# **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.

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### 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	<b>O</b>	0
Market Size	0	<b>O</b>	0
Available SF		<b>S</b>	<b>Ø</b>
Available Buildings per size			<b>Ø</b>
*Upon request			
Markets summaries			
Basic market description	<b>Ø</b>	<b>Ø</b>	0
In-depth analysis			<b>Ø</b>
Interactive dashboard			
Basic		<b>Ø</b>	<b>Ø</b>
All markets		<b>S</b>	0
Regional and national			<b>Ø</b>
Multi-market comparison			0
Market analysis			
Single market		<b>O</b>	0
Multi-market analysis			0
Developer/Owner tools			
Building competitive position			<b>Ø</b>
Future tenant/origin expectation			0
Location analysis			ø
Building requeriment analysis			ø
Strategic Planning Report			<b></b>
NAI Mexico support services			
Local broker project Support		0	Ø
Management consulting			<b>Ø</b>

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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

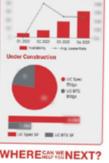


Location Dema

# **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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