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Randy Maas, Oxford's new director of commercial leasing.

PAULA GARDNER

## Commercial leasing veteran joins Oxford

BY PAULA GARDNER

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Long-time Ann Arbor leasing specialist Randy Maas was hired at the Oxford Co. in early March, a move that takes him from one of the biggest property management companies in Ann Arbor to another.

Maas will be director of leasing for Oxford's portfolio of more than 900,000 square feet of commercial space.

Much of that space is in the Briarwood area, where Oxford runs and has an ownership stake in multiple properties. Among them: Burlington Office Center, KMS Place and offices on South Industrial.

The hire creates a new position at Oxford, said President Jeff Hauptman.

The timing is right as the portfolio grows, Hauptman said. But the job had to be filled by the right person, he added.

"We couldn't hire just anybody," Hauptman said. "We had the idea for the position for a long time, but it's not an easy position to fill. Randy fits it perfectly."

Maas leaves the Thomas B. McMullen Co. to take the job. He spent 11.5 years as leasing manager there, following working for seven years as property manager for Renken & Co.

At McMullen, Randy most recently worked with Ted McMullen as a leasing team for

just under 700,000 square feet of the McMullen-owned office space (*Business Review*, Oct. 27–Nov. 2, 2005).

That partnership was responsible for about 30 deals – representing over 162,000 square feet – since early 2005. Those deals represent dramatic success in a market that's been affected by the southeast Michigan leasing slowdown, area brokers said.

Oxford's occupancy rate is 93 percent, Hauptman said. One key to its success is tenant service, which is one of Maas' strengths, he said.

"Randy's going to take (tenants) from start to finish," Hauptman said. That includes leading the leasing process, and also following up on their needs throughout the move-in process then occupancy.

Maas said the decision to take the job was a difficult one, but he found it hard to pass up an opportunity that was tailored for him.

His first weeks on the job were spent learning about Oxford systems and getting to know the buildings. He said he's happy to be doing "what I love to do in Ann Arbor."

Listings for Oxford properties will be marketed through Bluestone Realty Advisors, an Oxford-related third-party brokerage.

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