



Market Trends:

Industrial

Opportunities for Tenants:

Changes in Leasing Conditions

Cd. Juarez	2Q 2016	2Q 2017	2Q 2018	Annual Trend
Total Industrial Space Available (SF)	5.28	4.55 M	2.29 M	↓
Vacancy Rate (%)	8.44%	7.20%	3.82%	↓
Asking Lease Rates (Class A - US/SF/Month)	\$0.32	\$36-\$39	\$36-\$39	↔
Under Construction (SF)	417,170	337,084	524,613	↑

Cd. Juarez	2Q 2016	2Q 2017	2Q 2018	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
Sumitomo	Lease	260,000 SF
NAPS	Lease	90,000 SF
Centric	Lease	122,000 SF
Polygroup	Sale	130,000 SF
Coficab	Sale	172,000 SF

How Can NAI Support Your 2018 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