

SITE Selection / NAI Industrial Location Index

*100,000 SF Light Industrial Manufacturing Facility: a. 10% Office b. 2,500 KVA Electrical c. Block and Metal or Concrete Tilt Construction d. Standard Facility-Normal Operating Condition	REAL ESTATE					LABOR		TRANSPORTATION		
	*Industrial Facility Lease Rate: Low-High (\$/SF/NNN/Annual)	*Industrial Facility Construction Cost Shell: Low-High (\$/SF)	Industrial Park Land Cost: Low-High (\$/Acre)	Number of Available Industrial Facilities >100,000 SF	Industrial Vacancy Rate: (%)	Unemployment Rate: (%)	Average Production Line Salary with Benefits: Unskilled/Skilled (\$/Hour)	Rail Served Industrial Areas (%)	Distance to Closest Commercial Seaport (Miles)	Average Full Trailer (\$/Mile)
CANADA										
Calgary	3.00 - 5.50	32.00 - 45.00	100,000 - 250,000	2	3.25	6.0	10.00/16.00	> 30	600	1.00
Edmonton	3.75 - 7.00	40.00 - 55.00	75,000 - 225,000	3	4.0 - 5.0	3.0	21.13	N/A	507	1.06
Montréal	3.00 - 5.00	30.00 - 40.00	95,000 - 150,000	4	7.6	9.5	11.00/18.00	> 30	Port City	1.00
Ottawa	4.13 - 6.00	60.00 - 82.50	45,000 - 150,000	0	3.9	7.4	N/A	N/A	120	2.25
Toronto	3.00 - 6.50	40.00 - 70.00	100,000 - 500,000	13	4.5	7.5	12.00/18.00	> 30	Port City	1.00 - 1.50
Vancouver	3.50 - 5.50	35.00 - 45.00	100,000 - 350,000	2	2.5	7.4	12.00/18.00	> 30	Port City	1.00
U.S.A.										
Atlanta	2.70 - 3.25	24.00 - 28.00	80,000 - 135,000	141	15.8	5.2	10.00/12.75	25	252	1.75
Buffalo/Niagara Falls	3.50 - 6.00	20.00 - 40.00	30,000 - 100,000	12	7.0	5.0	8.38/17.51	40	Port City	N/A
Baltimore	3.00 - 10.00	25.00 - 45.00	100,000 - 500,000	61	14.0	4.7	13.67/23.90	20	Port City	1.20 - 1.70
Chicago	3.25 - 4.25	30.00 - 35.00	108,900 - 304,920	366	11.0	6.7	7.70/16.02	26	800	1.35
Cleveland	2.52 - 4.56	30.00 - 40.00	70,000 - 150,000	110	11.5	5.9	10.86/18.34	N/A	Port City	N/A
Dallas	2.50 - 3.50	22.00 - 30.00	65,000 - 150,000	150+	12.6	6.2	9.39/15.31	45	250	3.00 - 5.00
Denver	6.50 - 7.50	40.00 - 60.00	76,230 - 217,800	20	8.8	5.5	13.25 /24.74	20	1,100	1.35 - 1.40
Detroit	2.50 - 7.00	30.00 - 50.00	130,680 - 304,920	150	10.0	7.1	11.00/32.00	10	10	1.15
Houston	1.80 - 5.40	25.00 - 35.00	65,340 - 217,800	82	12.0	6.7	12.27/23.23	15	Port City	1.50
Los Angeles†	5.40 - 5.76	23.50 - 24.00	524,250 - 1,633,200	103	5.3	6.1	8.95/21.11	9	27	N/A
Memphis	2.00 - 3.15	27.00 - 32.00	65,000 - 95,000	56	19.5	6.3	11.58/16.10	15	729 river miles	3.70
Miami	2.64 - 6.60	48.00 - 57.00	225,000 - 750,000	30	10	6.7	8.00/28.00	12	Port City	2.82
New Orleans	1.92 - 4.50	20.00 - 30.00	108,900 - 435,600	5	8.5	5.0	8.95/17.46	50	Port City	1.50
New York	8.50 - 11.00	50.00 - 60.00	750,000 - 1,000,000	15	4.5	5.0	7.60/17.00	< 10	Port City	1.13
Newark	2.40 - 4.80	40.00 - 50.00	150,000 - 300,000	4	4.0	6.1	9.10/18.20	40	Port City	1.75
Philadelphia	1.00 - 12.00	40.00 - 70.00	40,000 - 85,000	151	14.6	5.4	9.10/18.20	7	Port City	N/A
Phoenix	2.40 - 6.60	35.00 - 45.00	119,790 - 304,920	30	12.5	5.7	8.95/18.35	3	450	N/A
San Francisco	6.60 - 10.80	60.00 - 90.00	N/A	1	5.9	5.2	10.79/19.02	10	Port City	4.00 - 5.00
Seattle	4.20 - 5.40	35.00 - 50.00	196,000 - 784,000	34	10.1	6.8	9.89/14.67	5	Port City	1.55
St. Louis	3.00 - 5.40	30.00 - 40.00	110,000 - 150,000	12	8.9	5.9	14.00/18.00	5	350; 5 miles to Mississippi River	2.25
MEXICO										
Guadalajara	5.04 - 5.52	18.00 - 27.00	160,000 - 400,000	4	10.0	3.0	1.75/2.50	10	160	1.05
Juarez	3.72 - 5.40	20.00 - 25.00	150,000 - 205,000	12	8.5	1.2	2.00/2.70	0	800	1.00
Matamoros	4.20 - 6.24	20.00 - 22.00	69,000 - 90,000	3	10.0	8.0	1.10/1.90	40	20	0.90 - 1.10
Mexicali	2.88 - 5.04	18.00 - 22.00	97,123 - 283,277	5	9.0	4.0	1.80/2.55	40	180	1.00
Mexico City	3.24 - 6.84	12.10 - 22.50	158,000 - 1,619,125	200	25.0	7.5	1.25/2.00	5	262	1.75
Monterrey	3.60 - 6.60	18.00 - 22.00	89,030 - 485,618	8	4.0	2.2	1.70/2.55	30	360	1.00
Nuevo Laredo	4.20 - 6.48	20.00 - 22.00	73,000 - 90,000	2	11.0	8.0	1.00/1.75	60	235	0.90 - 1.10
Reynosa	4.20 - 6.48	20.00 - 22.00	77,000 - 105,000	3	8.0	4.0	1.00/1.50	50	82	0.90 - 1.10
Tijuana	2.88 - 5.40	18.00 - 22.00	161,872 - 404,682	10	7.0	7.0	1.90/2.65	10	60	1.05

FOOTNOTES & COMMENTS:

All costs are reflected in U.S.\$ amounts.

This index is intended to provide a snapshot look at relative costs and rates across North America's key industrial markets. The creators of the index realize that actual costs and rates associated with specific manufacturing facilities will vary widely, given the many variables that play from industry to industry and facility to facility.

With that in mind, several assumptions have been built into the model in order to standardize index content from market to market and category to category as much as possible. The real estate categories assume a 100,000-SF (9,290-SM) light manufacturing facility, 10 percent of which is office space, and block-and-metal or concrete tilt construction. The average full trailer transportation category on the far right assumes a 500-mile (805 km.) journey.

Future versions of this index will feature utility rates. Beginning with the September 2004 ver-

sion, this space will feature third-party commentary on trends the index reveals from Linneman Associates, a real estate strategy and economic consulting firm (www.linnemanassociates.com).

Do you require additional market information and analysis? Please direct inquiries to: naustrialindex@naidirect.com.

† The information for Los Angeles is limited to Los Angeles County. However, the Greater Los Angeles Marketplace includes Orange, San Bernardino and Riverside (Inland Empire), Ventura and Southern Kern Counties. Expanded market information is available from NAI Capital Commercial by contacting (800) 468-2618.

A version of this Index appears at www.siteselection.com and www.naidirect.com

Sources: Site Selection Magazine and NAI.