



Northwest	Northcentral	Northeast	Bajío	Central
Tijuana	Ciudad Juarez	Monterrey	Guanajuato	Mexico City
Mexicali	Chihuahua	Saltillo	<b>Queretaro</b>	Toluca
Hermosillo	Durango	Torreon	Guadalajara	Puebla
Nogales		Reynosa	San Luis Potosi	
Ensenada		Matamoros	Aguascalientes	
Tecate		Nuevo Laredo	Lagos de Moreno	
Rosarito				



### BAJIO REGION

Guanajuato

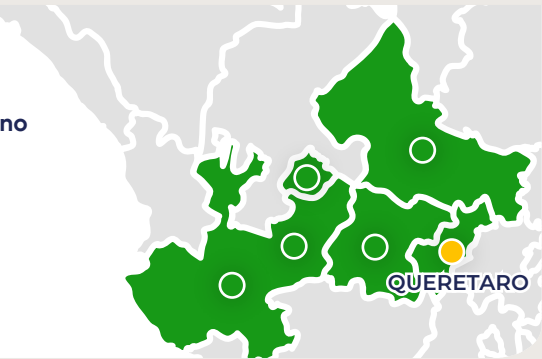
Queretaro

San Luis Potosi

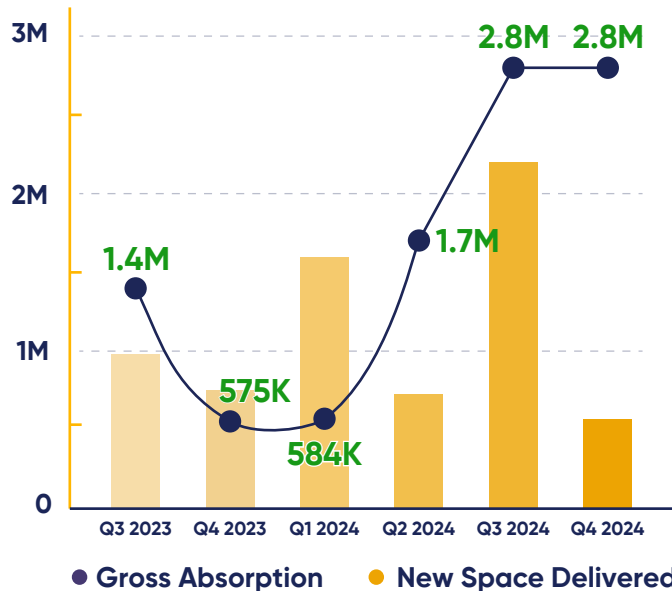
Aguascalientes

Guadalajara

Lagos de Moreno



## HISTORIC DEMAND AND NEW SPACE DELIVERED (SF)



## MARKET ACTIVITY

Gross Absorption: A total of 2.77M SF was absorbed, consisting of

- 518K SF of newly delivered and occupied space.
- 2.25M SF of existing space occupied.

Availability: Decreased to 3.7M SF, given the positive absorption.

## MARKET LEVERAGE



Demand for industrial space has been very high in the most recent quarters. However, availability and construction of speculative facilities has been high as well, resulting in even leverage between tenants and owners.

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

	MARKET SIZE	AVAILABILITY	VACANCY	GROSS ABSORPTION	NET ABSORPTION	AVG. LEASE RATE (US\$/Mo)
CURRENT QTR	74.8M	3.7M	4.93%	2.8M	2.8M	
PAST QTR	74.2M	4.5M	6.13%	2.8M	2.8M	
CHANGE	▲586.3K	▼-858.9K	▼-1.20%	▼-26.8K	▼-26.8K	

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 and 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 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

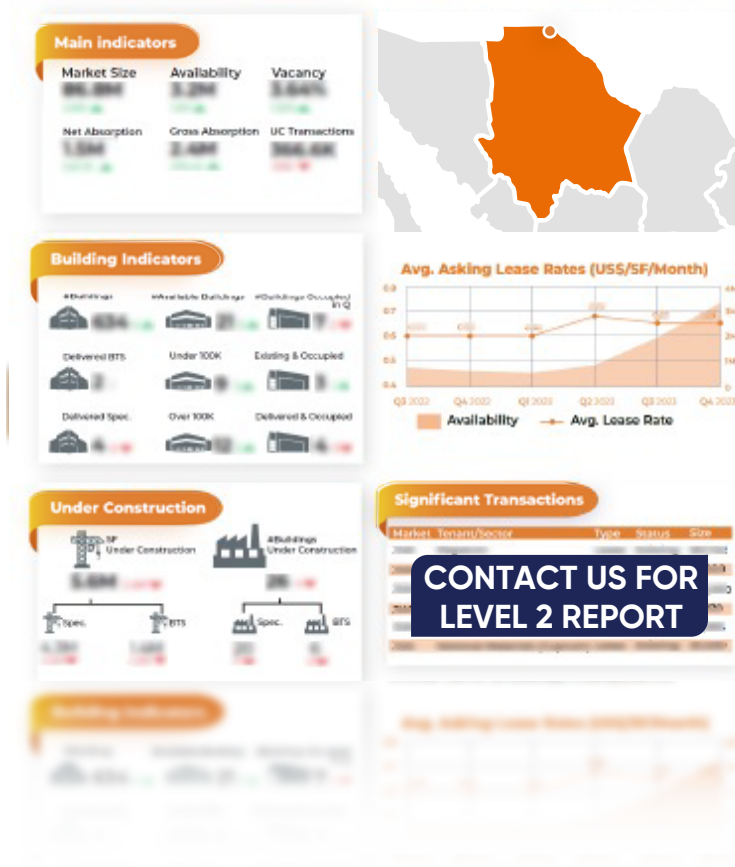
The resulting subtraction of all physically existing space newly occupied during the quarter minus the space that has become available during the period; Gross Absorption minus Vacated space and Delivered & Available Spec.

### 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 requirement 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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