

Northwest

Tijuana
 Mexicali
 Hermosillo
 Nogales
 Ensenada
 Tecate
 Rosarito

Northcentral

Ciudad Juarez
 Chihuahua
 Durango

Northeast

Monterrey
Saltillo
 Torreon
 Reynosa
 Matamoros
 Nuevo Laredo

Bajío

Guanajuato
 Queretaro
 Guadalajara
 San Luis Potosi
 Aguascalientes
 Lagos de Moreno

Central

Mexico City
 Toluca
 Puebla



NORTHEAST REGION

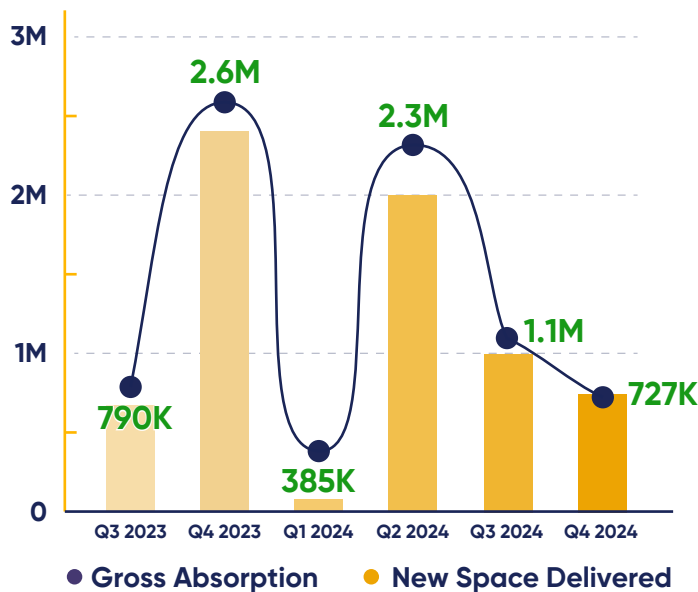
NUEVO LEON
Monterrey

COAHUILA
Saltillo
Torreón

TAMAULIPAS
Reynosa
Matamoros
Nuevo Laredo



HISTORIC DEMAND AND NEW SPACE DELIVERED (SF)



MARKET ACTIVITY

Gross Absorption: A total of 727K SF was absorbed, consisting of:

- 699K SF of newly delivered and occupied space.
- 28K SF of existing space occupied.

Availability: Increased, very slightly, to 653K SF, due to 50K SF of available space delivered.

MARKET LEVERAGE



Given the low availability, owners have more leverage in the market, which has caused an increase in asking lease rates.

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

	MARKET SIZE	AVAILABILITY	VACANCY	GROSS ABSORPTION	NET ABSORPTION	AVG. LEASE RATE (US\$/Mo)
CURRENT QTR	63.9M	653.2K	1.02%	727.2K		
PAST QTR	63.1M	623.5K	0.99%	1.1M		
CHANGE	▲ 749.9K	▲ 29.7K	▲ 0.03%	▼ -336.5K		

**CONTACT US FOR
LEVEL 2 REPORT**

WHERE CAN WE HELP YOU NEXT?

Gary Swedback - CEO NAI Mexico
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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

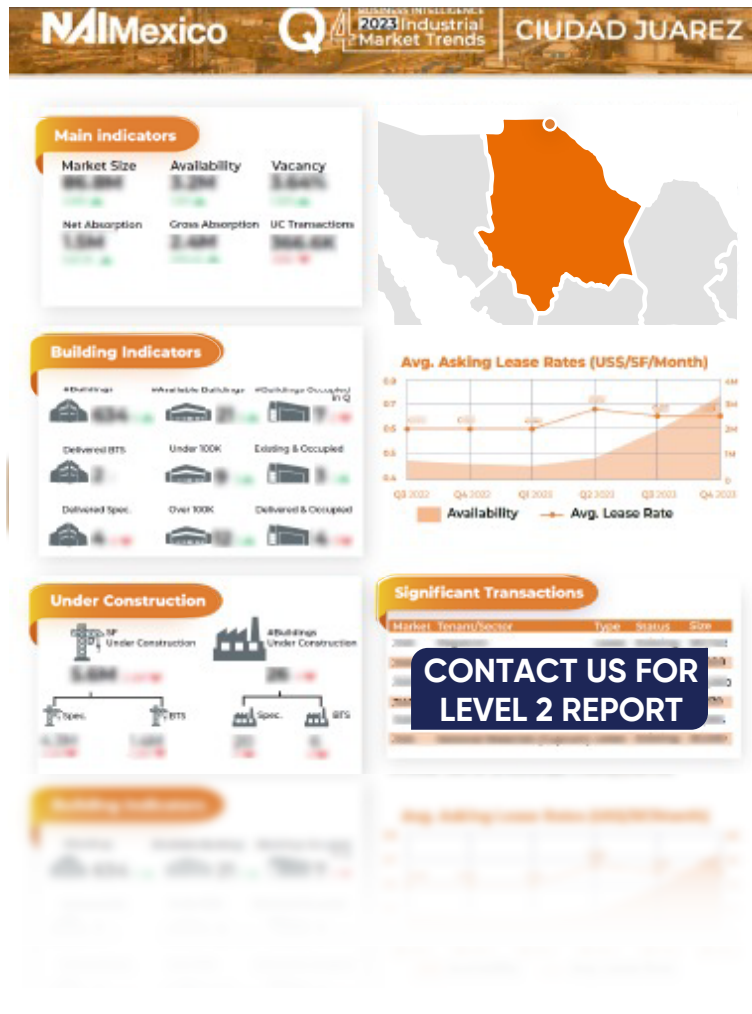
- Market Size**
The combined size, stated in square feet, of all the industrial buildings, distribution centers and warehouses that physically exist in the market for this quarter.
- Availability**
The combined size, stated in square feet, of all the industrial buildings, distribution centers and warehouses 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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