



4Q' 2018

Industrial Market Overview

Market Trends

Industrial

REYNOSA	4Q 2016	4Q 2017	4Q 2018	Annual Trend
Total Industrial Space Available (SF)	3.33 M	1.52 M	0.78 M	↓
Vacancy Rate (%)	10.02%	4.92%	2.32%	↓
Asking Lease Rates (Class A - US/SF/Month)	\$.38-\$.44	\$.41-\$.44	\$.41-\$.44	↔
Under Construction (SF)	0	0	116,939	↑

Opportunities for Tenants

Changes in Leasing Conditions

REYNOSA	4Q 2016	4Q 2017	4Q 2018	Annual Trend
Free Rent (Months)	1 - 2	1 - 2	1 - 2	↔
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
Bisell	Lease	62,000 SF
Pantos	Lease	47,000 SF
Eaton	Lease	46,000 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