

# 1Q' 2019

## Industrial Market Overview



# Queretaro

## Market Trends

### Industrial

QUERETARO	1Q 2017	1Q 2018	1Q 2019	Annual Trend
Total Industrial Space Available (SF)	2.95 M	2.57 M	3.00 M	↑
Vacancy Rate (%)	11.41%	7.76%	9.08%	↓
Asking Lease Rates (Class A - US/SF/Month)	\$.40-\$.44	\$.40-\$.44	\$.40-\$.44	↔
Under Construction (SF)	1.00 M	1.21 M	277,411	↓

## Opportunities for Tenants

### Changes in Leasing Conditions

QUERETARO	1Q 2017	1Q 2018	1Q 2019	Annual Trend
Free Rent (Months)	1 - 3	1 - 3	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
Samsung	Lease	150,000 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