

2007 COMPARATIVE STATISTICS OF INDUSTRIAL & OFFICE REAL ESTATE MARKETS

JUAREZ, MEXICO: INDUSTRIAL

THE SOCIETY OF INDUSTRIAL & OFFICE REALTORS - SIOR



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INVENTORY DATA

Inventory sf

Total 2005	57,025,000
Vacant 2005	4,436,000
Occupied 2005	52,589,000
Total 2006	59,057,685
Vacant 2006	4,134,038
Occupied 2006	54,923,647
Net Absorption 2006	2,334,647
Vacancy Rate 2006	7.0%
Construction 2006	2,032,685

Site Prices \$/sf

Improved Sites

Less than 2 acres	\$ 4.50 - 5.75
2 to 5 acres	\$ 4.50 - 5.50
5 to 10 acres	\$ 4.00 - 5.00
More than 10 acres	\$ 3.50 - 4.50

Unimproved Sites

Less than 10 acres	\$ 2.00
10 to 100 acres	\$ 1.50
More than 100 acres	\$ 1.25

	Sales Prices \$/sf	Lease Prices \$/sf	Construction \$/sf	Vacancy Indicators
Less than 5,000 sf	\$ 37.00-40.00	\$ 6.00	\$ 44.00-50.00	Substantial Shortage
5,000 to 19,999 sf	\$ 36.00-37.00	\$ 5.00-5.75	\$ 40.00-44.00	Substantial Shortage
20,000 to 39,999 sf	\$ 35.00-36.00	\$ 4.85-5.25	\$ 36.00-40.00	Moderate Shortage
40,000 to 59,999 sf	\$ 33.00-34.00	\$ 4.85-5.25	\$ 34.00-36.00	Moderate Shortage
60,000 to 99,999 sf	\$ 31.00-34.00	\$ 4.85-5.25	\$ 30.00-34.00	Moderate Shortage
100,000 to 250,000 sf	\$ 29.00-34.00	\$ 4.85-5.25	\$ 30.00-32.00	Moderate Shortage
250,000 sf or more	\$ 28.00-34.00	\$ 4.85-5.25	\$ 30.00-32.00	Substantial Shortage

Warehouse & Factories

Real Estate Taxes	\$.10 - .15
Insurance (Fire & Liability)	\$.15
Structural & Roof Maintenance	\$.05
Common Area Maintenance	\$.10 - .25

Prime Source Financing:
 U.S. Banks with guaranteed leases

Mortgage Money Supply:
 Moderate

2006 Review:

In the first nine (9) months of 2006, more than 4.6 million sq. ft. was leased or purchased. This absorbed most of the 2.032 million sq. ft. of new construction and dropped vacancy down to 7%. Electrolux built a new 800 KSF for washers and dryers by their new 1.8 million sq. ft. refrigerator plant. Protrans 76K, Bombardier 437 K, EDM 100K, Inventec 205K, Cardinal Health 150K, Ryder 175 K, Contec 100 KSF were some of the major transactions.

2007 Forecast

Juarez will continue boom through 2007 and beyond. Companies have been manufacturing in Mexico for years and are very comfortable with the high quality, lower cost, and close proximity neighbor to the South. U.S. and International companies and suppliers will continue the expansion.