



Market Trends:

Industrial

Opportunities for Tenants:

Changes in Leasing Conditions

Mexico City	3Q 2016	3Q 2017	3Q 2018	Annual Trend
Total Industrial Space Available (SF)	14.72 M	14.95 M	1.90 M	✓
Vacancy Rate (%)	6.20%	3.60%	2.96%	✓
Asking Lease Rates (Class A - US/SF/Month)	\$.57-\$.65	\$.52-\$.57	\$.52-\$.57	↔
Under Construction (SF)	3.00 M	2.66 M	2.15 M	✓

Mexico City	3Q 2016	3Q 2017	3Q 2018	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
NSD	Lease	180,000 SF
DHL	Lease	161,000 SF
Federal Mogul	Lease	144,000 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