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









NORTHEAST REGION

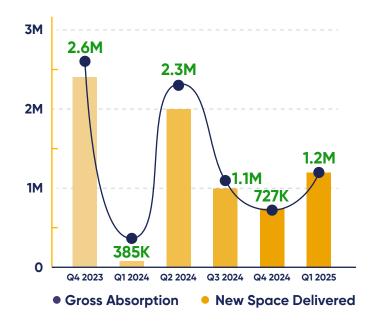
NUEVO LEON Monterrey

N COAHUILA Saltillo Torreon

TAMAULIPAS Reynosa Matamoros Nuevo Laredo



HISTORIC DEMAND AND NEW SPACE DELIVERED (SF)



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MAIN INDICATOPS | EVEL 1 (SE)

MARKET ACTIVITY

Gross Absorption: A total of 1.2M SF was absorbed, consisting of:

- 1.1M SF of newly delivered and occupied space.
- 97K SF of existing space occupied.

Availability: Increased to 792K SF, due to:

- 126K SF of available space delivered.
- 110K SF of vacated space.

MARKET LEVERAGE



Given the low availability, owners have more leverage in the market. However, the majority of speculative buildings under construction haven't been pre-leased, which could increase availability once they're delivered.

MAIN INDICATORS LEVEL I (SF) ~ Previous duriter Difference									
	MARKET SIZE	AVAILABILITY	VACANCY	GROSS ABSORPTION	NET ABSORPTION	AVG. LEASE RATE (US\$/Mo)			
CURRENT QTR	65.1M	792.6K	1.22%	1.2M	CONTACT US FOR LEVEL 2 REPORT				
PAST QTR	63.9M	653.2K	1.02%	727.2K					
CHANGE	▲1.2M	▲139.4K	▲ 0.19%	▲ 462.1K					

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.

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Mexico



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 Transactions	
Building Indicators	Avg. Asking Lease Rates (US\$/SF/Mon
CREWWEIGHTS Under 100K Existing & Occupied	
Defineed Speet. Over SDK Definered & Cocupand	Q3.002 Q4.002 Q1303 Q2303 Q2303 Availability → Avg. Lease Rate
Under Construction	Significant Transactions Hartert Tenant/Source Type Status CONTACT US FOR
from the mises and ers	LEVEL 2 REPORT
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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	Ø
Vacancy	•	0	0
Market Size	•	O	0
Available SF		O	0
Available Buildings per size			0
*Upon request			
Markets summaries			
Basic market description	Ø	O	0
In-depth analysis			ø
Interactive dashboard			
Basic		O	Ø
All markets		0	ø
Regional and national			ø
Multi-market comparison			0
Market analysis			
Single market		0	0
Multi-market analysis			v
Developer/Owner tools			
Building competitive position			0
Future tenant/origin expectation			Ø
Location analysis			
Building requeriment analysis			
Strategic Planning Report			ø
NAI Mexico support services	; ;		
Local broker project Support		0	I
Management consulting			0

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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

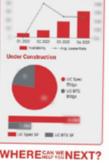


Location Dema

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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WHERE CAN WE NEXT?