

NAI Mexico Full Coverage



Market Trends: Industrial

Monterrey	1Q 2015	1Q 2016	1Q 2017	Annual Trend
Total Industrial Space Available (SF)	7.16 M	8.95 M	2.08 M	↓
Vacancy Rate (%)	10.00%	8.94%	2.11%	↓
Asking Lease Rates (Class A - US/SF/Month)	\$.35-\$.38	\$.35-\$.38	\$.40-\$.43	↑
Under Construction (SF)	1.43 M	2.23 M	767,902	↓

Opportunities for Tenants: Changes in Leasing Conditions

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

Major Industrial Transactions

Company Name	Type	Size
Liverpool	Lease	107,710 SF
Gbox	Lease	85,000 SF
Spirol	Lease	43,466 SF
Brembo	Sale	236,808 SF
Nifco	Sale	77,242 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