

### NAI Mexico Full Coverage



## Market Trends:

### Industrial

Mexico City	2Q 2015	2Q 2016	2Q 2017	Annual Trend
Total Industrial Space Available (SF)	14.17 M	14.72 M	14.95 M	⬆
Vacancy Rate (%)	5.00%	6.20%	3.60%	⬆
Asking Lease Rates (Class A - US/SF/Month)	\$0.57	\$57-\$65	\$52-\$57	⬆
Under Construction (SF)	3.50 M	3.00 M	2.66 M	⬆

## Opportunities for Tenants:

### Changes in Leasing Conditions

Mexico City	2Q 2015	2Q 2016	2Q 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
Elektra	Lease	705,860 SF
Liverpool	Lease	566,939 SF
Mexflex	Lease	268,021 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