



## Market Trends:

Industrial

Guadalajara	1Q 2015	1Q 2016	1Q 2017	Annual Trend
Total Industrial Space Available (SF)	0.68 M	0.70 M	0.71 M	↑
Vacancy Rate (%)	5.40%	3.67%	3.35%	↓
Asking Lease Rates (Class A - US/SF/Month)	\$0.38	\$0.47	\$0.43-\$0.47	↔
Under Construction (SF)	405,000	1.3 M	0	↓

## Opportunities for Tenants:

Changes in Leasing Conditions

Guadalajara	1Q 2015	1Q 2016	1Q 2017	Annual Trend
Free Rent (Months)	1 - 3	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
Femsa	Lease	183,623 SF
Jabil	Lease	181,781 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