



## Market Trends:

Industrial

## Opportunities for Tenants:

Changes in Leasing Conditions

| Cd. Juarez                                 | 1Q 2015     | 1Q 2016 | 1Q 2017     | Annual Trend |
|--|-------------|---------|-------------|--------------|
| Total Industrial Space Available (SF)      | 8.1 M       | 4.6 M   | 1.18 M      | ↓            |
| Vacancy Rate (%)                           | 13.00%      | 7.4%    | 1.87%       | ↓            |
| Asking Lease Rates (Class A - US/SF/Month) | \$.35-\$.39 | \$.36   | \$.36-\$.39 | ↔            |
| Under Construction (SF)                    | 0           | 1.89 M  | 266,264     | ↓            |

| Cd. Juarez                   | 1Q 2015 | 1Q 2016 | 1Q 2017 | Annual Trend |
|------------------------------|---------|---------|---------|--------------|
| Free Rent (Months)           | 2 - 4   | 2 - 4   | 1 - 2   | ↓            |
| Tenant Improvement Allowance | 2 - 4   | 2 - 4   | 2 - 3   | ↔            |
| Developer TI's amortization  | Low     | Low     | Low     | ↔            |
| Annual Rental Escalations    | USCPI   | USCPI   | USCPI   | ↔            |

## Major Industrial Transactions

| Company Name | Type  | Size      |
|--------------|-------|-----------|
| Boardman     | Lease | 40,000 SF |
| Syncreon     | Lease | 32,500 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