

CASE STUDY: IMPROVING SAFETY & SECURITY

ACQUIRED: 1997
SIZE: 55,600 SF

PRICE: \$3,200,000
CAPITAL RAISED: \$1,100,000

1997 OCCUPANCY: 81%
CURRENT OCCUPANCY: 100%

BACKGROUND

The Ann Arbor South University Galleria is a 55,600-gross SF indoor mall that should never have been built. A small indoor mall in a city the size of Ann Arbor just does not work. It was foreclosed on with less than 50% occupancy. Elements of the development were incomplete and unsafe. The mostly unsupervised basement and other common areas had become a playground for vagrants, juvenile delinquents, and drug addicts.



THE CHALLENGE

To make it succeed – which meant making it safe, improving relations with local merchants and police, finishing the incomplete development without disrupting the existing tenancy and getting it leased.

OUR IMPACT

Oxford purchased the development after it was foreclosed and executed an elaborate security plan that included trained guards, magnetic lock systems, secured vacancies, camera systems, additional lighting, and improved relationships with local law enforcement. Concurrently, marketing materials were developed and interior/exterior improvements were made, allowing the vacant suites to be quickly leased. The property was effectively converted from an indoor mall to a multi-use office/retail complex with a pedestrian thoroughfare.

THE OUTCOME

Today the Galleria is considered one of the most successful turnarounds in Ann Arbor. Its market value has nearly quadrupled and the need for security has been eliminated - the Galleria is a safe place catering to the local neighborhoods and University of Michigan students and staff. The property is fully leased with top-credit tenants such as the United States Post Office, the University of Michigan, Kaplan Test Prep, and one of the largest single-floor Starbucks in the country.

