



NAI Mexico Full Coverage



Market Trends: Industrial

Reynosa	2Q 2016	2Q 2017	2Q 2018	Annual Trend
Total Industrial Space Available (SF)	3.33 M	1.86 M	1.12 M	✓
Vacancy Rate (%)	10.02%	5.81%	3.33%	✓
Asking Lease Rates (Class A - US/SF/Month)	\$38-\$44	\$41-\$44	\$41-\$44	↔
Under Construction (SF)	0	0	116,000	↑

Opportunities for Tenants: Changes in Leasing Conditions

Reynosa	2Q 2016	2Q 2017	2Q 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	119,000 SF
Delphi	Lease	214,000 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