

4Q' 2018

Industrial Market Overview



Monterrey

Market Trends

Industrial

MONTERREY	4Q 2016	4Q 2017	4Q 2018	Annual Trend
Total Industrial Space Available (SF)	5.91 M	4.15 M	7.02 M	↑
Vacancy Rate (%)	5.97%	4.19%	6.40%	↑
Asking Lease Rates (Class A - US/SF/Month)	\$.40-\$.43	\$.40-\$.43	\$.40-\$.43	↔
Under Construction (SF)	2.38 M	1.79 M	1.56 M	↓

Opportunities for Tenants

Changes in Leasing Conditions

MONTERREY	4Q 2016	4Q 2017	4Q 2018	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
Whirlpool	Lease	580,000 SF
Cuprum	Lease	193,000 SF
De Acero	Lease	164,000 SF

NAI Mexico Full Coverage



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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