



Market Trends

Industrial

GUADALAJARA	4Q 2016	4Q 2017	4Q 2018	Annual Trend
Total Industrial Space Available (SF)	0.68 M	1.13 M	0.80 M	↓
Vacancy Rate (%)	3.21%	5.33%	1.64%	↓
Asking Lease Rates (Class A - US/SF/Month)	\$.43-\$.47	\$.43-\$.47	\$.43-\$.47	↔
Under Construction (SF)	727,471	448,185	0	↓

Opportunities for Tenants

Changes in Leasing Conditions

GUADALAJARA	4Q 2016	4Q 2017	4Q 2018	Annual Trend
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	↔

NAI Mexico Full Coverage



Major Industrial Transactions

COMPANY NAME	Type	Size
Walmart	Lease	264,000 SF
Durable Superior	Sale	111,000 SF
Frontier	Lease	62,000 SF
Reclastic	Lease	62,000 SF

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

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