



Market Trends

Industrial

TIJUANA	1Q 2018	1Q 2019	1Q 2020	Annual Trend
Total Industrial Space Available (SF)	2.01 M	2.10 M	2.00 M	↓
Vacancy Rate (%)	2.85%	2.90%	2.64%	↓
Asking Lease Rates (Class A - US/SF/Month)	\$.45 - \$.48	\$.44-\$50	\$.50-\$54	↑
Under Construction (SF)	1.41 M	2.1 M	1.62 M	↓

Opportunities for Tenants

Changes in Leasing Conditions

TIJUANA	1Q 2018	1Q 2019	1Q 2020	Annual Trend
Free Rent (Months)	1 - 2	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	↔

Major Industrial Transactions

COMPANY NAME	Type	Size
XB Fullfilment	Lease	386,880 SF
TCL Moka	Lease	200,363 SF
J&Y Foam	Lease	100,000 SF

NAI Mexico Full Coverage



How Can NAI Support Your 2020 Planning?