



Market Trends:

Industrial

Opportunities for Tenants:

Changes in Leasing Conditions

Cd. Juarez	2Q 2015	2Q 2016	2Q 2017	Annual Trend
Total Industrial Space Available (SF)	5.50	5.28	4.55 M	▼
Vacancy Rate (%)	8.84%	8.44%	7.20%	▼
Asking Lease Rates (Class A - US/SF/Month)	\$0.32	\$0.32	\$0.36-\$0.39	▲
Under Construction (SF)	0	417,170	337,084	▼

Cd. Juarez	2Q 2015	2Q 2016	2Q 2017	Annual Trend
Free Rent (Months)	2 - 4	2 - 4	1 - 2	▼
Tenant Improvement Allowance	2 - 4	2 - 4	2 - 3	◀▶
Developer TI's amortization	Low	Low	Low	◀▶
Annual Rental Escalations	USCPI	USCPI	USCPI	◀▶

Major Industrial Transactions

Company Name	Type	Size
Emo Logistic	Lease	121,040 SF
Invertec	Lease	86,000 SF
Harman	Lease	71,000 SF



How Can NAI Support Your 2017 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