

### NAI Mexico Full Coverage



### Market Trends:

Industrial

Reynosa	3Q 2016	3Q 2017	3Q 2018	Annual Trend
Total Industrial Space Available (SF)	3.33 M	1.86 M	0.88 M	✓
Vacancy Rate (%)	10.02%	5.81%	2.64%	✓
Asking Lease Rates (Class A - US/SF/Month)	\$.38-\$.44	\$.41-\$.44	\$.41-\$.44	↔
Under Construction (SF)	0	0	116,939	↑

### Opportunities for Tenants:

Changes in Leasing Conditions

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

### Major Industrial Transactions

Company Name	Type	Size
BBB	Lease	412,000 SF
Masterbrand	Lease	144,000 SF
WIC	Lease	50,000 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