



2Q'  
2019

## Industrial Market Overview

### Market Trends

Industrial

GUANAJUATO	2Q 2017	2Q 2018	2Q 2019	Annual Trend
Total Industrial Space Available (SF)	2.17 M	2.48 M	2.08 M	↓
Vacancy Rate (%)	2.97%	8.60%	4.60%	↓
Asking Lease Rates (Class A - US/SF/Month)	\$.39-\$.44	\$.39-\$.44	\$.39-\$.44	↔
Under Construction (SF)	368,861	623,934	1,463,000	↑

### Opportunities for Tenants

Changes in Leasing Conditions

GUANAJUATO	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
Foam Electronics	Lease	50,000 SF
Flexi	Lease	30,000 SF
Victory Packaging	Lease	70,000 SF

### NAI Mexico Full Coverage



### How Can NAI Support Your 2019 Plan?