

1Q' 2020

Industrial Market Overview



Market Trends

Industrial

MEXICO CITY	1Q 2018	1Q 2019	1Q 2020	Annual Trend
Total Industrial Space Available (SF)	4.20 M	3.16 M	4.90 M	↑
Vacancy Rate (%)	6.52%	4.92%	2.91%	↓
Asking Lease Rates (Class A - US/SF/Month)	\$.52-\$.57	\$.52-\$.57	\$.45-\$.50	↓
Under Construction (SF)	0.27 M	0.88 M	4.99 M	↑

Opportunities for Tenants

Changes in Leasing Conditions

MEXICO CITY	4Q 2018	4Q 2019	4Q 2020	Annual Trend
Free Rent (Months)	2 - 4	2 - 4	2 - 4	↔
Tenant Improvement Allowance	2 - 4	2 - 4	2 - 4	↔
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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