



2Q'
2019

Industrial Market Overview

Market Trends

Industrial

CIUDAD JUAREZ	2Q 2017	2Q 2018	2Q 2019	Annual Trend
Total Industrial Space Available (SF)	4.55 M	2.29 M	0.97 M	↓
Vacancy Rate (%)	7.20%	3.82%	1.53%	↓
Asking Lease Rates (Class A - US/SF/Month)	\$.36-\$.39	\$.36-\$.39	\$.38-\$.41	↑
Under Construction (SF)	337,084	524,613	1,223,000	↑

Opportunities for Tenants

Changes in Leasing Conditions

CIUDAD JUAREZ	2Q 2017	2Q 2018	2Q 2019	Annual Trend
Free Rent (Months)	2 - 4	1 - 3	2 - 3	↔
Developer TI's Amortization	Low	Low	Low	↔
Annual Rental Escalations	USCPI	USCPI	USCPI	↔

NAI Mexico Full Coverage



Major Industrial Transactions

COMPANY NAME	Type	Size
DB Shenker	Lease	86,000 SF
Force Electronics	Lease	62,000 SF
SSPI	Lease	76,000 SF

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