

2Q 2020

Industrial Market Overview



Market Trends

Industrial

MEXICALI	2Q 2018	2Q 2019	2Q 2020	Annual Trend
Total Industrial Space Available (SF)	2.37 M	1.10 M	0.95 M	↓
Vacancy Rate (%)	3.96%	3.91%	3.39%	↓
Asking Lease Rates (Class A - US/SF/Month)	\$.36-\$.39	\$.32-\$.36	\$.34-\$.42	↑
Under Construction (SF)	0.28 M	0.20 M	0.49 M	↑

Opportunities for Tenants

Changes in Leasing Conditions

MEXICALI	2Q 2018	2Q 2019	2Q 2020	Annual Trend
Free Rent (Months)	1 - 2	1 - 2	1 - 2	↔
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
Masimo	Lease	36,000 SF
Confidential	Lease	12,723 SF
Zahori	Lease	25,164 SF
IEC Pack	Lease	33,000 SF
ZAR Kruse SA de CV	Lease	4,402 SF

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

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