



Market Trends:

Industrial

Opportunities for Tenants:

Changes in Leasing Conditions

Mexicali	3Q 2016	3Q 2016	3Q 2018	Annual Trend
Total Industrial Space Available (SF)	2.64 M	1.79 M	1.97 M	✓
Vacancy Rate (%)	11.47%	6.80%	7.20%	✓
Asking Lease Rates (Class A - US/SF/Month)	\$.34-\$.42	\$.34-\$.42	\$.34-\$.40	✓
Under Construction (SF)	646,000	420,000	434,000	✓

Mexicali	3Q 2016	3Q 2016	3Q 2018	Annual Trend
Free Rent (Months)	2 - 4	2 - 4	1 - 2	✓
Tenant Improvement Allowance	2 - 4	2 - 4	1 - 3	✓
Developer TI's amortization	Yes	Yes	Low	✓
Annual Rental Escalations	USCPI	USCPI	USCPI	↔

Major Industrial Transactions

Company Name	Type	Size
Castle Metals	Lease	23,250 SF
Panasonic	Lease	37,114 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