NAIMexico

BUSINESS INTELLIGENCE
2024 Q4 Industrial Market Trends
MONTERREY

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

BUSINESS INTELLIGENCE

Q4 2024 Industrial Market Trends

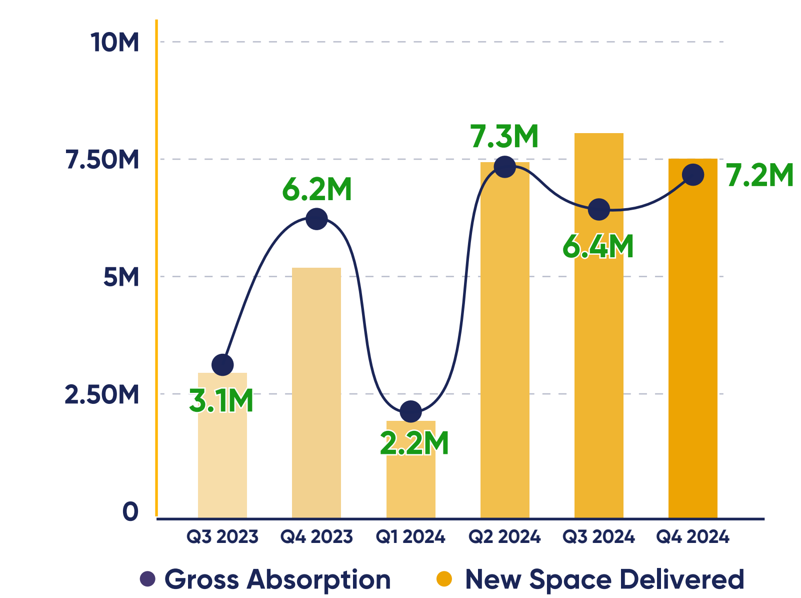
METRO AREA OVERVIEW

Widely regarded as "the Chicago of Mexico," Monterrey is situated in Nuevo Leon and provides access to 3 US border crossings located approximately 2 hours (driving distance) from the metro area. Monterrey has benefitted from more than 100 years of industrial activity, making it the third largest city and the second largest economy in Mexico. Monterrey is host to a diversity of sectors, such as automotive, consumer electronics, steel and chemicals. The city has more than 60 universities, including the world famous Tec de Monterrey.

INDUSTRIAL MARKET OVERVIEW

Monterrey's diverse industrial base has kept growing year by year, making it a shortlist consideration for global site selection projects. Its more than 100 industrial parks and zones have positioned Monterrey as a Tier 1 Industrial Market in the country. Large foreign employers include Nemak, Acuity Brands and Naivistar, while large Mexican companies headquartered in the metro area include FEMSA, CEMEX, Alfa and Vitro. Tesla's Gigafactory will continue to drive rapid escalation in the regional automotive sector, attracting new Tier 1 and 2 suppliers.

HISTORIC DEMAND AND NEW SPACE DELIVERED (SF)



MARKET ACTIVITY

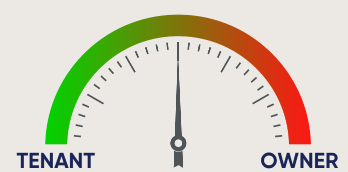
Gross Absorption: A total of 7.2M SF was absorbed, consisting of:

- 5.9M SF of newly delivered and occupied space.
- 1.3M SF of existing space occupied.

Availability: Increased to 12.3M SF, due mostly to:

- 1.7M SF of available space delivered.
- 1.7M SF of vacated space.

MARKET LEVERAGE



Demand remains high, but availability is high as well. Additionally, over 3M SF of space under construction that's not been pre-leased might be delivered next quarter, so availability could continue increasing. Given these factors, leverage between tenants and owners is even.

MAIN INDICATORS LEVEL 1 (SF)

Previous Quarter Difference

	MARKET SIZE	AVAILABILITY	VACANCY	GROSS ABSORPTION	NET ABSORPTION	AVG. LEASE RATE (US$/Mo)
CURRENT QTR	187.7M	12.3M	6.56%	7.2M	[illegible]	[illegible]
PAST QTR	180.2M	9.8M	5.43%	6.4M	[illegible]	[illegible]
CHANGE	▲7.5M	▲2.5M	▲1.12%	▲750K	[illegible]	[illegible]

CONTACT US FOR LEVEL 2 REPORT

WHERE CAN WE HELP YOU NEXT?

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All measurements 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.

Q4 BUSINESS INTELLIGENCE 2024 Industrial Market Trends

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 requeriment 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
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Q1 BUSINESS INTELLIGENCE 2024 Industrial Market Trends
LEVEL 3
INDUSTRIAL POSITIONING MATRIX
Lease Rate
Your Property
Competitor propert
Location Demand
INTERACTIVE MARKET COMPARISON DASHBOARD
Main Indicators
Absorption
Under Construction
Completions
WHERE CAN WE HELP YOU NEXT?
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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 ABOUT?
Aquiring Land
Selling Land
Developing Industrial Parks
Promoting Industrial Space
Raising Capital
Analyzing Competitive Position
TENANT ORIGIN EXPECTATION
Pacific Rim
Europe
United States/Canada
South America
Mexico
TENANT SECTOR EXPECTATION
Aerospace
Medical Devices
Electronics
Automotive
Logistic/Distribution
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