



Market Trends

Industrial

TIJUANA	4Q 2016	4Q 2017	4Q 2018	Annual Trend
Total Industrial Space Available (SF)	2.14 M	2.33 M	1.64 M	↓
Vacancy Rate (%)	3.15%	3.37%	2.83%	↓
Asking Lease Rates (Class A - US/SF/Month)	\$.44-\$.45	\$.44-\$.46	\$.44-\$.46	↔
Under Construction (SF)	1.59 M	490,000	264,000	↓

Opportunities for Tenants

Changes in Leasing Conditions

TIJUANA	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
Exemplis	Lease	211,000 SF
Ricoh	Lease	105,000 SF
Dialight	Lease	103,000 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