

Northwest	Northcentral	Northeast	Bajío	Central
Tijuana	Ciudad Juarez	Monterrey	Guanajuato	Mexico City
Mexicali	Chihuahua	Saltillo	Queretaro	Toluca
Hermosillo	Durango	Torreon	Guadalajara	Puebla
Nogales		Reynosa	San Luis Potosi	
Ensenada		Matamoros	Agascalientes	
Tecate		Nuevo Laredo	Lagos de Moreno	
Rosarito				



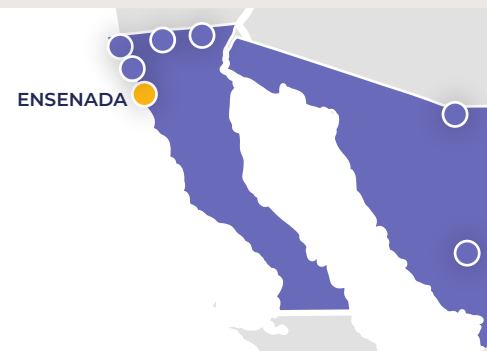
## NORTHWEST REGION

### BAJA CALIFORNIA

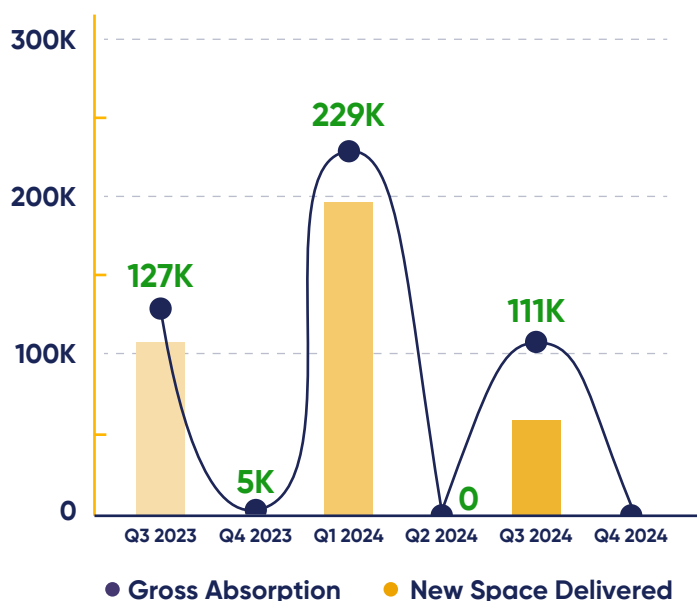
Tijuana  
Mexicali  
**Ensenada**  
Tecate  
Rosarito

### SONORA

Hermosillo  
Nogales



## HISTORIC DEMAND AND NEW SPACE DELIVERED (SF)



## MARKET ACTIVITY

**Gross Absorption:** No physically existing space was absorbed during the quarter.

**Availability:** A total of 99K SF, just like the previous quarter.

## MARKET LEVERAGE



With low availability, owners have slightly more leverage, although demand in the market has also been low

## MAIN INDICATORS LEVEL 1 (SF) ▲▼ Previous Quarter Difference

MARKET SIZE    AVAILABILITY    VACANCY    GROSS ABSORPTION    NET ABSORPTION    AVG. LEASE RATE (US\$/Mo)

CURRENT QTR	9M	99.2K	1.10%	0.0
PAST QTR	9M	99.2K	1.10%	111K
CHANGE	0	0	0%	▼ -111K

**CONTACT US FOR  
LEVEL 2 REPORT**

**WHERE CAN WE  
HELP YOU NEXT?**

**Gary Swedback** - CEO NAI Mexico  
gswedback@naimexico.com | +1 (619) 665 5391

All measurements are in square feet | Market Size, Vacancy and 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.





## 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 quarter.

### 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.

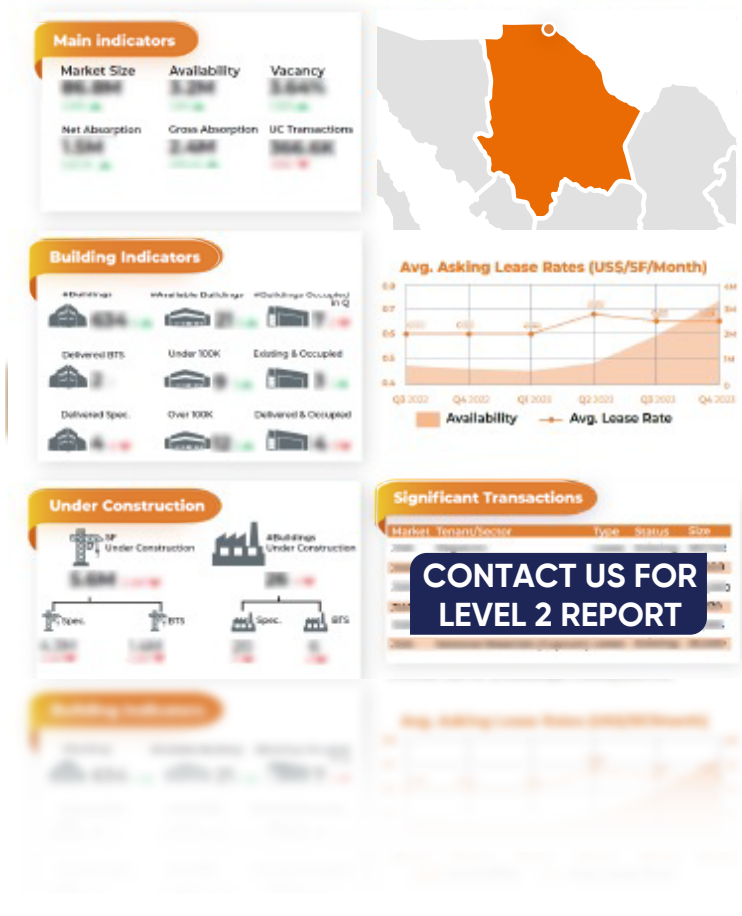
### Avg. Lease Rate

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



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	✓	✓	✓
Vacancy	✓	✓	✓
Market Size	✓	✓	✓
Available SF	✓	✓	✓
Available Buildings per size	✓	✓	✓
*Upon request			
Markets summaries			
Basic market description	✓	✓	✓
In-depth analysis	✓	✓	✓
Interactive dashboard			
Basic	✓	✓	✓
All markets	✓	✓	✓
Regional and national	✓	✓	✓
Multi-market comparison	✓	✓	✓
Market analysis			
Single market	✓	✓	✓
Multi-market analysis	✓	✓	✓
Developer/Owner tools			
Building competitive position	✓	✓	✓
Future tenant/origin expectation	✓	✓	✓
Location analysis	✓	✓	✓
Building requirement analysis	✓	✓	✓
Strategic Planning Report	✓	✓	✓
NAI Mexico support services			
Local broker project Support	✓	✓	✓
Management consulting	✓	✓	✓

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## NEED ACCESS TO MORE INDUSTRIAL ANALYTICS

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



## WHERE CAN WE HELP YOU NEXT?

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