



1Q' 2019

Industrial Market Overview

Market Trends

Industrial

MATAMOROS	1Q 2017	1Q 2018	1Q 2019	Annual Trend
Total Industrial Space Available (SF)	1.63 M	1.50 M	1.25 M	↓
Vacancy Rate (%)	8.77%	7.73%	6.44%	↓
Asking Lease Rates (Class A - US/SF/Month)	\$.36-\$.46	\$.36-\$.40	\$.36-\$.40	↔
Under Construction (SF)	0	0	0	↔

Opportunities for Tenants

Changes in Leasing Conditions

MATAMOROS	1Q 2017	1Q 2018	1Q 2019	Annual Trend
Free Rent (Months)	1 - 2	1 - 2	1 - 2	↔
Tenant Improvement Allowance	1	1 - 3	1 - 3	↔
Developer TI's Amortization	Low	Low	Low	↔
Annual Rental Escalations	USCPI	USCPI	USCPI	↔

Major Industrial Transactions

COMPANY NAME	Type	Size
Merit Automotive	Lease	138,000 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