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

Guanajuato Queretaro Guadalajara San Luis Potosi **Aguascalientes** Lagos de Moreno

Bajio

Central

Mexico City Toluca Puebla

BUSINESS INTELLIGENCE | LEVEL 1

NAIMEXICO.COM



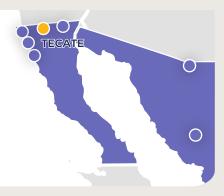




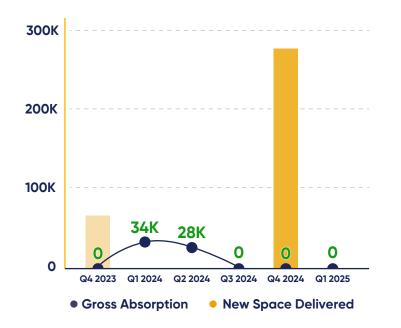


NORTHWEST REGION

| BAJA CALIFORNIA | SONORA |
|-----------------|------------|
| Tijuana | Hermosillo |
| Mexicali | Nogales |
| Ensenada | |
| Tecate | |
| Rosarito | |
| | |



HISTORIC DEMAND AND NEW SPACE DELIVERED (SF)



MAIN INDICATORS LEVEL 1 (SF) AV Previous Quarter Difference

MARKET ACTIVITY

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

Availability: A total of 420K SF, just like the previous quarter.

MARKET LEVERAGE



Demand and activity in the market have been low, tilting leverage just slightly more towards tenants.

MARKET SIZE AVAILABILITY VACANCY **GROSS ABSORPTION NET ABSORPTION** AVG. LEASE RATE (US\$/Mo) 8.1M **420K** 5.21% **CURRENT QTR** 0.0 CONTACT US FOR 8.1M **420K** 5.21% 0.0 **PAST QTR LEVEL 2 REPORT** 0 CHANGE 0 \bigcirc 0

WHERE CAN WE NEXT?

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

asurements 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.



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 Availa | bility Vacancy | | |
|---------------------------------------|----------------------------------|-------------------------|--------------------------------|
| Net Absorption Cross A | biorption UC Transactions | | |
| Building Indicators | | Avg. Asking Lease Rate | es (US\$/SF/Mon |
| Detweed (ITS Under 10 | OK Existing & Occupied | | 1 |
| Delivered Spec. Over 100 | Conversition Concepted | Q1202 Q4202 Q1203 | ozaki ozaki Avg. Lease Rate |
| Under Construction | Aturatives Under Construction | Significant Transaction | Type Status |
| Tapes. | miser miers | LEVEL 2 R | |

| 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 | Ø | 0 | 0 |
| Vacancy | 0 | O | 0 |
| Market Size | Ø | O | 0 |
| Available SF | | O | 0 |
| Available Buildings per size | | | 0 |
| *Upon request | | | |
| Markets summaries | | | |
| Basic market description | 0 | O | 0 |
| In-depth analysis | | | ø |
| Interactive dashboard | | | |
| Basic | | • | Ø |
| All markets | | 0 | 0 |
| Regional and national | | | Ø |
| Multi-market comparison | | | 0 |
| Market analysis | | | |
| Single market | | 0 | 0 |
| Multi-market analysis | | | 0 |
| Developer/Owner tools | | | |
| Building competitive position | | | 0 |
| Future tenant/origin expectation | | | Ø |
| Location analysis | | | 0 |
| Building requeriment analysis | | | I |
| Strategic Planning Report | | | 0 |
| NAI Mexico support services | | | - |
| Local broker project Support | | 0 | 0 |
| 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
PROJECT? REQUEST LEVEL 3 ACCESS

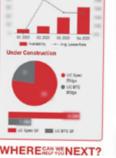
LEVEL 3 INDUSTRIAL POSITIONING MATRIX



Location Deman

INTERACTIVE MARKET COMPARISON DASHBOARD

Image: Second and the second and th





Aerospace



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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 ParksPromoting Industrial Space

Analyzing Competitive Position

ABOUT? Aquiring Land Selling Land

Raising Capital

WHERE CAN WE NEXT? Ga

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