



Ciudad Juárez Industrial Market

Availability Dropping, Construction Rising

With low availability across the border, Ciudad Juárez has become a point of focus given its vast land reserve. The city has more than 1.6 million square feet in development projected for the next 2 years. Juárez has a great infrastructure benefit with 5 border bridges and a direct connection in El Paso. The low availability has given prices an increase that has not been seen in recent months, with options reaching \$0.75 USD per SF in BTS and \$0.60 in previously occupied options.

The largest land reserve is located in the south of the city, an area that continues with the largest movement of buildings. The main benefit of this area is the quick accessibility to the commercial bridge and the Juarez international airport. The 3 submarkets in this area (South, Southeast and Southwest) enjoy the greatest availability of land for Build-To-Suit and speculative construction, with which we will see a continuation of the "pre-leasing".

Condiciones Actuales

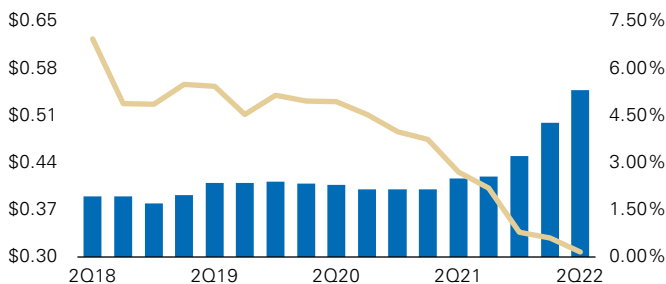
- Class A spaces have averaged their prices close to \$0.65 dollars per square feet, a historical point, given the low availability
- With most of the new developments in the Southeast submarket, 80% of this quarter's absorption focused on this area.
- All construction in the city is concentrated in the southern zone, with 10 projects currently underway.

Market Summary

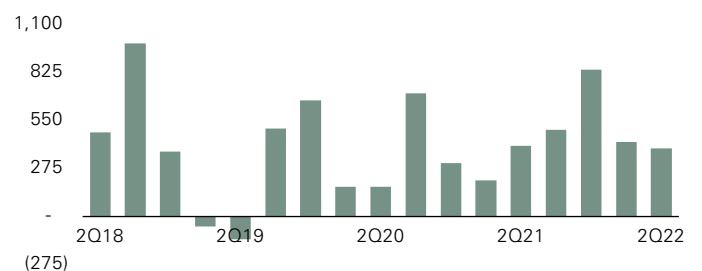
	Current Quarter	Prior Quarter	Year Ago Period	12 Month Forecast
Total Inventory (SF)	75.1M	73.2M	70M	↑
Vacancy Rate	0.2%	0.6%	1.4%	↑
Quarter Net Absorption (SF)	391,289	428,328	1.3M	→
Avg. Asking Rent (USD/SF/Year)	\$0.55	\$0.50	\$0.40	↑
Under Construction (SF)	1.3M	919,538	997,577	→

Market Analysis

AVG. ASKING RENT VS VACANCY RATE



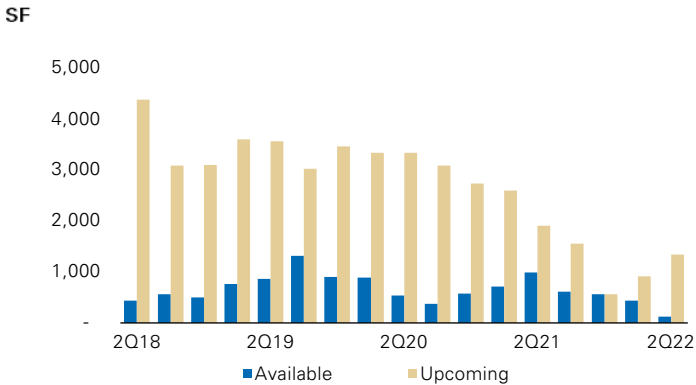
NET ABSORPTION



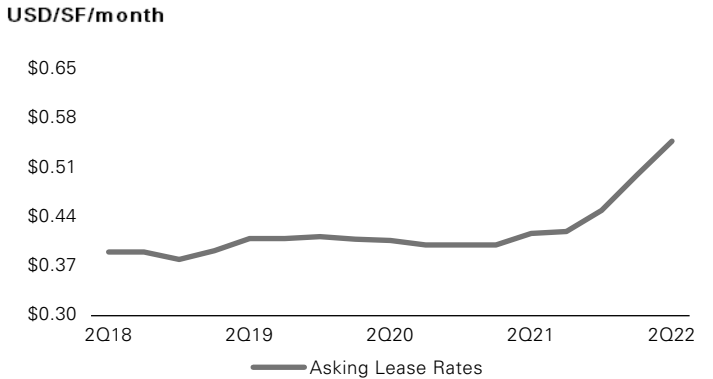
Submarket Stats					
	Total Inventory (SF)	Under Construction (SF)	Available Space (SF)	Total Vacancy Rate	Average Asking Rates (USD/SF/month)
Central	9.4M	0	0	0.0%	\$0.00
Norte	6.8M	0	0	0.0%	\$0.00
Oriente	5.4M	0	0	0.0%	\$0.00
Poniente	9.7M	0	56,231	0.6%	\$0.00
San Jeronimo	0.2M	0	0	0.0%	\$0.00
Sur	7.3M	300,000	64,734	0.9%	\$0.52
Sureste	25.4M	710,697	0	0.0%	\$0.59
Suroeste	10.9M	331,453	0	0.8%	\$0.49
Ciudad Juarez	75.1M	1.3M	120,965	0.2%	\$0.55

Main Operations				
Company/Building	Industrial Park	Submarket	Type	Square Feet
TECMA 1	Terrafina	Sureste	BTS	300,000
TECMA 2	Terrafina	Sureste	BTS	300,000
Vishay	VestaPark Las Torres	Sureste	Lease	115,000
Confidencial	VestaPark Las Torres	Sureste	Lease	105,000

Current and Future Availability 2018 - 2022



Asking Prices 2018 - 2022



For further information:

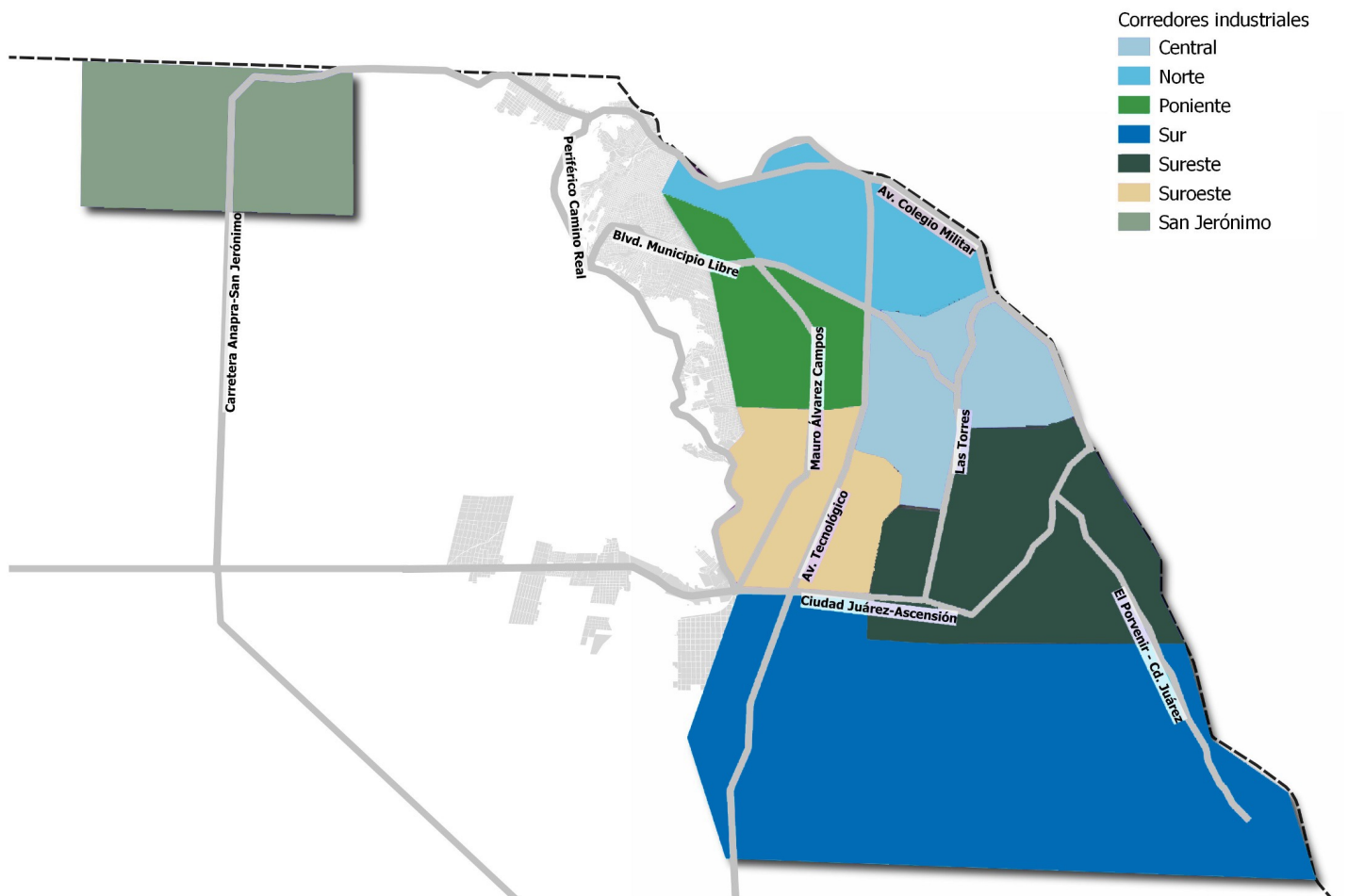
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