



## Market Trends

### Industrial

SALTILLO	2Q 2017	2Q 2018	2Q 2019	Annual Trend
Total Industrial Space Available (SF)	1.44 M	1.67 M	2.38 M	↑
Vacancy Rate (%)	3.37%	4.44%	6.32%	↑
Asking Lease Rates (Class A - US/SF/Month)	\$.36-\$.40	\$.39-\$.44	\$.39-\$.44	↔
Under Construction (SF)	0.55 M	0.39 M	56,000	↓

## Opportunities for Tenants

### Changes in Leasing Conditions

SALTILLO	2Q 2017	2Q 2018	2Q 2019	Annual Trend
Free Rent (Months)	1	1	1	↔
Tenant Improvement Allowance	1 - 3	1 - 3	1 - 3	↔
Developer TI's Amortization	Low	Low	Low	↔
Annual Rental Escalations	USCPI	USCPI	USCPI	↔

## Major Industrial Transactions

COMPANY NAME	Type	Size
Eberspascher	Lease	161,000 SF
Fori	Lease	92,000 SF

### NAI Mexico Full Coverage



### How Can NAI Support Your 2019 Plan?