

# 4Q' 2018

## Industrial Market Overview



# Queretaro

## Market Trends

### Industrial

QUERETARO	4Q 2016	4Q 2017	4Q 2018	Annual Trend
Total Industrial Space Available (SF)	4.00 M	3.30 M	3.41 M	↔
Vacancy Rate (%)	6.80%	12.76%	10.30%	↓
Asking Lease Rates (Class A - US/SF/Month)	\$.41-\$.46	\$.40-\$.44	\$.40-\$.44	↔
Under Construction (SF)	822,940	449,661	229,932	↓

## Opportunities for Tenants

### Changes in Leasing Conditions

QUERETARO	4Q 2016	4Q 2017	4Q 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	Low	Low	Low	↔
Annual Rental Escalations	USCPI	USCPI	USCPI	↔

## Major Industrial Transactions

COMPANY NAME	Type	Size
ClaytonHorn	Lease	150,000 SF
Ryder	Lease	143,000 SF
Harman	Lease	117,000 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