



Market Trends: Industrial

Cd. Juarez	3Q 2016	3Q 2017	3Q 2018	Annual Trend
Total Industrial Space Available (SF)	5.28	4.55 M	1.82 M	⬇
Vacancy Rate (%)	8.44%	7.20%	3.05%	⬇
Asking Lease Rates (Class A - US/SF/Month)	\$0.32	\$0.36-\$0.39	\$0.38-\$0.41	⬆
Under Construction (SF)	417,170	337,084	524,613	⬆

Opportunities for Tenants: Changes in Leasing Conditions

Cd. Juarez	3Q 2016	3Q 2017	3Q 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
PRK	Lease	200,000 SF
Pearl Leather	Lease	150,000 SF
Yazaki	Lease	121,000 SF
Align Technology	Sale	110,000 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