



Market Trends

Industrial

GUADALAJARA	1Q 2018	1Q 2019	1Q 2020	Annual Trend
Total Industrial Space Available (SF)	1.26 M	0.88 M	1.53 M	↑
Vacancy Rate (%)	2.59%	1.81%	4.30%	↑
Asking Lease Rates (Class A - US/SF/Month)	\$.43-\$.47	\$.43-\$.47	\$.40-\$.44	↓
Under Construction (SF)	0.17 M	0	1.74 M	↓

Opportunities for Tenants

Changes in Leasing Conditions

GUADALAJARA	1Q 2018	1Q 2019	1Q 2020	Annual Trend
Free Rent (Months)	1 - 3	1 - 2	1 - 2	↔
Tenant Improvement Allowance	2 - 3	2 - 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

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