

### NAI Mexico Full Coverage



### Market Trends:

Industrial

Matamoros	2Q 2016	2Q 2017	2Q 2018	Annual Trend
Total Industrial Space Available (SF)	1.48 M	1.47 M	1.50 M	↘
Vacancy Rate (%)	8.50%	7.89%	7.73%	↘
Asking Lease Rates (Class A - US/SF/Month)	\$36-\$46	\$36-\$40	\$36-\$40	↔
Under Construction (SF)	0	0	150,000	↔

### Opportunities for Tenants:

Changes in Leasing Conditions

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

### Major Industrial Transactions

Company Name	Type	Size

## 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