

WONWOO LEE

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Commercial real estate executive specializing in asset management, transaction management, financial underwriting, debt-equity structuring, and real estate entitlement and development.

EXPERIENCE

DECEMBER 2024 – CURRENT

MANAGING DIRECTOR OF REAL ESTATE, SONG UNITED | FAMILY OFFICE

Responsible for leading and establishing real estate vertical within Song United family office, with a focus on fostering a successful ecosystem of innovation in Detroit, championing community impacting, and supporting equity and sustainability in the built environment.

APRIL 2016 – DECEMBER 2024

CHIEF REAL ESTATE OFFICER, OXFORD COMPANIES

Responsible for leadership and management of Oxford's commercial real estate assets. Oversee 2.6MM SF of office in Ann Arbor, valued at \$450MM+. Completed 600+ commercial leases valued at \$420MM, investment sales of \$80MM, and refinanced \$116MM in debt.

Previously Director of Asset Management from March 2021 – Feb 2022.

Portfolio Manager from April 2016 – Feb 2021.

AUGUST 2024 – CURRENT

ADJUNCT INSTRUCTOR, UNIVERSITY OF MICHIGAN

Instructor for URP 596 – Fundamentals of Real Estate Development in the Taubman College of Architecture and Urban Planning.

DEC 2020 – CURRENT

CITY PLANNING COMMISSIONER, CITY OF ANN ARBOR

Planning Commission consists of nine citizen volunteers nominated by the Mayor and approved by City Council. Responsible for reviewing and approving site plans, capital improvement priorities plan, and applying ordinances for the growth and development of the city.

FEB 2014 – FEB 2016

PORTFOLIO MANAGER, MCKINLEY, INC.

Responsible for asset management of McKinley's owned commercial portfolio. Completed \$150MM+ in office and retail leases, refinanced and placed \$57.5MM in CMBS debt, responsible for all ARGUS financial modeling. Oversaw the sale of \$60MM in assets through day-to-day transaction management with brokers.

EDUCATION

2024 - CURRENT

HARVARD BUSINESS SCHOOL – EXECUTIVE EDUCATION

PROGRAM FOR LEADERSHIP DEVELOPMENT

Completed “Changing the Game: Negotiation and Competitive Decision-Making” Module in 2024.
In progress with the PLD module in 2025 – 2026 (completion expected).

2015 – 2017

UNIVERSITY OF MICHIGAN, RACKHAM GRADUATE SCHOOL

GRADUATE CERTIFICATE IN REAL ESTATE DEVELOPMENT

Served on Rackham Student Government (Division III representative), Ginsberg Center for Community Service and Learning (Advisory Board Member).

2011 - 2013

UNIVERSITY OF MICHIGAN, TAUBMAN COLLEGE OF ARCHITECTURE & URBAN PLANNING

MASTER OF URBAN & REGIONAL PLANNING

Concentration: Transportation. Served on Central Student Government, Ethics Investigations Committee, Habitat for Humanity, University of Michigan Musical Theater, Student Organization Funding Commission; received University Honors.

2007 – 2011

UNIVERSITY OF MICHIGAN, LS&A

BACHELOR OF ARTS, POLITICAL SCIENCE

Served as Campus Ambassador for Teach for China, researcher for Computational Legal Studies under Daniel Katz.

SKILLS

- Executive Leadership
- Commercial Lease Negotiations
- ArcGIS, ARGUS, CAD, MRI, Microsoft Suites, Stata, SPSS, Yardi
- Portfolio/Asset Management
- Strategic Planning

HONORS / SERVICES

November 2024	A2Y Chamber Early Edition Breakfast - Speaker
September 2024	Ann Arbor SPARK’s Tech Talk – Speaker – Visionary Leaders in Placemaking and Talent
October 2023	Crain’s Detroit Business 40 under 40
February 2023	Commercial Real Estate Hall of Fame 2023 – REJournals Midwest
Dec 2020 – Current	Transportation Commissioner – City of Ann Arbor

Dec 2020 – Current	Subcommittee Member, Comprehensive Planning – City of Ann Arbor
Sept 2020 – Current	President, Balmoral Condominium Association (58 units)
March 2022	Panelist, Implementing A2 Zero Plan Series – Collaborating on Building Decarbonization in Ithaca: scalable model using private equity
July 2019 – March 2022	Board of Directors, Building Matters Ann Arbor
October 2021	Ann Arbor SPARK Fast-Track Awards Honor 18 Companies for Significant Consistent Growth ¹
Jan 2020 – Dec 2020	2020 Costar Power Broker Top Office Leasing Broker ²
February 2021	Panelist, Implementing A2 Zero Plan Series – Electrification and Decarbonization Strategies
December 2018	CREW Spotlight / Employee of the Year Award, Oxford Companies

INTERVIEWS / NEWS MENTIONS

Beeton, Joe. “Free Rent as an Investment; Landlord trades office space for future equity.” LoopNet News. February 15, 2022.³

CTN Ann Arbor. “OXIO SAFE – Creating Unique Opportunities for Startups in Ann Arbor.” February 11, 2022.⁴

Drepaul-Bruder, Jaishree. “Oxford Companies offer free office rent in exchange for equity in tenants’ business.” Concentrate Magazine, January 26, 2022.⁵

Hiller, Kristin. “Oxford Cos. Launches Equity-for-Rent Office Program for Startup Companies in Ann Arbor.” REBusiness Online. January 21, 2022.⁶

¹ <https://annarborusa.org/news/ann-arbor-sparks-fasttrack-awards-honor-18-companies-for-significant-consistent-growth/>

² <https://oxfordcompanies.com/blog/wonwoo-lee-earns-costar-power-broker-award/>

³ <https://www.loopnet.com/learn/free-rent-as-an-investment-landlord-trades-office-space-for-future-equity/604105169/>

<https://nytech.media/ann-arbor-company-launches-program-trading-free-rent-for-startup-equity/>

⁴ <https://www.youtube.com/watch?v=JwZQgsw70nI>

⁵ <https://www.secondwavemedia.com/concentrate/innovationnews/oxiosafe0624.aspx>

⁶ <https://rebusinessonline.com/oxford-cos-launches-equity-for-rent-office-program-for-startup-companies-in-ann-arbor/>

Lance, Lucy Anne. "OXIO SAFE – Innovation Drives Value." Lucy Anne Lance Show Interview, January 24, 2022.⁷

Manes, Nick. "Growing Life Sciences companies face space crunch in Southeast Michigan." Crain's Detroit Business, November 5, 2021.⁸

Sparkes, Jessica. "Commercial real estate firm offers 'college town charm with world class amenities.'" Crain's Detroit Business, March 23, 2020.⁹

Pinho, Kirk. "Pandemic closures hit downtown Ann Arbor." Crain's Detroit Business, January 21, 2020.¹⁰

Pair, Jordyn. "Ann Arbor company launches program trading free rent for startup equity." MLive. January 24, 2022.¹¹

REJournals. "Oxford Companies brings breakfast restaurant to Ann Arbor." July 13, 2018

⁷ https://www.lucyannlance.com/audio/012422/a2y.mp3?fbclid=IwAR29y8BmLy-78rPkvQxWf-QGi1bSLcqLuy_KOij5gYAFJX1DatIsWJQkvs

⁸ <https://www.crainsdetroit.com/real-estate/growing-life-sciences-companies-face-space-crunch-detroit-ann-arbor-areas>

⁹ <https://www.crainsdetroit.com/sponsored-content/commercial-real-estate-firm-offers-college-town-charm-world-class-amenities>

¹⁰ <https://www.crainsdetroit.com/real-estate/pandemic-closures-hit-downtown-ann-arbor>

¹¹ <https://www.mlive.com/news/ann-arbor/2022/01/ann-arbor-company-launches-program-trading-free-rent-for-startup-equity.html>