



### Market Trends:

Industrial

### Opportunities for Tenants:

Changes in Leasing Conditions

San Luis Potosí	1Q 2015	1Q 2016	1Q 2017	Annual Trend
Total Industrial Space Available (SF)	0.82 M	0.88 M	0.93 M	↗
Vacancy Rate (%)	10.00%	2.00%	4.28%	↘
Asking Lease Rates (Class A - US/SF/Month)	\$0.38	\$38-\$41	\$38-\$41	↔
Under Construction (SF)	0	132,824	492,462	↗

San Luis Potosí	1Q 2015	1Q 2016	1Q 2017	Annual Trend
Free Rent (Months)	1 - 2	1 - 3	1 - 2	↘
Tenant Improvement Allowance	2 - 3	2 - 3	2 - 3	↔
Developer TI's amortization	Yes	Yes	Yes	↔
Annual Rental Escalations	USCPI	USCPI	USCPI	↔

### Major Industrial Transactions

Company Name	Type	Size
Metalor	Lease	129,171 SF
Draexlmaier	Lease	46,690 SF
Yanfeng	Sale	244,039 SF
Minhua	Sale	215,285 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