



1Q'
2020

Industrial Market Overview

Market Trends

Industrial

CIUDAD JUAREZ	1Q 2018	1Q 2019	1Q 2020	Annual Trend
Total Industrial Space Available (SF)	2.37 M	0.89 M	1.42 M	↑
Vacancy Rate (%)	3.96%	1.49%	2.00%	↑
Asking Lease Rates (Class A - US/SF/Month)	\$.36-\$.49	\$.38-\$.44	\$.38-\$.45	↑
Under Construction (SF)	0.22 M	1.28 M	1.85 M	↑

Opportunities for Tenants

Changes in Leasing Conditions

CIUDAD JUAREZ	1Q 2018	1Q 2019	1Q 2020	Annual Trend
Free Rent (Months)	2 - 4	1 - 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
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How Can NAI Support Your 2020 Planning?

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