

## LEASING AND VACANCY TRANSACTIONS - 2012

### Northeast

- > Northeast submarket being one of the oldest Industrial Areas registered almost no activity during 2012. Three small properties were leased at the Bermudez Industrial Park for a total of 55,204 s.f. and one additional building was leased by Interceramic at Los Fuentes Industrial Park. The most relevant transaction was lead by BRP who purchased a property to convert it into an open-warehousing area.

### Southeast

- > Southeast Area: the New Development area continues its tendency of highest leasing activity in Juarez.
- Twenty one new leases were signed from January to December 2012 for a total of over 1.6 M s.f., almost double than the 820,000 s.f. registered in 2011.
- > By the end of 2011 427,573 s.f. were vacated, while by the end of 2012 three operations accounting for a total of 636,228 s.f. were shutdown. Welspun vacated the 485,999 s.f. building owned by Verde while Siemens left 110,229 s.f. building property of Intramerica.
- > In 2010 the availability of New Industrial Speculative Construction reached 1.9 M s.f., in 2011 that number decreased to 1.5 M s.f. and by the end of 2012 a total of 886,495 s.f. of new industrial specs remain available for lease.
- > New Specs largest spaces available are: 211,726 s.f. property of Axial, 158,805 s.f. owned by Ridge, 120,755 s.f. spec property of Verde and 90,673 s.f. owned by Intermex.

### Northwest

- > The oldest Industrial Area in Juarez, continues to be a low activity submarket. In 2012 only one new lease was engaged by EMMSA at the Gema Industrial Park, far from the 368,763 s.f. leased by the end of 2011.
- > The most relevant transaction in Northwest Area was the early termination of the Elcoteq-Philips lease on the 223,861 s.f. building acquired by Finsa in year 2011. Eaton left the 72,948 s.f. at the Fernandez Industrial Park and consolidated its operation on their other property at the North East Area.
- > Northwest submarket has 2.38 M s.f. of available space ranging from 228,269 s.f. to 19,905 s.f. ranked as B and C class.

## SUBMARKETS AERIAL VIEW

### Northeast



### Southeast



## Cont.. LEASING AND VACANCY TRANSACTIONS - 2012

### Southwest

> Considering it is the smallest industrial density market in town, it did very well repeating by consecutive year no vacancies. New leases in 2012 totalled 261,620 s.f. from Keytronic, Werner and Johnson Controls.

### ADDITIONAL ACTIVITY AND RELEVANT TRANSACTIONS IN JUAREZ

Except for small expansions, no new construction was performed during 2012. Approximately 35,000 s.f. were built.

At least eleven relevant lease renewals account for 983,500 s.f.

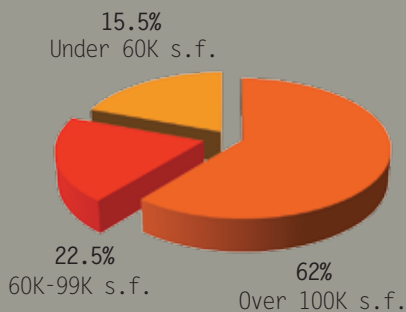
By December 2012, 1.48 M s.f. are available for sale in buildings ranging from 26,000 s.f to 290,000 s.f. By the end of 2011 2.19 M s.f. were available for sale.

Market has an excess of 2nd Generation Class B and C Buildings that are over 6 years-old. From the total 8.52 M s.f. available, only 1.39 M s.f. are Buildings with an A Class ranking and/or 6 years-old at the most.

### MARKET FIGURES:

Market Size:	60.1 M s.f.
Availability:	8.52 M s.f. 91 buildings
Total Activity:	2'097,157 s.f. (New Leases, New Construction and Subleases)
Vacancy Rate:	14.1%

### 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.