



1Q' 2019

Industrial Market Overview

Market Trends

Industrial

NUEVO LAREDO	1Q 2017	1Q 2018	1Q 2019	Annual Trend
Total Industrial Space Available (SF)	0.76 M	0.42 M	0.46 M	✓
Vacancy Rate (%)	7.90%	4.5%	3.64%	✓
Asking Lease Rates (Class A - US/SF/Month)	\$.34-\$.38	\$.36-\$.40	\$.33-\$.36	↔
Under Construction (SF)	0	0	0	↔

Opportunities for Tenants

Changes in Leasing Conditions

NUEVO LAREDO	4Q 2016	4Q 2017	4Q 2018	Annual Trend
Free Rent (Months)	1 - 3	1 - 2	1 - 3	↔
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

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