

GLOBAL SPOTLIGHT

São Paulo, Brazil



São Paulo is one of the most important financial centers in Latin America.

- With an economic infrastructure that was established over a century ago, the city has an integrated industrial base, a network of services linked to the main world centers and extensive resources for information, leisure and culture.
- Many multi-national companies have their national or continental headquarters in São Paulo, and the city provides the headquarters for more German and American companies than any other single city outside Germany and The United States.
- As of late 2006, there were approximately 21 million square feet of Class A & A+ office space in the city, with a vacancy rate of 17%. Demand remains strong for high quality office buildings.
- During the first half of 2006, the absorption of available areas achieved the highest levels since 2001, consolidating the position of São Paulo as an attractive city for construction companies and developers seeking to invest in commercial buildings.
- In the city of São Paulo, the industrial market is focusing on Storage and Distribution Centers, as well as light manufacturing. Most of these industries are migrating to newly built industrial parks with very low vacancy rates. New development has been concentrating in areas designed and developed for industrial uses and along the main highways on the city borders.

For further information on doing business in this market, please contact David Berger, Managing Director, Latin America, by email at dberger@naiglobal.com or call + 1 305.374.4017.

São Paulo At A Glance

Population	11,016,703 (2006 est.)
Location	Capital of the state of São Paulo in southeastern Brazil
GDP	\$620.7 billion (2006 est.)
Inflation	4.2% (2006 est.)
Interest	13% Banco Central Do Brasil Benchmark Bond
Unemployment	9.6% (2006 est.)

Property	Rent/SF/Year		Effective Avg.
	Low	High	
City Centre Office Class A (Prime)	\$23.00	\$31.00	\$27.00
Suburban Office Class A (Prime)	\$21.00	\$33.00	\$25.00
Industrial Bulk Warehouse	\$6.00	\$10.00	\$8.00
Retail Downtown	\$15.00	\$36.00	\$26.00

NAI has 5 offices in Brazil:

- São Paulo
- Campinas
- Curitiba
- Porto Alegre
- Rio de Janeiro

About NAI Global:

NAI Global is one of the world's leading providers of commercial real estate services. We bring together people and resources wherever needed to deliver outstanding results for our clients.

At A Glance

350	Offices
45	Countries
5,000	Professionals
\$40 billion	Annual Transaction Volume
200	MSF of Property Management

For more information about NAI Global please visit www.naiglobal.com or call 609.945.4000



Commercial Real Estate Services, Worldwide.

Build on the power of our network.™