

2Q' 2020

Industrial Market Overview



Queretaro

Market Trends

Industrial

QUERETARO	2Q 2018	2Q 2019	2Q 2020	Annual Trend
Total Industrial Space Available (SF)	2.99 M	3.19 M	2.26 M	↓
Vacancy Rate (%)	9.03%	9.65%	4.23%	↓
Asking Lease Rates (Class A - US/SF/Month)	\$.40-\$.44	\$.40-\$.44	\$.34-\$.38	↓
Under Construction (SF)	0.82 M	0.27 M	4.69 M	↑

Opportunities for Tenants

Changes in Leasing Conditions

QUERETARO	2Q 2018	2Q 2019	2Q 2020	Annual Trend
Free Rent (Months)	1 - 3	1 - 3	1 - 3	↔
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
Ball Beverage	Lease	50,419 SF

NAI Mexico Full Coverage



MX +52 (664) 971 0333
 US +1 (619) 690 3029
www.naimexico.com

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