NAIMexico

Northwest

Tijuana
Mexicali
Hermosillo
Nogales
Ensenada
Tecate
Rosarito

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

BAJIO REGION

Guanajuato **Guadalajara**
Queretaro **Lagos de Moreno**
San Luis Potosi
Aguascalientes
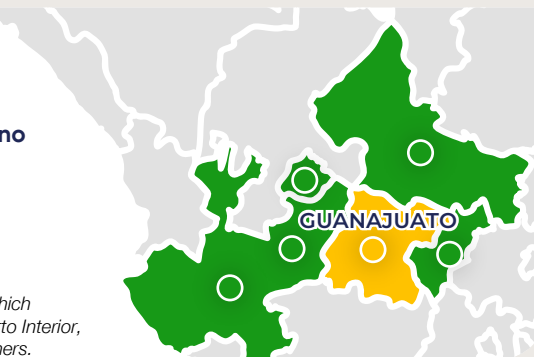
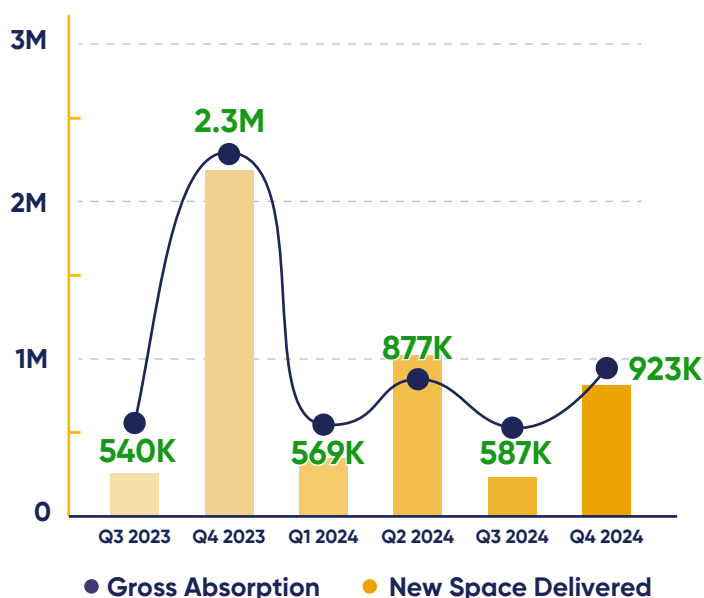**KPI's represent the entire state of Guanajuato, which includes Leon, Irapuato, Celaya, Salamanca, Puerto Interior, San Jose Iturbide, San Miguel de Allende, and others.*

GUANAJUATO

HISTORIC DEMAND AND NEW SPACE DELIVERED (SF)

- **540K** Q3 2023
- **2.3M** Q4 2023
- **569K** Q1 2024
- **877K** Q2 2024
- **587K** Q3 2024
- **923K** Q4 2024

● **Gross Absorption** ● **New Space Delivered**

MARKET ACTIVITY

Gross Absorption: A total of 923K SF was absorbed, consisting of::

- 668K SF of newly delivered and occupied space.
- 255K SF of existing space occupied.

Availability: Decreased to 2.87M SF, given the positive absorption.

MARKET LEVERAGE

TENANT **OWNER**

Tenants continue with more leverage, due to high availability. However, availability has also been decreasing in recent quarters, due to high demand. If the trend continues, owners could start gaining more leverage.

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

	MARKET SIZE	AVAILABILITY	VACANCY	GROSS ABSORPTION	NET ABSORPTION	AVG. LEASE RATE (US$/Mo)
CURRENT QTR	87.2M	2.9M	3.29%	923.2K		
PAST QTR	86.4M	3.1M	3.59%	586.9K		
CHANGE	▲803.4K	▼-231.9K	▼-0.30%	▲336.3K		

CONTACT US FOR LEVEL 2 REPORT

WHERE CAN WE HELP YOU NEXT?

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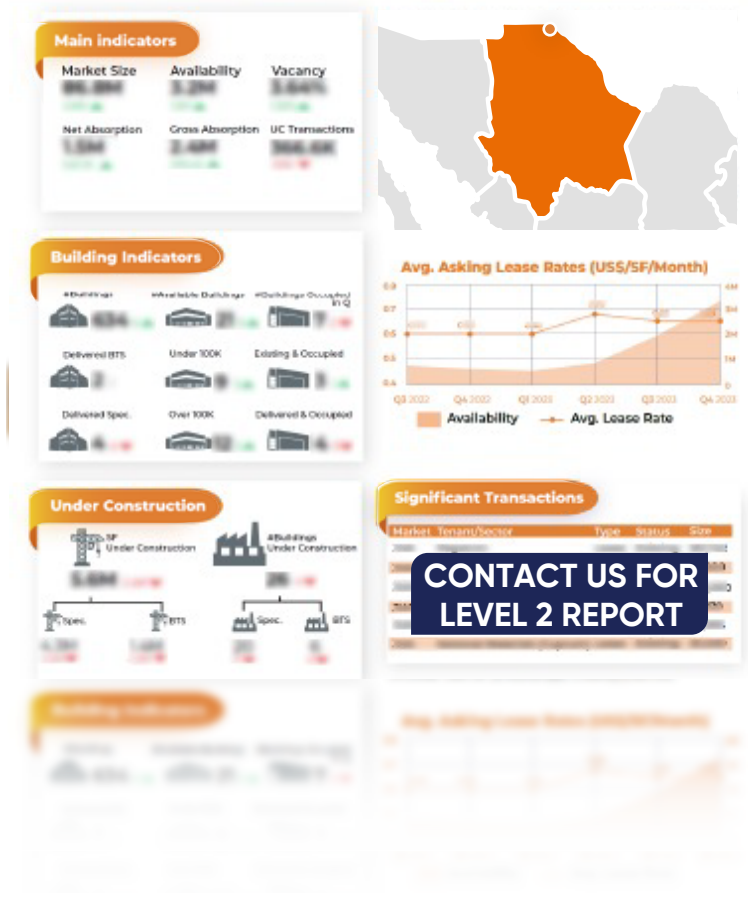
Net Absorption
The resulting subtraction of all physically existing space newly occupied during the quarter minus the space that has become available during the period; Gross Absorption minus Vacated space and Delivered & Available Spec.

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

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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 requeriment analysis	✓	✓	✓
Strategic Planning Report	✓	✓	✓
NAI Mexico support services			
Local broker project Support	✓	✓	✓
Management consulting	✓	✓	✓

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