



Market Trends

Industrial

SAN LUIS POTOSI	4Q 2016	4Q 2017	4Q 2018	Annual Trend
Total Industrial Space Available (SF)	2.00 M	0.38 M	0.72 M	↓
Vacancy Rate (%)	4.35%	1.74%	3.04%	↑
Asking Lease Rates (Class A - US/SF/Month)	\$.38-\$.41	\$.38-\$.41	\$.38-\$.41	↔
Under Construction (SF)	631,933	548,988	533,337	↓

Opportunities for Tenants

Changes in Leasing Conditions

SAN LUIS POTOSI	4Q 2016	4Q 2017	4Q 2018	Annual Trend
Free Rent (Months)	1 - 3	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
Reis	Lease	153,000 SF

NAI Mexico Full Coverage



How Can NAI Support Your 2019 Plan?