project controls.

Prior to joining Oxford, Molly served as the Controller for DRM Solutions, a Detroit-based and woman-owned Integrated Facilities Management Company with $40MM in annual revenue. In addition to serving on the Executive Leadership Team, Molly has been responsible for the firm’s financial planning, reporting and analysis. A few noteworthy clients from this former position include OfficePiece, BigToyta, etc. And the University of Michigan. Molly holds an MBA from Wayne State University. In her spare time, Molly enjoys home renovation projects, traveling up north and spending time with her three children, Grace, Joseph and Patrick.

Andrew Hauptman
Director of Architecture, Engineering and Construction
As an Architect and Construction Manager, Andrew brings 28 years of experience to his role overseeing Architecture, Construction and HVAC operations. Andrew’s experience includes great design and construction services for multiple market sectors including office, healthcare, retail, multi-family, historic preservation and building forensics.

Andrew is the recipient of the 2013 Emerging Architect Award from the AIA (American Institute of Architects) and has served as the Chapter President. He has developed and lectured at the AIA Design Summer Conference. A few of his noteworthy clients include Pfizer, Expedia, University of Michigan Medicine and Ann Arbor Health. Andrew holds a Master of Architecture from the University of Michigan.

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Joe Misfud
Director of Property Management
Joe currently oversees 2,6MM SF of retail, office, hotel, multifamily, and multifamily beds. He leads a team of 40 employees who make up Oxford’s commercial & multifamily property management, customer service, and maintenance & repair teams. Joe has worked in Property Management at Real Estate Services since 2000, and has been involved in the management of a variety of commercial and multifamily assets including office, retail, warehouse, healthcare, conventional apartments, high & mid-rise multifamily, condominium, association, low income, senior, and campus housing.

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Tim Damschroder
Chair of Business
Law Practice Group
at Bodman PLC
Tim Damschroder is the co-chair of the Business Law Practice Group of Bodman PLC. He specializes in middle market M&A transactions, corporate finance, and commercial real estate. He is a frequent speaker and author on business mentorship, with a focus on education and poverty alleviation. He was named Ann Arbor Lawyer of the Year by The Best Lawyers in America for M&A Law and Corporate Law.

Essel Bailey
Managing Director of
Alpha Capital
Essel Bailey is Managing Director of Alpha Capital, Inc., a private investment and advisory firm, and serves as an officer of the Michigan Chamber of Commerce. He is a partner specializing in corporate and real estate finance at Deviney, Damschroder, and Essel, where he is responsible for transferring aerospace technology to the commercial market and assisting MIS and system users in implementing new systems. As CFO of Hartland Schools he was responsible for financial and building operations, new construction and union contracts.

Bill Wilson
President of Keystone Properties, Inc.
Bill Wilson has been involved in investment properties in Michigan and California since 1968. He spent 10 years at Bendix Aerospace where he was responsible for transferring aerospace technology to the commercial market and assisting MIS and system users in implementing new systems.

Dennis Bernard
President of Bernard Financial Group
Dennis Bernard is the founder and President of Bernard Financial Group and Bernard Financial Servicing Group. Founded in 1991, BFG has grown into the largest commercial mortgage banking firm in Michigan, financing an average of more than $1 billion annually. Dennis has been involved with over 1,200 commercial real estate financial transactions totaling over $18.6 billion. He specializes in both debt and equity placement with commercial lenders and institutional joint venture participants.

Essel holds degrees from Wesleyan University and the University of Michigan Law School.

Annie Sastry
President and CEO of Amesite
Annie Sastry is President and CEO of Amesite, an artificial intelligence software company. Dr. Sastry was previously President, CEO, Board Director and co-Founder of Sakti3, which was a recipient of the ASME Frank Kreith Energy Award (2011) and NSF’s Presidential Early Career Award for Scientists and Engineers (2007). She has co-authored over 100 publications and 100 patents and filings, and has delivered over 100 invited lectures and seminars globally. Dr. Sastry holds PhD and MS degrees from Cornell University, and a BS from the University of Delaware, all in mechanical engineering.
In 2027, Oxford has become the most admired real estate investment and services firm headquartered in the greater Ann Arbor area.

By focusing on hiring, developing, and maintaining great people, we have created a happy, energetic, and inspired workplace. Through our training programs, a culture based on core values, and our team approach to customer service, everyone now has the opportunity to find a career that they’re excited about. In turn, we continue to deliver incredible service to our customers and clients. By putting our people first, we have come to avoid the travails that more traditional real estate companies face: high turnover, lack of cohesive values and a void of personality. Our clients benefit from having well-run properties with high occupancy, and this is what continues to fuel our growth.

In building our culture, we encourage our team to develop close ties to the community. Oxford is an important community member who serves Ann Arbor on many levels. When people think Oxford, they know we are here to stay, that we believe in our community, and that we work to make our community a place where people want to be.

We are the dominant force in all areas of investment real estate in Ann Arbor. Our experience spans from managing office complexes to multifamily. We are the go-to company when it comes to brick and mortar.
Ann Arbor Overview

Powered by a strongly rebounding state economy and an asset-rich entrepreneurial ecosystem, Ann Arbor continues to prosper, displaying the strength of a diverse economy and a highly-educated population. Located in southeast Michigan, the city benefits from the world-class University of Michigan, which helps to insulate Ann Arbor from the wide economic fluctuations seen in recent years. Education, health, and high-technology are major components of Ann Arbor’s economy, and the city has a strong foundation of entrepreneurship and venture funding. The population of the city is 120,000+, with surrounding commuter communities in the Metropolitan Statistical Area bringing the total to nearly 350,000. With more than 70% of adults having undergraduate or advanced degrees, as well as a prestigious major metropolitan city and an international airport, Ann Arbor benefits from global influence and reach.

The economy of Ann Arbor is significantly shaped by the University of Michigan with a population of more than 40,000 students and 30,000 employees. The university community drives economic growth by drawing top talent to the region and by supporting research, innovation, and entrepreneurship. There is a sizable and growing start-up community in the region, which has produced several successful companies. Organizations like the University of Michigan’s Office Business Engagement Center and Ann Arbor SPARK foster the commercialization of emerging technologies and the growth of young businesses. In 2018 the Office of Technology Transfer helped to launch 21 new start-ups and submitted 183 U.S. patent applications. Reflecting the region’s focus on innovation, the Ann Arbor economy is comprised of a relatively large proportion of knowledge-based industries and has performed exceptionally well compared to the rest of the state. By producing and retaining thousands of intelligent and highly-qualified graduates, the area has the ability to attract prominent global corporations like Google, Cisco and Barracuda Networks.

The University of Michigan

<p>| $11.9 BILLION | Endowment Funds (Up from $3.5 billion in 2000) |
| $1.55 BILLION | In Research Spending (2018) |
| AAA RATING | Standard &amp; Poor’s |
| AAA RATING | Moody’s Investors Services – One of three public universities in the nation to have this rating |
| 34 MILLION | Square Feet of Building Infrastructure |
| 43,810 | Students enrolled 2018/19 School Year |
| 94.2% | Office Occupancy |
| 2.2% | Unemployment Rate |
| #1 U.S. Public University |
| #8 In The World Venture Deals Per Capita |</p>
<table>
<thead>
<tr>
<th>EMPLOYER</th>
<th>EMPLOYEES</th>
<th>INDUSTRY</th>
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<tbody>
<tr>
<td>University of Michigan</td>
<td>33,225</td>
<td>Education and Healthcare</td>
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<tr>
<td>Trinity Health</td>
<td>5,445</td>
<td>Health Care</td>
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<td>U.S. Government</td>
<td>3,060</td>
<td>Federal Government</td>
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<td>Ann Arbor Public School</td>
<td>2,225</td>
<td>Public School District</td>
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<tr>
<td>Faurecia North America</td>
<td>2,178</td>
<td>Automotive Supplier</td>
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<tr>
<td>Eastern Michigan University</td>
<td>1,559</td>
<td>Public University</td>
</tr>
<tr>
<td>IHA Health Services</td>
<td>1,442</td>
<td>Health Care</td>
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<td>State of Michigan</td>
<td>1,409</td>
<td>Government</td>
</tr>
<tr>
<td>Washtenaw County</td>
<td>1,264</td>
<td>Government</td>
</tr>
<tr>
<td>Thompson Reuters</td>
<td>1,155</td>
<td>IT/Software</td>
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<tr>
<td>Domino’s Pizza Inc.</td>
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<td>Restaurant Franchisor</td>
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<td>City of Ann Arbor</td>
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<td>Government</td>
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<tr>
<td>Ford Motor Co.</td>
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<td>Automotive</td>
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<td>NSF International</td>
<td>693</td>
<td>Testing and Certification</td>
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<tr>
<td>U.S. Postal Service</td>
<td>650</td>
<td>Postal Service</td>
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<tr>
<td>Washtenaw Community College</td>
<td>597</td>
<td>Education</td>
</tr>
</tbody>
</table>

Washtenaw County's Largest Employers

- University of Michigan: 33,225 employees, Education and Healthcare
- Trinity Health: 5,445 employees, Health Care
- U.S. Government: 3,060 employees, Federal Government
- Ann Arbor Public School: 2,225 employees, Public School District
- Faurecia North America: 2,178 employees, Automotive Supplier
- Eastern Michigan University: 1,559 employees, Public University
- IHA Health Services: 1,442 employees, Health Care
- State of Michigan: 1,409 employees, Government
- Washtenaw County: 1,264 employees, Government
- Thompson Reuters: 1,155 employees, IT/Software
- Domino’s Pizza Inc.: 812 employees, Restaurant Franchisor
- City of Ann Arbor: 712 employees, Government
- Ford Motor Co.: 700 employees, Automotive
- NSF International: 693 employees, Testing and Certification
- U.S. Postal Service: 650 employees, Postal Service
- Washtenaw Community College: 597 employees, Education

Crain's Detroit Business 2019 Book of Lists
1998: Oxford Company is formed.

1998: Oxford Company is formed.

2000: Oxford purchases Burlington Office Center, a three-building, 200,000 SF office complex.

2001: Oxford acquires KMS, an underutilized 130,000 SF office building and executes a successful turnaround plan involving major renovations to the space.

2004: Oxford acquires Arch Realty, Oxford becomes the largest campus landlord.

2005: Oxford Equity Fund, the company’s first blind pool, raises $5.5MM, allowing for the acquisition of several buildings totaling 220,000 SF.

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2009: Oxford Equity Fund, the company’s first blind pool, raises $5.5MM, allowing for the acquisition of several buildings totaling 220,000 SF.

2010: Oxford successfully manages its assets during the Great Recession, never losing a property.

2011: Ann Arbor Opportunity Fund I raises $9MM.

2012: With the purchase of Arch Realty, Oxford becomes the largest campus landlord.

2014: Oxford acquires NECC, a three-building, 200,000 SF office complex on Ann Arbor’s northeast side.

2015: Oxford acquires a 700,000 SF office portfolio on Ann Arbor’s south side. The $100MM deal includes 22 buildings in three business parks.

2016: Oxford purchases 100,000 SF Concord Center.

2018: Oxford acquires 777 E. Eisenhower, a 300,000 SF office building on Ann Arbor’s Southside.

2019: Oxford acquires 777 E. Eisenhower, a 300,000 SF office building on Ann Arbor’s Southside.
Our Services

The Oxford Approach

What sets Oxford apart from both local and national competition is that our primary focus is on our people. We believe that by promoting a culture where our CREW’s happiness and satisfaction comes first, we will in turn focus on our customers and properties with enthusiasm and genuine care. This approach to our business is what has made Oxford Ann Arbor’s best investment real estate company.
Investments and Asset Management

Oxford Companies sponsors real estate investment partnerships traditionally focused on acquisitions within the Ann Arbor area. With more than 220 investors, we have established a track record of disciplined asset management and opportunistic focus over the past twenty years.

Oxford’s success has been built fundamentally on a value-add strategy. We acquire properties which are underutilized or financially distressed, and reposition them by creating spaces tenants want, which reflects the highest and best use of the property. We manage risk in the short term by seeking early positive cash flow from each of our acquisitions, and in the long term by conservatively managing debt and reserves.

A Sample of Our Funds

<table>
<thead>
<tr>
<th>Fund Name</th>
<th>Formed</th>
<th>Investors</th>
<th>Funds Raised</th>
</tr>
</thead>
<tbody>
<tr>
<td>Galleria Associates</td>
<td>1996</td>
<td>10</td>
<td>$1,100,000</td>
</tr>
<tr>
<td>Carpenter Associates</td>
<td>2000</td>
<td>25</td>
<td>$600,000</td>
</tr>
<tr>
<td>Kosmos Associates</td>
<td>2001</td>
<td>55</td>
<td>$3,322,000</td>
</tr>
<tr>
<td>Burlington Associates</td>
<td>2002</td>
<td>100</td>
<td>$730,000,000</td>
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<tr>
<td>Oxford Equity Fund I</td>
<td>2005</td>
<td>65</td>
<td>$5,450,000</td>
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<tr>
<td>Grand Venture Associates</td>
<td>2007</td>
<td>35</td>
<td>$1,625,000</td>
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<tr>
<td>Ann Arbor Opportunity Fund</td>
<td>2011</td>
<td>40</td>
<td>$735,000</td>
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<tr>
<td>NECC Associates</td>
<td>2014</td>
<td>36</td>
<td>$726,000</td>
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<tr>
<td>Southside Associates</td>
<td>2015</td>
<td>64</td>
<td>$2,000,000</td>
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<tr>
<td>Concord Associates</td>
<td>2016</td>
<td>47</td>
<td>$6,000,000</td>
</tr>
<tr>
<td>OxfordHQ Associates</td>
<td>2017</td>
<td>28</td>
<td>$3,500,000</td>
</tr>
<tr>
<td>Sevens Associates</td>
<td>2018</td>
<td>11</td>
<td>$6,000,000</td>
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Oxford offers a complete spectrum of leasing services to companies looking to grow or relocate, from global corporations to local businesses. We collaborate with Oxford’s legal, architecture, construction, and property management departments to identify the clients’ perfect building and location, then seamlessly execute that vision from design to move-in. We take pride in being the local authority on Ann Arbor’s commercial real estate market, and we view ourselves as partners and advisors in each growing business.
Design+Build

Oxford Design+Build is an expert team of architects, interior designers, project managers and visionaries. As one, they are space-makers — transforming our clients’ identities into physical environments.

By functioning as an entity of Oxford Companies, Oxford Design+Build has the stability and support to deliver at a level that is simply unmatched by other firms. Our combination of size and resources gives us the freedom to approach every project as deserving of a completely custom product.

Throughout the life of every project, Oxford Design+Build remains agile and adjusts to deliver a product that is on-time and on-budget. Our expertise spans across multiple environments, including:

- Office
- Retail
- Medical
- Academic
- Athletic
- Laboratory & Research
- Entertainment

Services

Oxford Design+Build provides a full range of architectural services including:

- Master planning
- Programming
- Planning
- Feasibility Studies
- Whole Building Design
- Cost Analysis and Construction Feasibility
- Building Forensics and Building Assessment Reports
- Historic Preservation, Adaptive Reuse and Building Technology Integration
- Code Analysis
- Sustainability Technology and Design
- Interior Design
- Furniture Design
- Construction Administration and Management
Nickels Arcade

Oxford’s “International Technology Firm Buildout” was a complete rehabilitation of 100-year-old office suites inside Nickels Arcade. The project was a recipient of a Pyramid Award—the Washtenaw Contractor’s Association’s award given to projects which exemplify high levels of coordination between owner, architect and contractor.

North East Corporate Center

A global capital equipment company approached Oxford with not only large spatial needs, but a desire for a work environment that fosters inspiration and can accommodate rapid growth. Once we matched our client with the right location, our Design+Build team immediately embraced the challenge of reviving the 58,000 SF office. The finished product combined traditional office elements with private and public work areas—unified visually from our strong command of the client’s vision and aesthetic.
Oxford’s property management division is a strategically-structured, forward-thinking team of experienced professionals who take pride in maximizing the time and resources of our tenants, the values of our client’s properties and the city of Ann Arbor as a whole. By integrating our maintenance and repair, HVAC and carpentry teams, we can respond to tenant requests and emergencies at a moments notice, minimizing their down-time while exceeding their expectations.

We manage more than 2,000,000 SF (70%+) of Ann Arbor’s largest office market—the State St./I-94 corridor. We also manage more downtown retail than any other property management company in town.

Our multifamily division caters in large part to the UofM student population. By managing and leasing well-cared-for properties in desirable locations, we set the stage for many of our residents to remain in Ann Arbor and enhance every facet of our city.

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The largest commercial and campus property manager in Ann Arbor.

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Our commercial portfolio is located in the greater Ann Arbor area and totals more than 2.6 million square feet of the city’s highest quality commercial space.

A strategic and value-focused approach to grow with the market has allowed our commercial portfolio to thrive over the past 20+ years.
Multifamily Portfolio

Our multifamily portfolio is comprised of more than 100 buildings across Ann Arbor. Our experience includes the oversight and operations of apartment buildings and multifamily residences. By understanding the needs of our customers, we help our residents find the right place to live, while helping our owners maximize the value of their properties.