

## Northwest

Tijuana  
Mexicali  
Hermosillo  
Nogales  
Ensenada  
**Tecate**  
Rosarito

## Northcentral

Ciudad Juarez  
Chihuahua  
Durango

## Northeast

Monterrey  
Saltillo  
Torreón  
Reynosa  
Matamoros  
Nuevo Laredo

## Bajío

Guanajuato  
Queretaro  
Guadalajara  
San Luis Potosí  
Aguascalientes  
Lagos de Moreno

## Central

Mexico City  
Toluca  
Puebla



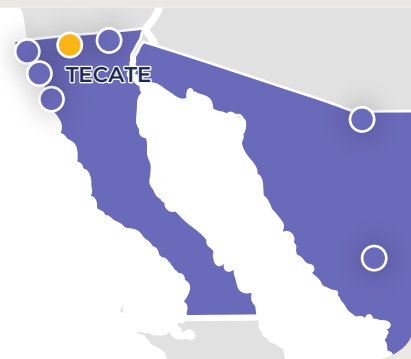
## NORTHWEST REGION

### BAJA CALIFORNIA

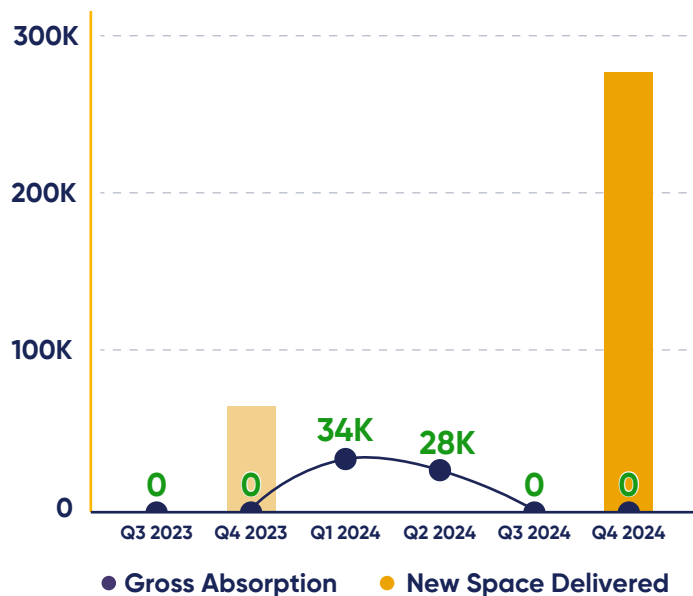
Tijuana  
Mexicali  
Ensenada  
Tecate  
Rosarito

### SONORA

Hermosillo  
Nogales



## HISTORIC DEMAND AND NEW SPACE DELIVERED (SF)



## MARKET ACTIVITY

**Gross Absorption:** No physically existing space was absorbed during the quarter.

**Availability:** Increased to 420K SF, due to 277K SF of available space delivered.

## MARKET LEVERAGE



Demand in the market has been low, and the recent increase in availability has placed leverage in an even position 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	8.1M	420K	5.21%	0.0		
PAST QTR	7.8M	142.4K	1.83%	0.0		
CHANGE	▲ 277.6K	▲ 277.6K	▲ 3.38%	0		

**CONTACT US FOR  
LEVEL 2 REPORT**

**WHERE CAN WE  
HELP YOU NEXT?**

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

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

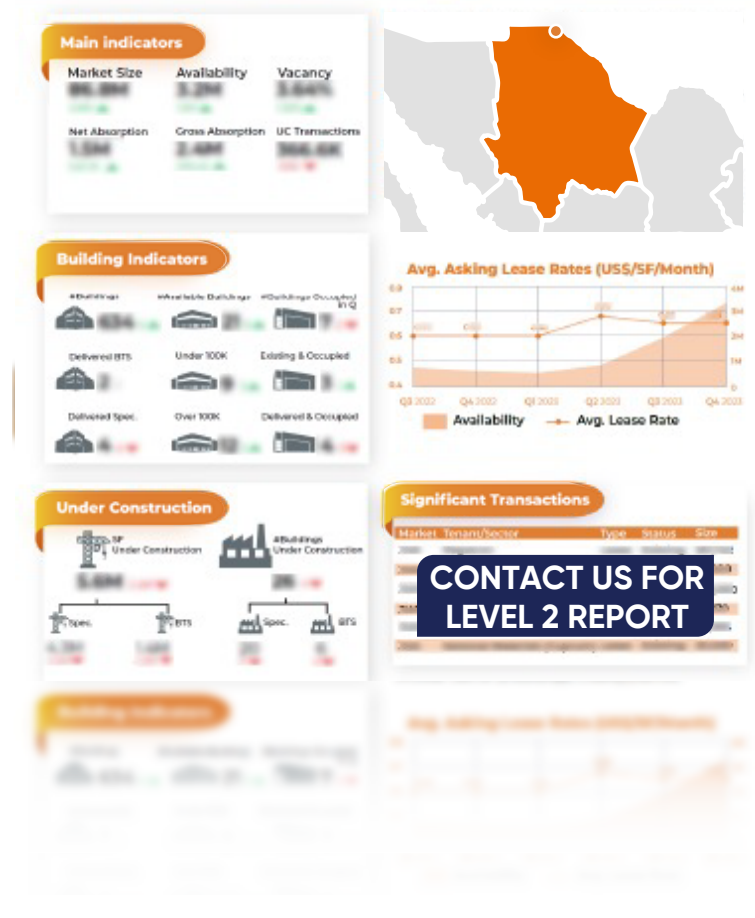
The resulting subtraction of all physically existing space newly occupied during the quarter minus the space that has become available during the period; Gross Absorption minus Vacated space and Delivered & Available Spec.

### 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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