



### Market Trends:

Industrial

Queretaro	2Q 2016	2Q 2017	2Q 2018	Annual Trend
Total Industrial Space Available (SF)	3.99	5.39 M	2.99 M	↘
Vacancy Rate (%)	6.86%	20.83%	9.03%	↘
Asking Lease Rates (Class A - US/SF/Month)	\$41-\$46	\$38-\$42	\$40-\$44	↘
Under Construction (SF)	1.13 M	0	827,820	↘

### Opportunities for Tenants:

Changes in Leasing Conditions

Queretaro	2Q 2016	2Q 2017	2Q 2018	Annual Trend
Free Rent (Months)	1 - 3	1 - 3	1 - 3	↔
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
IACNA	Lease	350,000 SF
CEVA	Lease	170,000 SF
Binex	Lease	112,000 SF
Accument	Sale	182,000 SF
Ball	Sale	274,000 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