



## Market Trends

### Industrial

GUANAJUATO	2Q 2018	2Q 2019	2Q 2020	Annual Trend
Total Industrial Space Available (SF)	2.10 M	2.08 M	3.9 M	⬆️
Vacancy Rate (%)	4.85%	4.60%	7.33%	⬆️
Asking Lease Rates (Class A - US/SF/Month)	\$.39-\$.44	\$.39-\$.44	\$.36-\$.40	⬇️
Under Construction (SF)	0.62 M	1.46 M	1.50 M	⬆️

## Opportunities for Tenants

### Changes in Leasing Conditions

GUANAJUATO	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
WWF	Lease	54,250 SF
Undisclosed	Lease	51,667 SF

### NAI Mexico Full Coverage



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## How Can NAI Support Your 2020 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