

# 1Q' 2019

## Industrial Market Overview



### Market Trends

Industrial

MEXICO CITY	1Q 2017	1Q 2018	1Q 2019	Annual Trend
Total Industrial Space Available (SF)	14.31 M	4.20 M	3.16 M	✓
Vacancy Rate (%)	5.15%	6.52%	4.92%	✓
Asking Lease Rates (Class A - US/SF/Month)	\$.57-\$.65	\$.52-\$.57	\$.52-\$.57	↔
Under Construction (SF)	3.90 M	257,000	886,200	✓

### Opportunities for Tenants

Changes in Leasing Conditions

MEXICO CITY	4Q 2016	4Q 2017	4Q 2018	Annual Trend
Free Rent (Months)	2 - 4	2 - 4	2 - 4	↔
Tenant Improvement Allowance	2 - 4	2 - 4	2 - 4	↔
Developer TI's Amortization	Low	Low	Low	↔
Annual Rental Escalations	USCPI	USCPI	USCPI	↔

### Major Industrial Transactions

COMPANY NAME	Type	Size
Walmart	Lease	636,000 SF
Grupo Modelo	Lease	258,000 SF
Antolin	Lease	122,000 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