

NAI Mexico Full Coverage



Market Trends: Industrial

Matamoros	3Q 2016	3Q 2017	3Q 2018	Annual Trend
Total Industrial Space Available (SF)	1.48 M	1.47 M	1.65 M	↑
Vacancy Rate (%)	8.50%	7.89%	8.50%	↑
Asking Lease Rates (Class A - US/SF/Month)	\$.36-\$.46	\$.36-\$.40	\$.36-\$.40	↔
Under Construction (SF)	0	0	0	↔

Opportunities for Tenants: Changes in Leasing Conditions

Matamoros	3Q 2016	3Q 2017	3Q 2018	Annual Trend
Free Rent (Months)	1 - 2	1 - 2	1 - 2	↔
Tenant Improvement Allowance	1	1	1 - 3	↑
Developer TI's amortization	Yes	Yes	Yes	↔
Annual Rental Escalations	USCPI	USCPI	USCPI	↔

Major Industrial Transactions

Company Name	Type	Size
Tyco	Lease	150,000 SF
Merit	Lease	111,000 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