



Market Trends

Industrial

GUADALAJARA	2Q 2017	2Q 2018	2Q 2019	Annual Trend
Total Industrial Space Available (SF)	0.57 M	1.35 M	0.67 M	↓
Vacancy Rate (%)	2.67%	2.77%	1.38%	↓
Asking Lease Rates (Class A - US/SF/Month)	\$.43-\$.47	\$.43-\$.47	\$.43-\$.47	↔
Under Construction (SF)	152,988	115,013	1,223,000	↓

Opportunities for Tenants

Changes in Leasing Conditions

GUADALAJARA	2Q 2017	2Q 2018	2Q 2019	Annual Trend
Free Rent (Months)	1 - 3	1 - 2	1 - 2	↔
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
Jabil	Lease	202,000 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