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









NORTHCENTRAL REGION

CHIHUAHUA Ciudad Juarez Chihuahua

DURANGO z Durango



HISTORIC DEMAND AND NEW SPACE DELIVERED (SF)



MARKET ACTIVITY

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

Availability: A total of 104K SF, just like the previous quarter.

MARKET LEVERAGE



Given the low demand for space in the market (despite some current construction), tenants have greater leverage.

MAIN INDICATORS LEVEL 1 (SF)									
	MARKET SIZE	AVAILABILITY	VACANCY	GROSS ABSORPTION	NET ABSORPTION	AVG. LEASE RATE (US\$/Mo)			
CURRENT QTR	10.9M	104.4K	0.96%	0.0	CONTACT US FOR LEVEL 2 REPORT				
PAST QTR	10.9M	104.4K	0.96%	97.8K					
CHANGE	0	0	0	▼-97.8K		REPORT			

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.

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



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

Main indicators Market Size Availability Vacancy	
Net Absorption Gross Absorption UC Transacti	
Building Indicators	Avg. Asking Lease Rates (USS/SF/Mor
Detweel 875 Under KOK Editing & Occupa	
Dathened Sport. Over SOX Deduared & Corrup	Producting and and a
Inder Construction	Steel Significant Transactions
iner Piers Adiene Ad	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	O	0
Market Size	0	O	0
Available SF		S	Ø
Available Buildings per size			Ø
*Upon request			
Markets summaries			
Basic market description	Ø	Ø	0
In-depth analysis			Ø
Interactive dashboard			
Basic		Ø	Ø
All markets		S	0
Regional and national			Ø
Multi-market comparison			0
Market analysis			
Single market		O	0
Multi-market analysis			0
Developer/Owner tools			
Building competitive position			Ø
Future tenant/origin expectation			0
Location analysis			ø
Building requeriment analysis			ø
Strategic Planning Report			
NAI Mexico support services			
Local broker project Support		0	Ø
Management consulting			Ø

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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

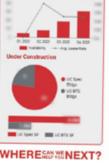


Location Dema

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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