# **N**/Mexico

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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









### **NORTHEAST REGION**

NUEVO LEON Monterrey

COAHUILA Saltillo Torreon

TAMAULIPAS Reynosa Matamoros Nuevo Laredo



## HISTORIC DEMAND AND NEW SPACE DELIVERED (SF)



MAIN INDICATORS | EVEL 1 (SE)

### 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.

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

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.

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# Mexico



### 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 <u>more</u> industrial analytics?

### Access to Level 2 "decision-making" KPI'S Access Levels & Benefits

	2023 Industrial Market Trends
Main indicators Market Size Availability Vacan Net Absorption Cross Absorption UC Tran	ncy mactions
Building Indicators	Q8 2002 Q4 2002 Q1 2003 Q2 2003 Q8 2003
Under Construction	Significant Transactions Hereter Transviscore Type Status CONTACT US FOR LEVEL 2 REPORT

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	0
Vacancy	0	0	0
Market Size	0	<b>O</b>	0
Available SF		<b>O</b>	0
Available Buildings per size			0
*Upon request			
Markets summaries			
Basic market description	0	⊘	0
In-depth analysis			0
Interactive dashboard			
Basic		<b>O</b>	0
All markets		<b>O</b>	0
Regional and national			0
Multi-market comparison			0
Market analysis			
Single market		0	0
Multi-market analysis			ø
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	0
Management consulting			0

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# WHERE CAN WE NEXT?

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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

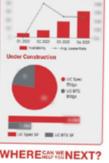


Location Dema

# **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

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