

2Q' 2019

Industrial Market Overview



Queretaro

Market Trends

Industrial

QUERETARO	2Q 2017	2Q 2018	2Q 2019	Annual Trend
Total Industrial Space Available (SF)	5.39 M	2.99 M	3.19 M	↓
Vacancy Rate (%)	20.83%	9.03%	9.65%	↓
Asking Lease Rates (Class A - US/SF/Month)	\$.38-\$.42	\$.40-\$.44	\$.40-\$.44	↔
Under Construction (SF)	0	827,820	277,000	↓

Opportunities for Tenants

Changes in Leasing Conditions

QUERETARO	2Q 2017	2Q 2018	2Q 2019	Annual Trend
Free Rent (Months)	1 - 3	1 - 3	1 - 3	↔
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
Go Global	Lease	42,000 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