

1Q' 2019

Industrial Market Overview



Market Trends

Industrial

MEXICALI	1Q 2017	1Q 2018	1Q 2019	Annual Trend
Total Industrial Space Available (SF)	1.56 M	1.81 M	1.60 M	↓
Vacancy Rate (%)	5.90%	7.10%	5.90%	↓
Asking Lease Rates (Class A - US/SF/Month)	\$.34-\$.42	\$.34-\$.42	\$.34-\$.42	↔
Under Construction (SF)	166,000	250,000	325,000	↑

Opportunities for Tenants

Changes in Leasing Conditions

MEXICALI	1Q 2017	1Q 2018	1Q 2019	Annual Trend
Free Rent (Months)	1 - 2	1 - 2	1 - 2	↔
Tenant Improvement Allowance	1 - 3	1 - 3	1 - 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
Optima solutions	Lease	40,000 SF
Pimsa IV	Lease	97,965 SF
BREG	Lease	140,000 SF
Fedex	Lease	25,000 SF

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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