



1Q'16 Mexicali B.C. Industrial Market Overview



Market Trends - Industrial

Mexicali	1Q'14	1Q'15	1Q'16	Annual Trend
Total Industrial Space Available: (Million SF)	2.3	2.72	1.91	↓
Vacancy Rate: %	11.00%	11.80%	7.65%	↓
Asking Lease Rates Class "A": \$/SF/Month	\$.36-\$.40	\$.34-\$.42	\$.34-\$.42	↔
Under Construction (SF)	129,000	646,000	409,000	↓

Opportunities for Tenants: Changes in Leasing Conditions

Mexicali	1Q'14	1Q'15	1Q'16	Annual Trend
Free Rent (# Months)	2 - 3	1 - 2	1 - 2	↔
Retrofit time (# months)	2 - 3	1 - 2	1 - 3	↔
Tenant Allowance Improvement	Yes	Low	Low	↔
Moving Allowance	No	No	No	↔

NAI Client Services

- Tenant Representation
- Lease Recast
- Lease vs Purchase
- Sale Lease Back
- Valuation
- Site Selection
- Mexico Relocation

Specialized NAI Tools to Lower Your Current Operating Expenses

- Mexico Multi - Market Comparison
- Mexico vs Home Market Comparison
- Lease Audit / recast Assessment
- Facilities Audit

1Q'16 Major Industrial Transactions

Company Name	Type	Size
Intuitive Surgical	Lease	48,356 s.f.
Fevisa	Lease	80,000 s.f.
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Bldv. Agua Caliente #10611-PB
Edificio Centura, Tijuana B.C., Mex. 22410
MX +52 (664) 971. 0333 / US (619) 690. 3029
www.naimexico.com