

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



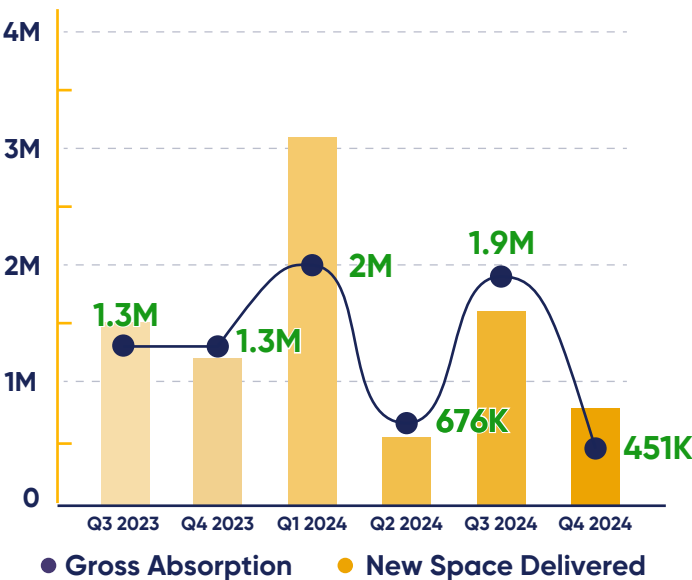
METRO AREA OVERVIEW

Tijuana is Mexico’s largest city at the US-Mexico border. With San Diego, it forms the Cali-Baja binational region, comprising more than 5 Million inhabitants. It is consistently ranked as one of Mexico’s top three fastest growing cities and benefits as a one day drive from the Western US and California for the exporting of finished goods. Tijuana’s contribution to the Mega Region is driven by its 34 universities and training programs offering advanced engineering and management degrees. Tijuana is also recognized for hosting more foreign manufacturing operations than any other Mexican city.

INDUSTRIAL MARKET OVERVIEW

Tijuana’s status as a Tier 1 Industrial Destination has attracted more than 800 North American, European and Pacific Rim companies. Automotive, medical devices and consumer electronics comprise the top 3 industrial sectors. Currently, Tijuana hosts more than 100 industrial parks and zones. The largest foreign employers are Medtronic, Eaton, and Samsung. Nearshoring is driving a new migration of Chinese, Taiwanese, Korean, Japanese and European companies.

HISTORIC DEMAND AND NEW SPACE DELIVERED (SF)



MARKET ACTIVITY

Gross Absorption: A total of 451K SF was absorbed, consisting of:

- 110K SF of newly delivered and occupied space.
- 341K SF of existing space occupied.

Availability: Increased to 4.5M SF, due in part to

- 715K SF of available space delivered.
- 257K SF of vacated space.

MARKET LEVERAGE



Given the increase in available space in the market, as well as a demand lower than previous quarters, leverage between tenants and owners is now almost even.

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

	MARKET SIZE	AVAILABILITY	VACANCY	GROSS ABSORPTION	NET ABSORPTION	AVG. LEASE RATE (US\$/Mo)
CURRENT QTR	96.3M	4.5M	4.72%	451.5K		
PAST QTR	95.5M	3.4M	3.55%	1.9M		
CHANGE	▲826.1K	▲1.2M	▲1.17%	▼-1.5M		

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 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

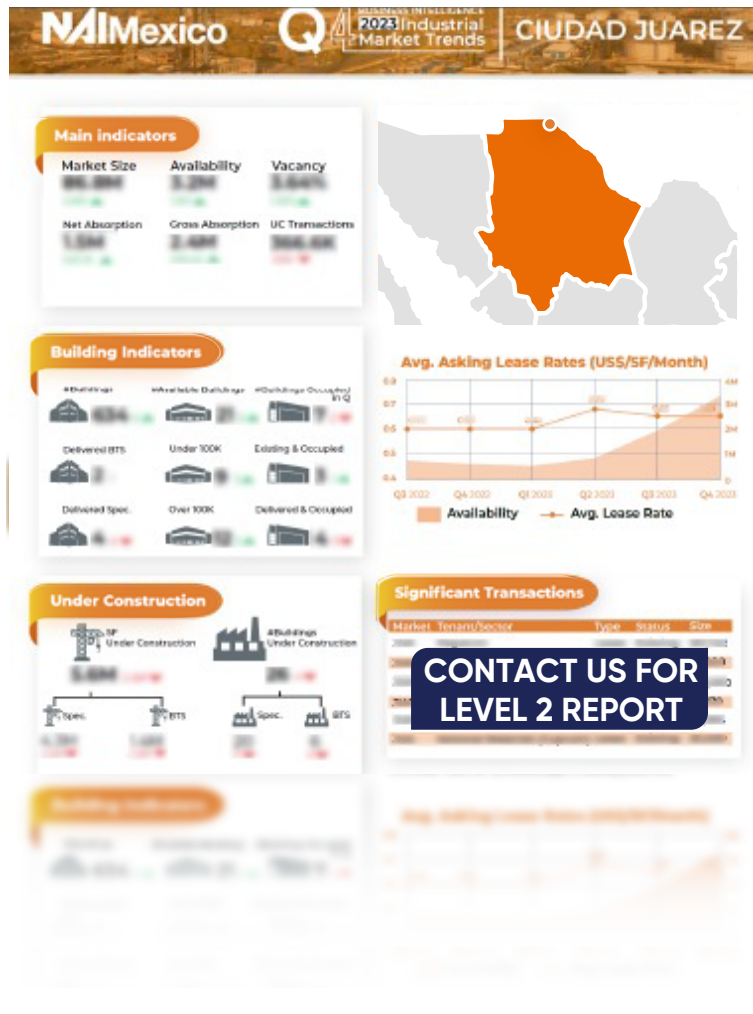
- Market Size**
The combined size, stated in square feet, of all the industrial buildings, distribution centers and warehouses that physically exist in the market for this quarter.
- Availability**
The combined size, stated in square feet, of all the industrial buildings, distribution centers and warehouses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

NEED ACCESS TO MORE INDUSTRIAL ANALYTICS

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



WHERE CAN WE HELP YOU NEXT?

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