



**Market Trends**

Industrial

<b>SAN LUIS POTOSI</b>	<b>2Q 2018</b>	<b>2Q 2019</b>	<b>2Q 2020</b>	<b>Annual Trend</b>
Total Industrial Space Available (SF)	0.50 M	0.87 M	1.75 M	↑
Vacancy Rate (%)	2.14%	3.71%	5.29%	↑
Asking Lease Rates (Class A - US/SF/Month)	\$.38-\$.41	\$.35-\$.38	\$.36-\$.40	↑
Under Construction (SF)	0.94 M	0.36 M	0.41 M	↑

**Opportunities for Tenants**

Changes in Leasing Conditions

<b>SAN LUIS POTOSI</b>	<b>2Q 2018</b>	<b>2Q 2019</b>	<b>2Q 2020</b>	<b>Annual Trend</b>
Free Rent (Months)	1 - 3	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**

<b>COMPANY NAME</b>	<b>Type</b>	<b>Size</b>
Undisclosed	Lease	131,121 SF
AsiaWay	Lease	55,558 SF

**NAI Mexico Full Coverage**



**How Can NAI Support Your 2020 Plan?**