



Market Trends

Industrial

| SALTILLO | 4Q 2016 | 4Q 2017 | 4Q 2018 | Annual Trend |
|--|-------------|-------------|-------------|--------------|
| Total Industrial Space Available (SF) | 1.41 M | 1.44 M | 1.67 M | ⬆️ |
| Vacancy Rate (%) | 3.44% | 3.37% | 4.44% | ⬆️ |
| Asking Lease Rates (Class A - US/SF/Month) | \$.36-\$.40 | \$.36-\$.40 | \$.39-\$.44 | ⬆️ |
| Under Construction (SF) | 0.80 M | 0.55 M | 0.39 M | ⬆️ |

Opportunities for Tenants

Changes in Leasing Conditions

| SALTILLO | 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 |
|--------------|-------|-----------|
| CVG | Lease | 97,000 SF |
| Turbo System | Lease | 58,000 SF |

NAI Mexico Full Coverage



How Can NAI Support Your 2019 Plan?