



4Q'
2018

Industrial Market Overview

Market Trends

Industrial

CIUDAD JUAREZ	4Q 2016	4Q 2017	4Q 2018	Annual Trend
Total Industrial Space Available (SF)	1.22 M	1.85 M	1.80 M	<>
Vacancy Rate (%)	1.94%	2.93%	3.01%	>
Asking Lease Rates (Class A - US/SF/Month)	\$.36-\$.39	\$.36-\$.39	\$.38-\$.41	>
Under Construction (SF)	266,264	774,182	594,667	>

Opportunities for Tenants

Changes in Leasing Conditions

CIUDAD JUAREZ	4Q 2016	4Q 2017	4Q 2018	Annual Trend
Free Rent (Months)	2 - 4	2 - 4	2 - 4	<>
Tenant Improvement Allowance	2 - 4	2 - 4	2 - 4	<>
Developer TI's Amortization	Low	Low	Low	<>
Annual Rental Escalations	USCPI	USCPI	USCPI	<>

Major Industrial Transactions

COMPANY NAME	Type	Size
Basic Logistica	Lease	227,000 SF
Foxxcon	Lease	210,000 SF
Tecna	Lease	164,000 SF

NAI Mexico Full Coverage



MX +52 (664) 971 0333
 US +1 (619) 690 3029
www.naimexico.com

How Can NAI Support Your 2019 Plan?

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