



1Q'  
2019

## Industrial Market Overview

### Market Trends

Industrial

MONTERREY	1Q 2017	1Q 2018	1Q 2019	Annual Trend
Total Industrial Space Available (SF)	2.08 M	4.58 M	6.18 M	↑
Vacancy Rate (%)	2.11%	4.18%	5.64%	↑
Asking Lease Rates (Class A - US/SF/Month)	\$.40-\$.43	\$.40-\$.43	\$.40-\$.43	↔
Under Construction (SF)	767,902	2.29 M	2.45 M	↑

### Opportunities for Tenants

Changes in Leasing Conditions

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

### Major Industrial Transactions

COMPANY NAME	Type	Size
Walmart	Lease	265,000 SF
Themofisher	Lease	146,000 SF
Carrier	Lease	139,000 SF

### NAI Mexico Full Coverage



### How Can NAI Support Your 2019 Plan?