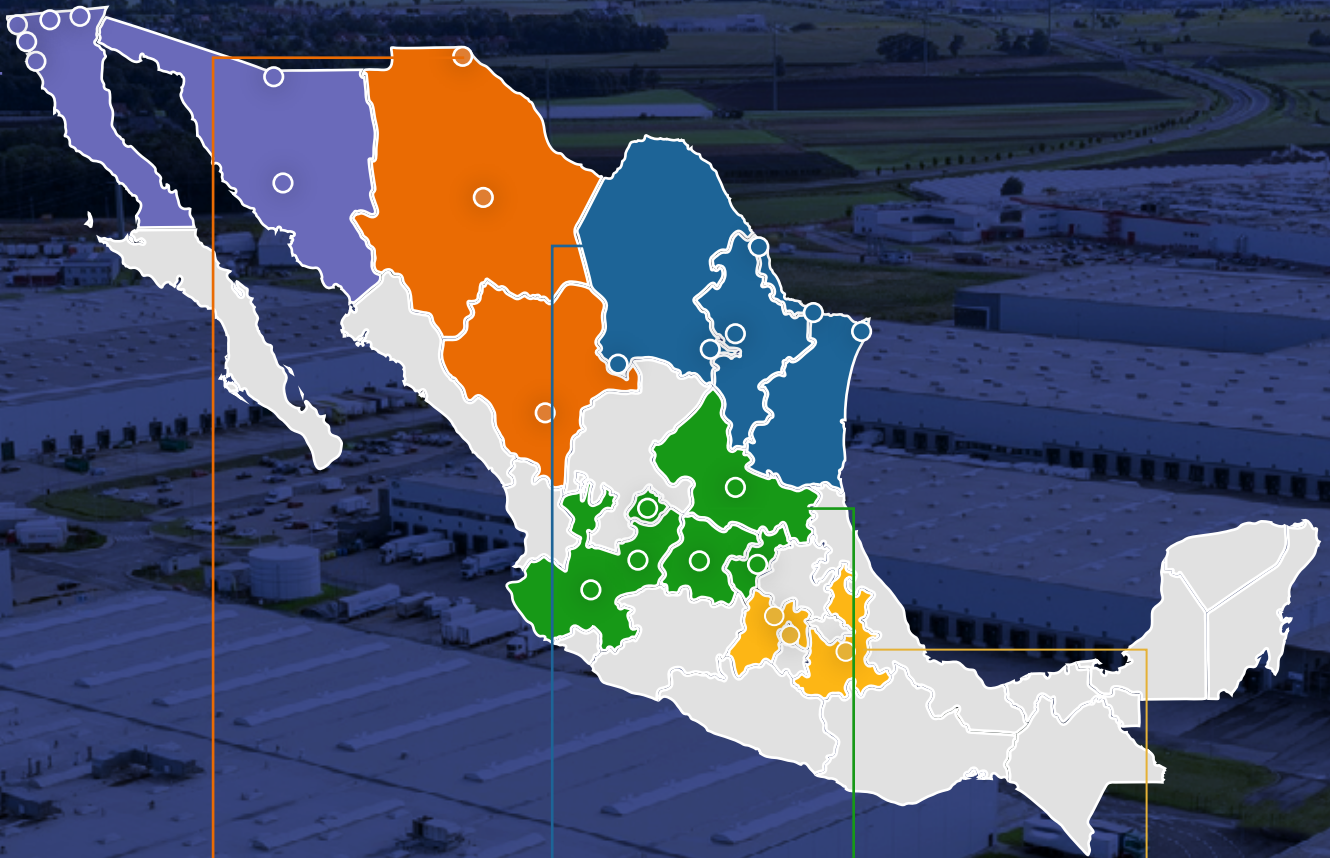




## Northwest

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



## CENTRAL REGION

CDMX

Mexico City

EDOMEX

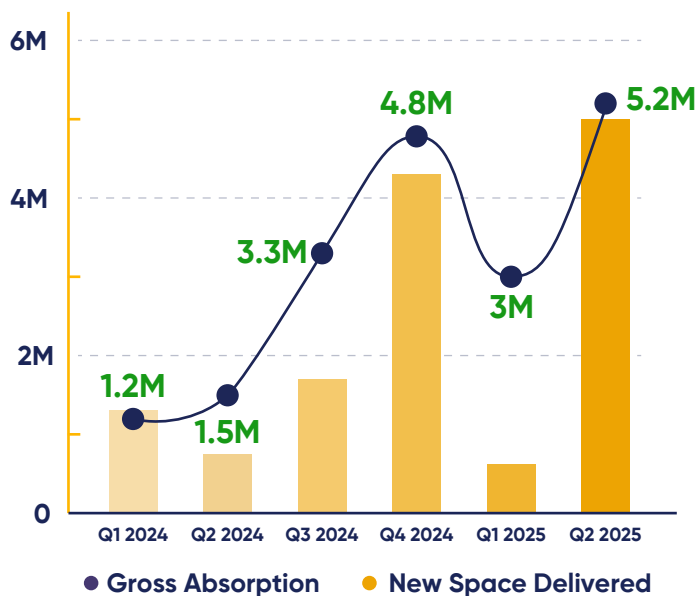
Toluca

PUEBLA

Puebla



## HISTORIC DEMAND AND NEW SPACE DELIVERED (SF)



## MARKET ACTIVITY

Gross Absorption: A total of 5.2M SF was absorbed, consisting of:

- 4.5M SF of newly delivered and occupied space.
- 689K SF of existing space occupied.

Availability: Increased to 5.7M SF, due to:

- 490K SF of available space delivered.
- 1.1M SF of vacated space.

## MARKET LEVERAGE



Even though several properties were vacated during the quarter, gross absorption reached its highest figure for any quarter in at least 5 years. Additionally, construction is significantly lower than previous quarters, which could result in lower availability in the upcoming months. Asking lease rates have kept going up, surpassing \$1 per square foot for some properties. Given that many companies in Mexico City are not affected by tariffs, since they don't export to the US, owners still have greater leverage.

## MAIN INDICATORS LEVEL 1 (SF) ▲▼ Previous Quarter Difference

|             | MARKET SIZE | AVAILABILITY | VACANCY | GROSS ABSORPTION | NET ABSORPTION | AVG. LEASE RATE<br>(US\$/Mo) |
|-------------|-------------|--------------|---------|------------------|----------------|------------------------------|
| CURRENT QTR | 161.3M      | 5.7M         | 3.53%   | 5.2M             |                |                              |
| PAST QTR    | 156.3M      | 4.4M         | 2.82%   | 3M               |                |                              |
| CHANGE      | ▲ 5M        | ▲ 1.3M       | ▲ 0.71% | ▲ 2.2M           |                |                              |

**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

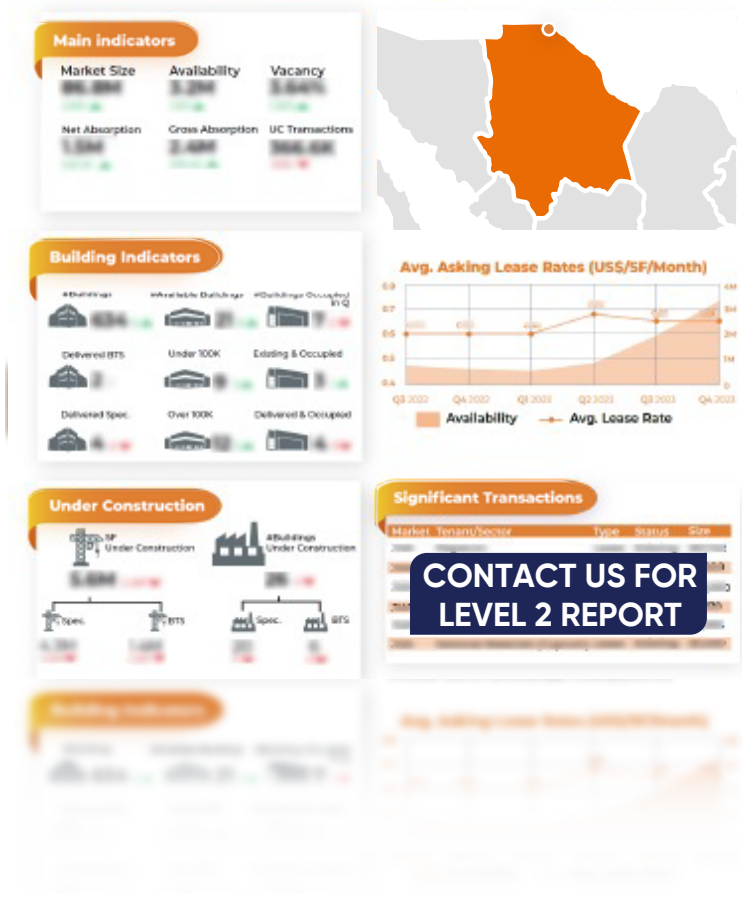
The resulting subtraction of all physically existing space newly occupied during the quarter minus the space that has become available during the period; Gross Absorption minus Vacated space and Delivered & Available Spec.

### 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

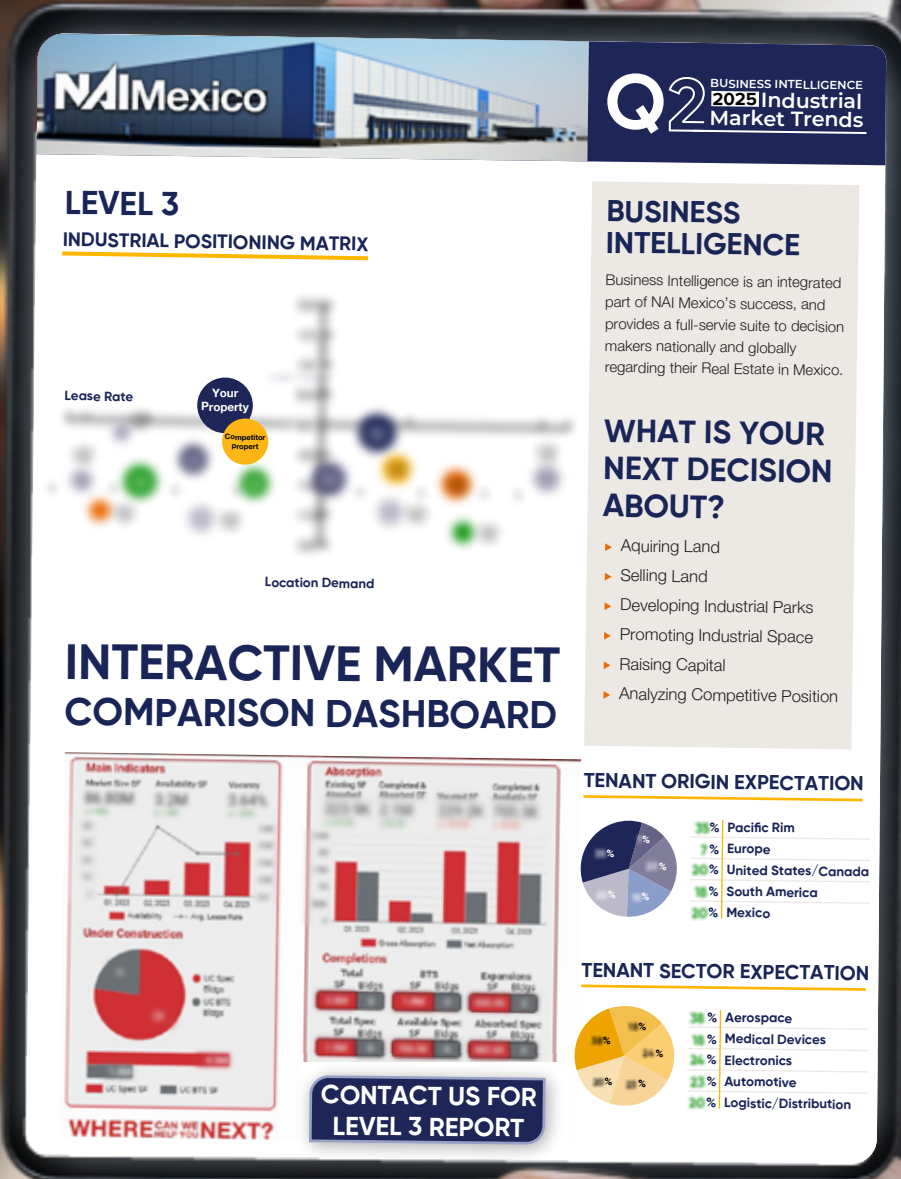
| KPIs                             | LEVEL 1<br>MEXICO REAL<br>ESTATE ANALYTICS | LEVEL 2<br>ADVANCED MEXICO<br>BUSINESS INTELLIGENCE | LEVEL 3<br>STRATEGIC<br>PLANNING SUITE |
|----------------------------------|--------------------------------------------|-----------------------------------------------------|----------------------------------------|
| 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?

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## NEED ACCESS TO MORE INDUSTRIAL ANALYTICS

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



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