



Market Trends:

Industrial

Opportunities for Tenants:

Changes in Leasing Conditions

Mexicali	4Q 2014	4Q 2015	4Q 2016	Annual Trend
Total Industrial Space Available (SF)	2.40 M	1.90 M	1.77 M	↓
Vacancy Rate (%)	10.45%	7.60%	6.79%	↓
Asking Lease Rates (Class A - US/SF/Month)	\$34-\$38	\$34-\$42	\$34-\$42	↔
Under Construction (SF)	0.45 M	0.23 M	0.49M	↑

Mexicali	4Q 2014	4Q 2015	4Q 2016	Annual Trend
Free Rent (Months)	3 - 6	3 - 6	1 - 2	↓
Tenant Improvement Allowance	2 - 3	2 -3	2 - 3	↔
Developer TI's amortization	Yes	Yes	Yes / Low	↓
Annual Rental Escalations	USCPI	USCPI	USCPI	↔

Major Industrial Transactions

Company Name	Type	Size
CCA Group	Lease	65,000 SF
Int. Supply Chain	Lease	37,242 SF
Barcel	Lease	37,119 SF
Panasonic	Lease	24,000 SF



How Can NAI Support Your 2017 Plan?

Mexico vs. Home Country Comparison Analysis | Total Occupancy Cost Comparison Analysis | Mexico Relocation | Site Selection | Valuation | Sale Lease Back | Lease Recast | Lease vs Purchase | Construction / Tenant Improvements