



Market Trends:

Industrial

Opportunities for Tenants:

Changes in Leasing Conditions

Cd. Juarez	3Q 2015	3Q 2016	3Q 2017	Annual Trend
Total Industrial Space Available (SF)	5.66 M	5.72 M	1.60 M	↓
Vacancy Rate (%)	9.21%	9.08%	2.53%	↓
Asking Lease Rates (Class A - US/SF/Month)	\$0.32	\$0.32	\$0.36-\$0.39	↑
Under Construction (SF)	623,914	286,279	840,298	↑

Cd. Juarez	3Q 2015	3Q 2016	3Q 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
Tianhai Electric	Lease	106,000 SF
Ceva Logistic	Lease	51,863 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