

LEASING AND VACANCY TRANSACTIONS - 2011

Northeast

- > Northeast submarket has characterized for being one of the oldest Industrial Areas in town. During 2011 only two Leasing Transactions take place in the Area; Rio Bravo Electricos vacated it's 74,150 s.f. facility owned by Bermudez Industrial Park while Ecopac expanded 5,000 s.f., on a Prologis owned property, however, during the 3Q Automotive Lighting announced it's 100,000 s.f. expansion and HML acquired the former 94,000 s.f. Foster building.

Southeast

- > Southeast Area, where the New Development is located finished 2010 year with the highest Leasing Activity in town continuing its tendency during the last years. Fifteen new leases accounting for a total of over 820,000 s.f. were signed by Lear, EP Logistics, Mentor Media, BMP Mexico, Tegrant, NAMS, Viasystems, Intercorpac, BRP, Master Precision, DHL and Custom Profile.
- > By the end of 2011 SE Market Vacancy totaled 427,573 s.f. compared to the 1,038,111 s.f. vacancy number of 2010. Companies vacating space were: EPIC, GE Healthcare, EPSON, Electrolux and Viasystems. All the above relocated within Juarez in order to grow, consolidate or downsizing large operations.
- > Compared to 2010 where the availability of New Industrial Speculative Construction reached 1.9 M s.f., at the end of 2011 the number decreased to 1.5 M s.f.
- > Additional activity in the SE Market included 514,000 s.f. of Lease Renewals and the purchase of the 146,000 s.f. Lexmark property by Invisalign.

Northwest

- > The oldest Industrial Area in Juarez, has characterized by its low activity in the past years. However, during 2011 totaled 368,763 s.f. of New Leases from Avery, Circuitos y Ensambls, RR Donnelley, ECI and Coplasco compared to the 86,703 s.f. leased in 2010.
- > As for its vacancy 460,000 s.f. of leased space was vacated by Avery, Mack Technologies and Elcoteq.
- > Additional activity in the SW Area includes: 418,421 s.f. of Lease Renewals, BM Mexico purchased the 142,225 s.f. Ediasa property, 3M purchased the 103,520 s.f. premises owned by LaSalle Investments and A.O. Smith acquired the 70,000 s.f. former Advance Transformers building.

SUBMARKETS AERIAL VIEW

Northeast



Southeast



Juarez Year-End Market Report

YEAR 2011

Cont.. LEASING AND VACANCY TRANSACTIONS - 2011

Southwest

- > Is the smallest industrial density market in town. In year 2011 SW Area registered no vacated properties and 260,000 s.f. of New Leased space from Mack Technologies, Eagle Ottawa and Amesbury, a positive increase from 2010 where only 60,000 s.f. were leased at this zone.

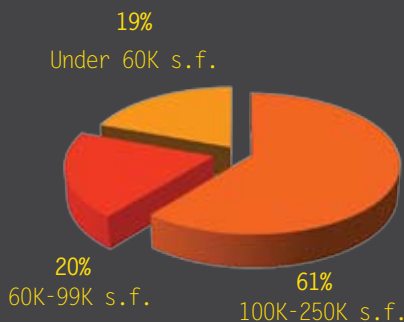
ADDITIONAL ACTIVITY AND RELEVANT TRANSACTIONS IN JUAREZ

- > New construction in 2011: 39,900 s.f. expansion from BMP Mexico, 100,000 s.f. expansion from Automotive Lighting and 160,000 s.f. BTS from RR Donnelley.
- > At least fourteen relevant lease renewals account for 933,271 s.f.
- > 2.19 M s.f. are available for sale in buildings ranging from 26,000 s.f to 290,000 s.f.
- > Market has an excess of 2nd Generation Buildings that are over 6 years-old. From the total 9.4 M s.f. available, only 2.89 M s.f. are Buildings with an A Classification and/or 6 years-old at the most.

MARKET FIGURES:

Market Size:	60 M s.f.
Availability:	9.4 M s.f. 108 buildings
Total Activity:	1,557,442 s.f. (New Leases, New Construction and Subleases)
Vacancy Rate:	16.0%

MARKET COMPOSITION SIZE RANGE / AVAILABLE BUILDINGS



SUBMARKETS AERIAL VIEW

Northwest



Southwest



Detailed transactions referred to in this document are available in our previous reports, e-mail us or contact us for additional information.