

# 2Q' 2020

## Industrial Market Overview



### Market Trends

Industrial

MEXICO CITY	2Q 2018	2Q 2019	2Q 2020	Annual Trend
Total Industrial Space Available (SF)	3.58 M	6.08 M	6.39 M	↑
Vacancy Rate (%)	5.56%	9.45%	3.78%	↓
Asking Lease Rates (Class A - US/SF/Month)	\$.52-\$.57	\$.46-\$.50	\$.45-\$.50	↓
Under Construction (SF)	0.72 M	2.20 M	5.72 M	↑

### Opportunities for Tenants

Changes in Leasing Conditions

MEXICO CITY	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	No	No	No	↔
Annual Rental Escalations	USCPI	USCPI	USCPI	↔

### Major Industrial Transactions

COMPANY NAME	Type	Size
Undisclosed	Lease	190,856 SF
Undisclosed	Lease	104,701 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