



Market Trends

Industrial

MONTERREY	2Q 2017	2Q 2018	2Q 2019	Annual Trend
Total Industrial Space Available (SF)	1.80 M	1.30 M	5.30 M	↑
Vacancy Rate (%)	4.30%	3.45%	4.62%	↑
Asking Lease Rates (Class A - US/SF/Month)	\$.36-\$.40	\$.39-\$.44	\$.40-\$.43	↔
Under Construction (SF)	0.22 M	0.39 M	1.94 M	↑

Opportunities for Tenants

Changes in Leasing Conditions

MONTERREY	2Q 2017	2Q 2018	1Q 2019	Annual Trend
Free Rent (Months)	1	1	1	↔
Tenant Improvement Allowance	1 - 3	1 - 3	1 - 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
Kflex	Lease	400,000 SF
Jabil	Lease	300,000 SF
Cartolito	Lease	300,000 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

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