



Market Trends

Industrial

GUADALAJARA	2Q 2018	2Q 2019	2Q 2020	Annual Trend
Total Industrial Space Available (SF)	1.35 M	0.67 M	1.94 M	↑
Vacancy Rate (%)	2.77%	1.38%	5.40%	↑
Asking Lease Rates (Class A - US/SF/Month)	\$.43-\$.47	\$.43-\$.47	\$.40-\$.44	↓
Under Construction (SF)	0.11 M	1.22 M	1.88 M	↑

Opportunities for Tenants

Changes in Leasing Conditions

GUADALAJARA	2Q 2018	2Q 2019	2Q 2020	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
Benchmark	Lease	134,552 SF
SKF	Lease	193,750 SF
HDA	Lease	22,281 SF
Ingram	Lease	44,961 SF

NAI Mexico Full Coverage



How Can NAI Support Your 2020 Plan?