



## 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



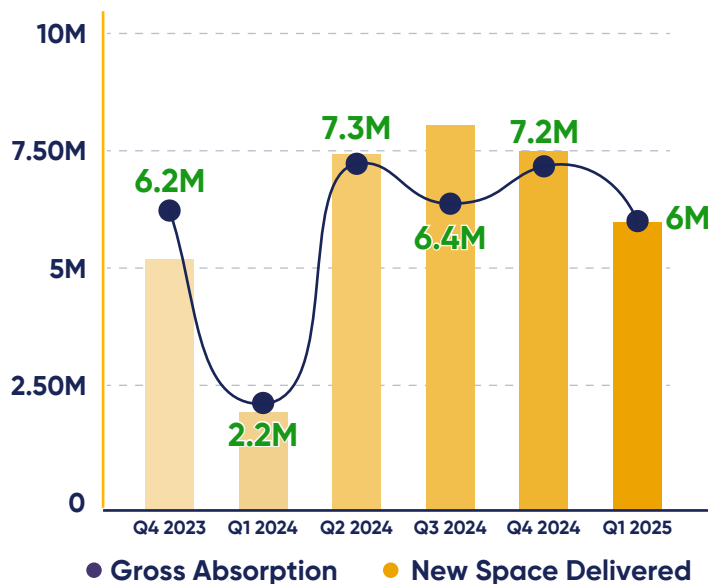
## METRO AREA OVERVIEW

Widely regarded as “the Chicago of Mexico,” Monterrey is situated in Nuevo Leon and provides access to 3 US border crossings located approximately 2 hours (driving distance) from the metro area. Monterrey has benefitted from more than 100 years of industrial activity, making it the third largest city and the second largest economy in Mexico. Monterrey is host to a diversity of sectors, such as automotive, consumer electronics, steel and chemicals. The city has more than 60 universities, including the world famous Tec de Monterrey.

## INDUSTRIAL MARKET OVERVIEW

Monterrey’s diverse industrial base has kept growing year by year, making it a shortlist consideration for global site selection projects. Its more than 100 industrial parks and zones have positioned Monterrey as a Tier 1 Industrial Market in the country. Large foreign employers include Nemark, Acuity Brands and Naivistar, while large Mexican companies headquartered in the metro area include FEMSA, CEMEX, Alfa and Vitro. Tesla’s Gigafactory will continue to drive rapid escalation in the regional automotive sector, attracting new Tier 1 and 2 suppliers.

## HISTORIC DEMAND AND NEW SPACE DELIVERED (SF)



## MARKET ACTIVITY

Gross Absorption: A total of 6M SF was absorbed, consisting of:

- 3.85M SF of newly delivered and occupied space.
- 2.17M SF of existing space occupied.

Availability: Increased to 13.5M SF, due to:

- 2.16M SF of available space delivered.
- 1.14M SF of vacated space.

## MARKET LEVERAGE



Even though absorption has been consistently high, availability of existing space has kept increasing. Additionally, the great majority of speculative space under construction has not been pre-leased, which will likely further increase availability. However, Monterrey remains a balanced market 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	193.8M	13.5M	6.98%	6M		
PAST QTR	187.7M	12.3M	6.56%	7.2M		
CHANGE	▲6M	▲1.2M	▲0.42%	▼-1.2M		

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.

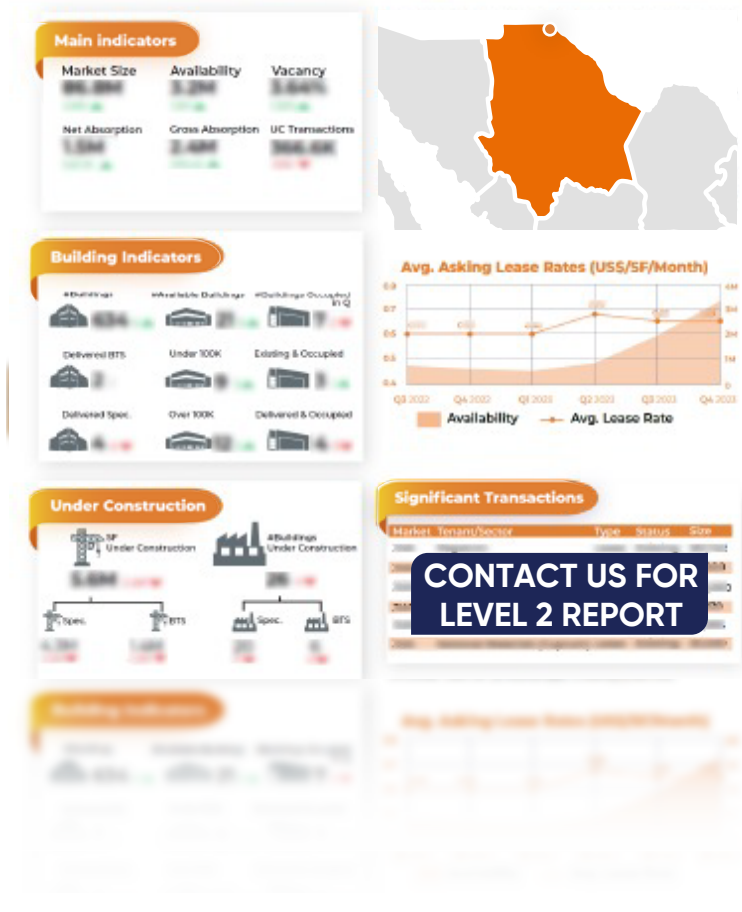
### Avg. Lease Rate

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	✓	✓	✓

# 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.

## NEED ACCESS TO MORE INDUSTRIAL ANALYTICS

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



## WHERE CAN WE HELP YOU NEXT?

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