



# 1Q' 2019

## Industrial Market Overview

### Market Trends

Industrial

CHIHUAHUA	1Q 2017	1Q 2018	1Q 2019	Annual Trend
Total Industrial Space Available (SF)	0.67 M	0.76 M	0.94 M	↑
Vacancy Rate (%)	2.98%	3.19%	3.83%	↑
Asking Lease Rates (Class A - US/SF/Month)	\$.36-\$.39	\$.36-\$.39	\$.38-\$.41	↑
Under Construction (SF)	534,500	139,572	7,302,081	↑

### Opportunities for Tenants

Changes in Leasing Conditions

CHIHUAHUA	1Q 2017	1Q 2018	1Q 2019	Annual Trend
Free Rent (Months)	1 - 2	1 - 2	1 - 2	↔
Tenant Improvement Allowance	2 - 4	2 - 3	2 - 3	↔
Developer TI's Amortization	Low	Low	Low	↔
Annual Rental Escalations	USCPI	USCPI	USCPI	↔

### Major Industrial Transactions

COMPANY NAME	Type	Size

### 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