



1Q'  
2019

## Industrial Market Overview

### Market Trends

Industrial

CIUDAD JUAREZ	1Q 2017	1Q 2018	1Q 2019	Annual Trend
Total Industrial Space Available (SF)	1.18 M	2.37 M	0.89 M	↓
Vacancy Rate (%)	1.87%	3.96%	1.49%	↓
Asking Lease Rates (Class A - US/SF/Month)	\$.36-\$.39	\$.36-\$.49	\$.38-\$.44	↔
Under Construction (SF)	266,264	227,500	1,286,308	↑

### Opportunities for Tenants

Changes in Leasing Conditions

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

### NAI Mexico Full Coverage



### Major Industrial Transactions

COMPANY NAME	Type	Size
Commscope	Lease	196,000 SF
Fagerdala	Lease	147,000 SF
Toro Company	Lease	119,000 SF

### 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