

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



TOLUCA

## CENTRAL REGION

CDMX

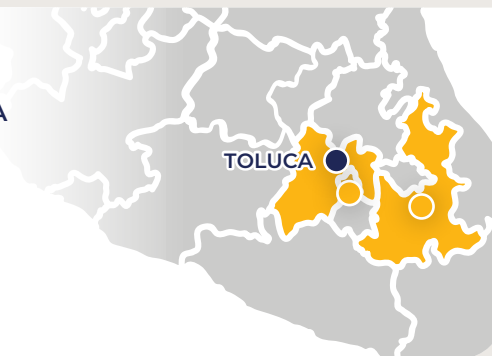
Mexico City

EDOMEX

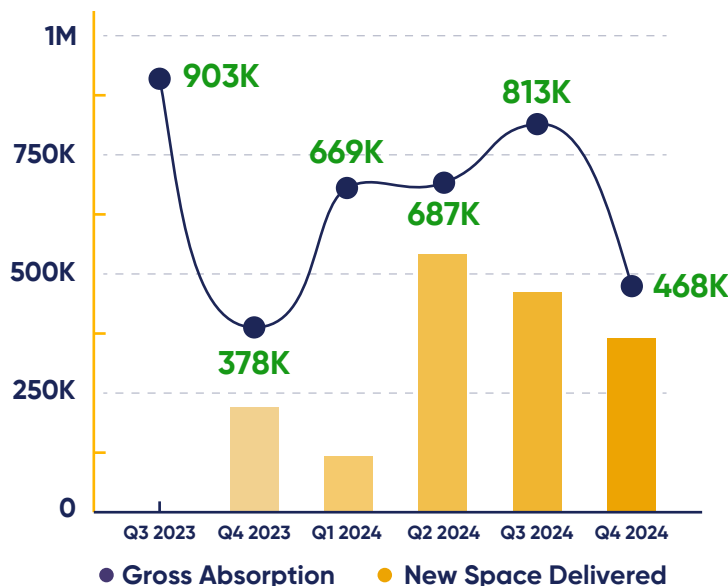
Toluca

PUEBLA

Puebla



## HISTORIC DEMAND AND NEW SPACE DELIVERED (SF)



## MARKET ACTIVITY

Gross Absorption: A total of 468K SF was absorbed, consisting of:

- 353K SF of newly delivered and occupied space.
- 115K SF of existing space occupied.

Availability: Increased to 494K SF, due in part to 94K SF of vacated space.

## MARKET LEVERAGE



Leans towards owners, given low availability and high absorption.

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

MARKET SIZE

AVAILABILITY

VACANCY

GROSS ABSORPTION

NET ABSORPTION

AVG. LEASE RATE  
(US\$/Mo)

CURRENT QTR

74.7M

493.8K

0.66%

468K

PAST QTR

74.3M

309.3K

0.42%

813.5K

CHANGE

▲352.7K

▲184.5K

▲0.25%

▼-345.5K

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

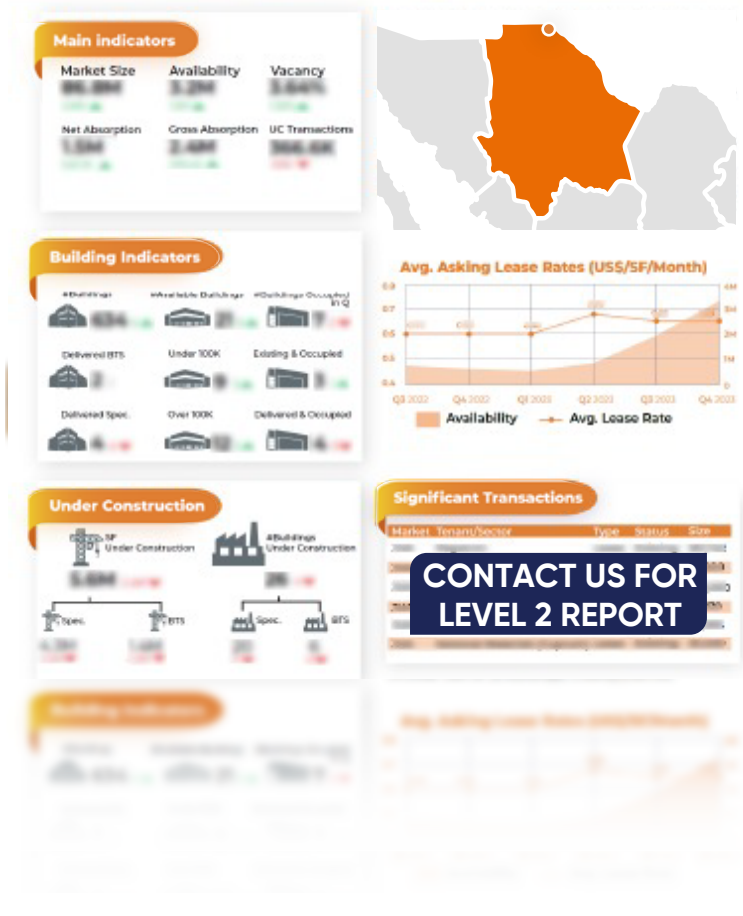
The resulting subtraction of all physically existing space newly occupied during the quarter minus the space that has become available during the period; Gross Absorption minus Vacated space and Delivered & Available Spec.

### 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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