



Market Trends: Industrial

Tijuana	3Q 2016	3Q 2017	3Q 2018	Annual Trend
Total Industrial Space Available (SF)	3.16 M	2.54 M	1.74 M	↘
Vacancy Rate (%)	4.85%	3.69%	2.42%	↘
Asking Lease Rates (Class A - US/SF/Month)	\$44-\$46	\$44-\$46	\$44-\$46	↔
Under Construction (SF)	750,258	950,653	1.29 M	↗

Opportunities for Tenants: Changes in Leasing Conditions

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

Major Industrial Transactions

Company Name	Type	Size
KW	Lease	112,000 SF
Jacuzzi	Lease	132,100 SF
XB Fullfilment	Lease	160,000 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