



Market Trends

Industrial

SALTILLO	2Q 2018	2Q 2019	2Q 2020	Annual Trend
Total Industrial Space Available (SF)	1.3 M	2.38 M	3 M	↑
Vacancy Rate (%)	3.45%	6.32%	6.38%	↑
Asking Lease Rates (Class A - US/SF/Month)	\$.36-\$.40	\$.36-\$.40	\$.36-\$.40	↔
Under Construction (SF)	0.39 M	56,000	0.46 M	↑

Opportunities for Tenants

Changes in Leasing Conditions

SALTILLO	2Q 2018	2Q 2019	2Q 2020	Annual Trend
Free Rent (Months)	1	1	1	↔
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



How Can NAI Support Your 2020 Plan?