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

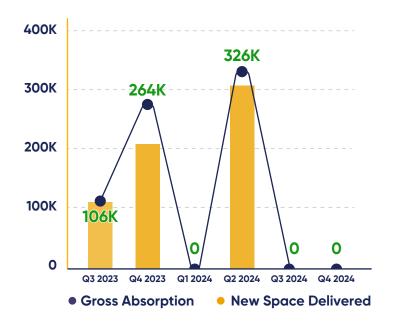
NUEVO LEON Monterrey

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	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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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

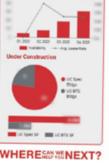


Location Dema

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

N/Mexico



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WHERE CAN WE NEXT?