N/Mexico

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Tijuana Mexicali Hermosillo Nogales Ensenada Tecate Rosarito

Northwest Northcentral

Ciudad Juarez Chihuahua Durango

Northeast Monterrey Saltillo Torreon Reynosa

Matamoros Nuevo Laredo Bajio

Guanajuato Queretaro Guadalajara San Luis Potosi Aguascalientes Lagos de Moreno

Central

Mexico City Toluca Puebla

BUSINESS INTELLIGENCE | LEVEL 1

NAIMEXICO.COM









NORTHCENTRAL REGION

CHIHUAHUA Ciudad Juarez Chihuahua

DURANGO z Durango



HISTORIC DEMAND AND NEW SPACE DELIVERED (SF)



MARKET ACTIVITY

Gross Absorption: A total of 97K SF was absorbed, consisting of newly delivered and occupied space.

Availability: A total of 104K SF, just like the previous quarter.

MARKET LEVERAGE



Given the low demand for space in the market (despite some current construction), tenants have greater leverage.

| MAIN INDICATORS LEVEL 1 (SF) | | | | | | | | | |
|------------------------------|-------------|--------------|---------|------------------|----------------|------------------------------|--|--|--|
| | MARKET SIZE | AVAILABILITY | VACANCY | GROSS ABSORPTION | NET ABSORPTION | AVG. LEASE RATE (US\$/Mo) | | | |
| CURRENT QTR | 10.9M | 104.4K | 0.96% | 97.8K | | | | | |
| PAST QTR | 10.8M | 104.4K | 0.97% | 0.0 | CONTAC | | | | |
| CHANGE | ▲97.8K | 0 | ▼-0.01% | ▲97.8K | | KLPORI | | | |

/acancy an Availability are based on existing buildings, excluding under construction | No warranty or representation, express or implied, is made as to the accuracy of the information.

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LEVEL 1 GLOSSARY

Market Size

The combined size, stated in square feet, of all the industrial buildings, distribution centers and warehouses that physically exist in the market for this guarter.

Availability

The combined size, stated in square feet, of all the industrial buildings, distribution centers and warehouses that physically exist and are currently available in the market for this quarter.

Vacancy

The percentage of all existing space currently available in relation to the total size of the market.

Gross Absorption

All physically existing space that was newly occupied by a tenant or buyer during the quarter; the sum of existing space leased (or acquired) and buildings that finished construction and are newly occupied by a tenant upon delivery (BTS and pre-leased Spec.).

Net Absorption

The resulting subtraction of all physically existing space newly occupied during the quarter minus the space that has become available during the period; Gross Absorption minus Vacated space and Delivered & Available Spec.

Avg. Lease Rate

The monthly lease rate per square foot that, on average, the owners of all available buildings are requesting.

Need access to more industrial analytics?

Access to Level 2 "decision-making" KPI'S Access Levels & Benefits

| Main indicators Market Size Availability Vacancy | |
|---|---|
| Net Absorption Grass Absorption UC Transactions | |
| Building Indicators | Avg. Asking Lease Rates (USS/SF/Mor |
| Cetweel 975 Under 100K Edding & Occupied | |
| Delivered Sport | da xxxx q4 xxxx q1 xxx8 q2 xxx8 q3 xxx8 Availability → Avg. Lease Rate |
| Under Construction | Significant Transactions Harket Tenanu/Sector Type Status |
| tion the des | CONTACT US FOI LEVEL 2 REPORT |
| 5 35 5 A | |

| KPIs | LEVEL 1 MEXICO REAL ESTATE ANALYTICS | LEVEL 2 ADVANCED MEXICO BUSINESS INTELLIGENCE | LEVEL 3 STRATEGIC PLANNING SUITE |
|----------------------------------|--|---|--|
| Number of KPIs available | 6 | 25 | 52+ |
| Gross Absorption | 0 | O | 0 |
| Vacancy | 0 | v | Ø |
| Market Size | 0 | S | Ø |
| Available SF | | Ø | Ø |
| Available Buildings per size | | | 0 |
| *Upon request | | | |
| Markets summaries | | | |
| Basic market description | 0 | 0 | 0 |
| In-depth analysis | | | Ø |
| Interactive dashboard | | | |
| Basic | | 0 | 0 |
| All markets | | 0 | v |
| Regional and national | | | I |
| Multi-market comparison | | | Ø |
| Market analysis | | | |
| Single market | | 0 | 0 |
| Multi-market analysis | | | v |
| Developer/Owner tools | | | |
| Building competitive position | | | 0 |
| Future tenant/origin expectation | | | I |
| Location analysis | | | • |
| Building requeriment analysis | | | ø |
| Strategic Planning Report | | | Ø |
| NAI Mexico support services | | | |
| Local broker project Support | | 0 | 0 |
| Management consulting | | | 0 |

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surements are in square feet | Market Size, Vacancy an Availability are based on existing buildings, excluding under construction | No warranty or representation, express or implied, is made as to the accuracy of the information.

NEED ACCESS TO MORE INDUSTRIAL ANALYTICS

NEED TAILOR MADE ANALYTICS FOR YOUR **REQUEST LEVEL 3 ACCESS PROJECT?**

Mexico

LEVEL 3 INDUSTRIAL POSITIONING MATRIX

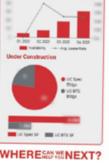


Location Dema

INTERACTIVE MARKET COMPARISON DASHBOARD

TENANT ORIGIN EXPECTATION 38% Pacific Rim 1% Europe 30% United States/Canada % South America Mexico TENANT SECTOR EXPECTATION

LEVEL 3 REPORT







% Aerospace Medical Devices **Electronics** 23% Automotive 80% Logistic/Distribution

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2024 Industrial Market Trends

BUSINESS

INTELLIGENCE Business Intelligence is an integrated part of NAI Mexico's success, and provides a full-servie suite to decision makers nationally and globally regarding their Real Estate in Mexico.

WHAT IS YOUR **NEXT DECISION**

 Developing Industrial Parks Promoting Industrial Space

Analyzing Competitive Position

ABOUT? Aquiring Land Selling Land

Raising Capital

N/Mexico



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WHERE CAN WE NEXT?