

### NAI Mexico Full Coverage



### Market Trends:

Industrial

Guanajuato	1Q 2015	1Q 2016	1Q 2017	Annual Trend
Total Industrial Space Available (SF)	0.50 M	2.02 M	2.33 M	✓
Vacancy Rate (%)	4.00%	4.00%	9.53%	✓
Asking Lease Rates (Class A - US/SF/Month)	\$39-\$44	\$39-\$44	\$39-\$44	↔
Under Construction (SF)	500,000	463,853	452,129	↑

### Opportunities for Tenants:

Changes in Leasing Conditions

Guanajuato	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
Bos Automotive	Lease	85,000 SF
Elastomix	Lease	53,304SF
UGN	Sale	279,960 SF
Nissen Chemic	Sale	279,332 SF
Summit Plastics	Sale	214,543 SF

See more information

### 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