

2Q' 2020

Industrial Market Overview



Market Trends

Industrial

REYNOSA	2Q 2018	2Q 2019	2Q 2020	Annual Trend
Total Industrial Space Available (SF)	1.12 M	1.12 M	0.85 M	↓
Vacancy Rate (%)	3.33%	3.33%	2.48%	↓
Asking Lease Rates (Class A - US/SF/Month)	\$.41-\$.44	\$.39-\$.43	\$.40-\$.42	↓
Under Construction (SF)	0.11 M	0.40 M	0.24 M	↓

Opportunities for Tenants

Changes in Leasing Conditions

REYNOSA	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
SEKAI	Lease	29,000 SF
IIMAK	Lease	18,000 SF

NAI Mexico Full Coverage



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How Can NAI Support Your 2019 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