



Market Trends

Industrial

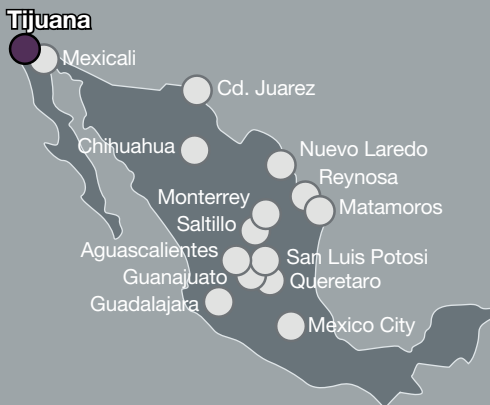
TIJUANA	2Q 2018	2Q 2019	2Q 2020	Annual Trend
Total Industrial Space Available (SF)	1.29 M	2.06 M	2.12 M	↑
Vacancy Rate (%)	2.22%	2.78%	2.79%	↑
Asking Lease Rates (Class A - US/SF/Month)	\$.44-\$.46	\$.47-\$.52	\$.50-\$.55	↑
Under Construction (SF)	1.12 M	1.78 M	1.13 M	↓

Opportunities for Tenants

Changes in Leasing Conditions

TIJUANA	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	↔

NAI Mexico Full Coverage



Major Industrial Transactions

COMPANY NAME	Type	Size
TCL MOKA	Lease	200,076 SF
Centerpiece	Lease	137,500 SF
Stryker Mfg	Lease	230,731 SF
Searus BTS	Lease	150,000 SF
TMI Automotive	Lease	99,808 SF

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

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