# **N**/Mexico

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Tijuana Mexicali Hermosillo Nogales Ensenada Tecate Rosarito

### Northwest Northcentral

**Ciudad Juarez** Chihuahua Durango

Monterrey Saltillo Torreon

Northeast

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









#### NORTHEAST REGION

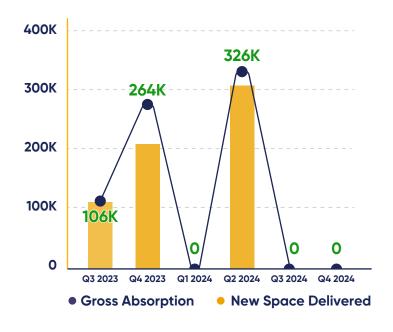
NUEVO LEON Monterrey

ON COAHUILA Saltillo Torreon

TAMAULIPAS Reynosa Matamoros Nuevo Laredo



#### HISTORIC DEMAND AND NEW SPACE DELIVERED (SF)



#### MARKET ACTIVITY

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

Availability: A total of 643K SF is currently available.

#### MARKET LEVERAGE



Despite the market's position at the US-Mexico border, leverage currently leans towards tenants, due to low demand

MAIN INDICATORS LEVEL 1 (SF)  A Previous Quarter Difference											
	MARKET SIZE	AVAILABILITY	VACANCY	GROSS ABSORPTION	NET ABSORPTION	AVG. LEASE RATE (US\$/Mo)					
CURRENT QTR	20.5M	643.6K	3.14%	0.0							
PAST QTR	20.5M	409.8K	2.00%	0.0							
CHANGE	0	▲233.8K	▲1.14%	0							

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.

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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	<b>O</b>	0
Vacancy	0	<b>v</b>	<b>Ø</b>
Market Size	0	<b>S</b>	<b>Ø</b>
Available SF		<b>Ø</b>	<b>Ø</b>
Available Buildings per size			0
*Upon request			
Markets summaries			
Basic market description	0	0	0
In-depth analysis			<b>Ø</b>
Interactive dashboard			
Basic		0	0
All markets		0	<b>v</b>
Regional and national			<b>I</b>
Multi-market comparison			<b>Ø</b>
Market analysis			
Single market		0	0
Multi-market analysis			<b>v</b>
Developer/Owner tools			
Building competitive position			0
Future tenant/origin expectation			<b>I</b>
Location analysis			•
Building requeriment analysis			ø
Strategic Planning Report			<b>Ø</b>
NAI Mexico support services			
Local broker project Support		0	0
Management consulting			0

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### CAN WE

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### **NEED ACCESS TO MORE INDUSTRIAL ANALYTICS**

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

### Mexico

LEVEL 3 INDUSTRIAL POSITIONING MATRIX

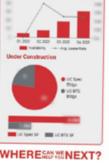


Location Dema

### **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

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### WHERE CAN WE NEXT?