



Market Trends: Industrial

Guadalajara	2Q 2016	2Q 2017	2Q 2018	Annual Trend
Total Industrial Space Available (SF)	2.07	0.57 M	1.35 M	✓
Vacancy Rate (%)	4.58%	2.67%	2.77%	✓
Asking Lease Rates (Class A - US/SF/Month)	\$0.47	\$.43-\$.47	\$.43-\$.47	↔
Under Construction (SF)	1.1 MM	152,988	115,013	✓

Opportunities for Tenants: Changes in Leasing Conditions

Guadalajara	2Q 2016	2Q 2017	2Q 2018	Annual Trend
Free Rent (Months)	1 - 3	1 - 3	1 - 2	✓
Tenant Improvement Allowance	2 - 3	2 - 3	2 - 3	↔
Developer TI's amortization	Yes	Yes	Yes	↔
Annual Rental Escalations	USCPI	USCPI	USCPI	↔

Major Industrial Transactions

Company Name	Type	Size
Axionlog	Lease	59,202 SF
Nasu	Lease	55,337 SF
K+N	Lease	115,000 SF

How Can NAI Support Your 2018 Plan?

Mexico vs. Home Country Comparison Analysis | Total Occupancy Cost Comparison Analysis | Mexico Relocation | Site Selection | Valuation | Sale Lease Back | Lease Recast | Lease vs Purchase | Construction / Tenant Improvements