



## Market Trends:

Industrial

## Opportunities for Tenants:

Changes in Leasing Conditions

Mexico City	1Q 2015	1Q 2016	1Q 2017	Annual Trend
Total Industrial Space Available (SF)	14.17 M	14.72 M	2.88 M	✓
Vacancy Rate (%)	5.00%	6.20%	3.37%	✓
Asking Lease Rates (Class A - US/SF/Month)	\$0.57	\$57-\$65	\$52-\$57	✓
Under Construction (SF)	3.50 M	3.00 M	2.78 M	✓

Mexico City	1Q 2015	1Q 2016	1Q 2017	Annual Trend
Free Rent (Months)	1	2	1 - 2	↔
Tenant Improvement Allowance	1 - 3	2 - 4	2 - 3	↔
Developer TI's amortization	No	No	No	↔
Annual Rental Escalations	USCPI	USCPI	USCPI	↔

## Major Industrial Transactions

Company Name	Type	Size
BF	Lease	360,000 SF
Pepsi	Lease	165,000 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