



2Q' 2019

Industrial Market Overview

Market Trends

Industrial

REYNOSA	2Q 2017	2Q 2018	2Q 2019	Annual Trend
Total Industrial Space Available (SF)	1.86 M	1.12 M	1.12 M	↓
Vacancy Rate (%)	5.81%	3.33%	3.33%	↓
Asking Lease Rates (Class A - US/SF/Month)	\$.41-\$.44	\$.41-\$.44	\$.39-\$.43	↔
Under Construction (SF)	0	116,000	0	↓

Opportunities for Tenants

Changes in Leasing Conditions

REYNOSA	2Q 2017	2Q 2018	2Q 2019	Annual Trend
Free Rent (Months)	1 - 2	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
--------------	------	------

NAI Mexico Full Coverage



MX +52 (664) 971 0333

US +1 (619) 690 3029

www.naimexico.com

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