



2Q' 2019

Industrial Market Overview

Market Trends

Industrial

CHIHUAHUA	2Q 2017	2Q 2018	2Q 2019	Annual Trend
Total Industrial Space Available (SF)	0.76 M	0.94 M	1.04 M	↑
Vacancy Rate (%)	3.19%	3.83%	4.24%	↑
Asking Lease Rates (Class A - US/SF/Month)	\$.36-\$.39	\$.36-\$.39	\$.38-\$.41	↑
Under Construction (SF)	139,572	101,515	61,000	↓

Opportunities for Tenants

Changes in Leasing Conditions

CHIHUAHUA	2Q 2017	2Q 2018	2Q 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
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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