

# 1Q' 2020

## Industrial Market Overview



### Market Trends

Industrial

MEXICALI	1Q 2018	1Q 2019	1Q 2020	Annual Trend
Total Industrial Space Available (SF)	2.37 M	1.60 M	0.75 M	↓
Vacancy Rate (%)	3.96%	5.90%	2.75%	↓
Asking Lease Rates (Class A - US/SF/Month)	\$.36-\$.39	\$.34-\$.42	\$.34-\$.42	↔
Under Construction (SF)	275,000	215,000	319,000	↑

### Opportunities for Tenants

Changes in Leasing Conditions

MEXICALI	1Q 2018	1Q 2019	1Q 2020	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
Colgate	Lease	97,000
Logisti-K	Lease	62,970
Hiscomex	Lease	33,125
Medline	Lease	70,000
Massimo	Lease	24,200

### How Can NAI Support Your 2020 Plans?

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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