# **NAI**Mexico

# 10'

# Industrial Market Overview

## NAI Mexico Full Coverage



MX +52 (664) 971 0333 US +1 (619) 690 3029 www.naimexico.com



#### **Market Trends**

Industrial

GUANAJUATO	1Q 2017	1Q 2018	1Q 2019	Ann Trei	
Total Industrial Space Available (SF)	2.33 M	2.21 M	2.29 M	<	<b>&gt;</b>
Vacancy Rate (%)	9.53%	5.11%	5.31%	<b>\</b>	
Asking Lease Rates (Class A - US/SF/Month)	\$.39-\$.44	\$.39-\$.44	\$.39-\$.44	<	<b>&gt;</b>
Under Construction (SF)	452,129	485,663	1,236,573		•

## Opportunities for Tenants

Changes in Leasing Conditions

GUANAJUATO	1Q 2017	1Q 2018	1Q 2019	Annu Tren	
Free Rent (Months)	1 - 3	1 - 2	1 - 2	< >	<b>&gt;</b>
Tenant Improvement Allowance	2 - 3	2 - 3	2 - 3		<b>&gt;</b>
Developer TI's Amortization	Low	Low	Low	< >	<b>&gt;</b>
Annual Rental Escalations	USCPI	USCPI	USCPI	< >	<b>&gt;</b>

## **Major Industrial Transactions**

COMPANY NAME	Туре	Size
MacAuto	Lease	95,000 SF
Delfingen	Lease	65,000 SF
Freudemberg	Lease	52,000 SF
NKP	Sale	124,000 SF
GKN	Sale	64,000 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