# **N**/Mexico

0

0



Tijuana Mexicali Hermosillo Nogales Ensenada Tecate Rosarito

## Northwest 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 | LEVEL 1**

NAIMEXICO.COM







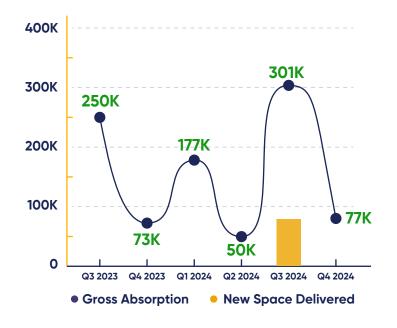


#### **CENTRAL REGION**

CDMX Mexico City EDOMEX PUEBLA Toluca Puebla



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



E CAN WE HELP YOU

#### MARKET ACTIVITY

Gross Absorption: A total of 76K SF was absorbed, consisting of existing space occupied.

Availability: Increased to 918K SF.



Given that demand in the market has not been particularly high, tenants currently have more leverage.

#### MAIN INDICATORS LEVEL 1 (SF) A Previous Quarter Difference **MARKET SIZE AVAILABILITY** VACANCY **GROSS ABSORPTION NET ABSORPTION** AVG. LEASE RATE (US\$/Mo) CURRENT QTR 58.4M **918K** 1.57% 76.5K **CONTACT US FOR** 58.4M 794.1K 1.36% 300.9K **PAST QTR LEVEL 2 REPORT** ▲ 0.21% ▼-224.3K ▲123.9K CHANGE 0

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

neasurements 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.

# 



#### 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 Cross Absorption UC Transactions	
Building Indicators	Avg. Asking Lease Rates (USS/SF/Mor
Centering Under Dock Earling Coupled	
Definished Sport	qs.xxx Q4.xxx q1.xxs q2.xxs q2.xxs q3.xxx Availability — Avg. Lease Rate
Under Construction	Significant Transactions Harket Tenanu/Sector Type Status
free free as	CONTACT US FOI LEVEL 2 REPORT

CAN WE

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

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

surements 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.

# NEED ACCESS TO MORE INDUSTRIAL ANALYTICS

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

# 

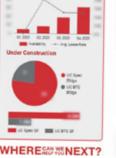
LEVEL 3 INDUSTRIAL POSITIONING MATRIX



Location Deman

### INTERACTIVE MARKET COMPARISON DASHBOARD

# Image: Second and the second and th





# Aerospace



nts 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.

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 ParksPromoting Industrial Space

Analyzing Competitive Position

ABOUT? Aquiring Land Selling Land

Raising Capital

# WHERE CAN WE NEXT? Ga

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

# **N**/**I**Mexico

