

Northwest	Northcentral	Northeast	Bajío	Central
Tijuana	Ciudad Juarez	Monterrey	Guanajuato	Mexico City
Mexicali	Chihuahua	Saltillo	Queretaro	Toluca
Hermosillo	Durango	Torreon	Guadalajara	Puebla
<b>Nogales</b>		Reynosa	San Luis Potosi	
Ensenada		Matamoros	Aguascalientes	
Tecate		Nuevo Laredo	Lagos de Moreno	
Rosarito				



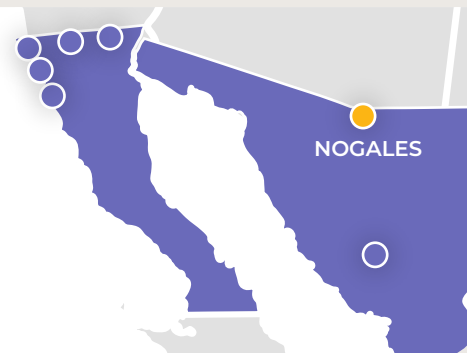
## NORTHWEST REGION

### BAJA CALIFORNIA

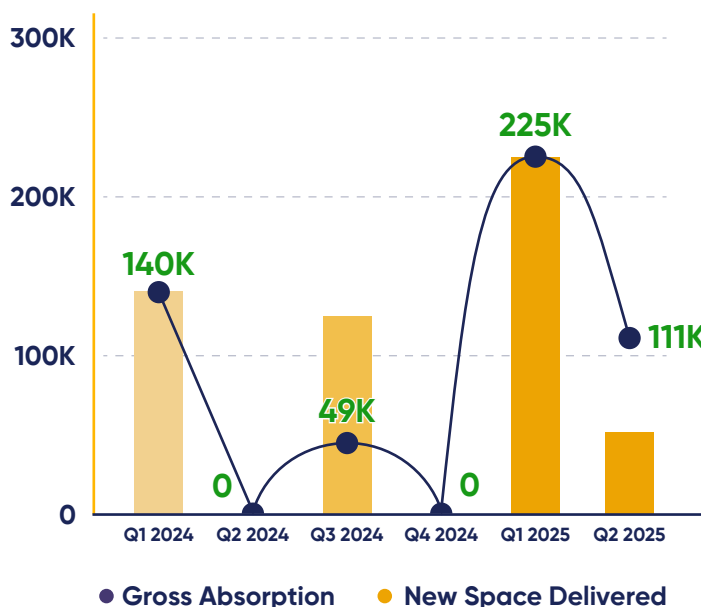
Tijuana  
Mexicali  
Ensenada  
Tecate  
Rosarito

### SONORA

Hermosillo  
Nogales



## HISTORIC DEMAND AND NEW SPACE DELIVERED (SF)



## MARKET ACTIVITY

Gross Absorption: A total of 110K SF was absorbed, consisting of:

- 50K SF of newly delivered and occupied space.
- 60K SF of existing space occupied.

Availability: Decreased to 134K SF, given the 60K SF of existing space being occupied.

## MARKET LEVERAGE



Given the market's position at the US-Mexico border and low availability, owners have more leverage, resulting in high asking lease rates.

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

MARKET SIZE AVAILABILITY VACANCY GROSS ABSORPTION NET ABSORPTION AVG. LEASE RATE (US\$/Mo)

CURRENT QTR	14.5M	134.3K	0.92%	110.7K
PAST QTR	14.5M	195K	1.35%	225K
CHANGE	▲ 50K	▼ -60.7K	▼ -0.42%	▼ -114.3K

CONTACT US FOR  
LEVEL 2 REPORT

WHERE CAN WE  
HELP YOU NEXT?

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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

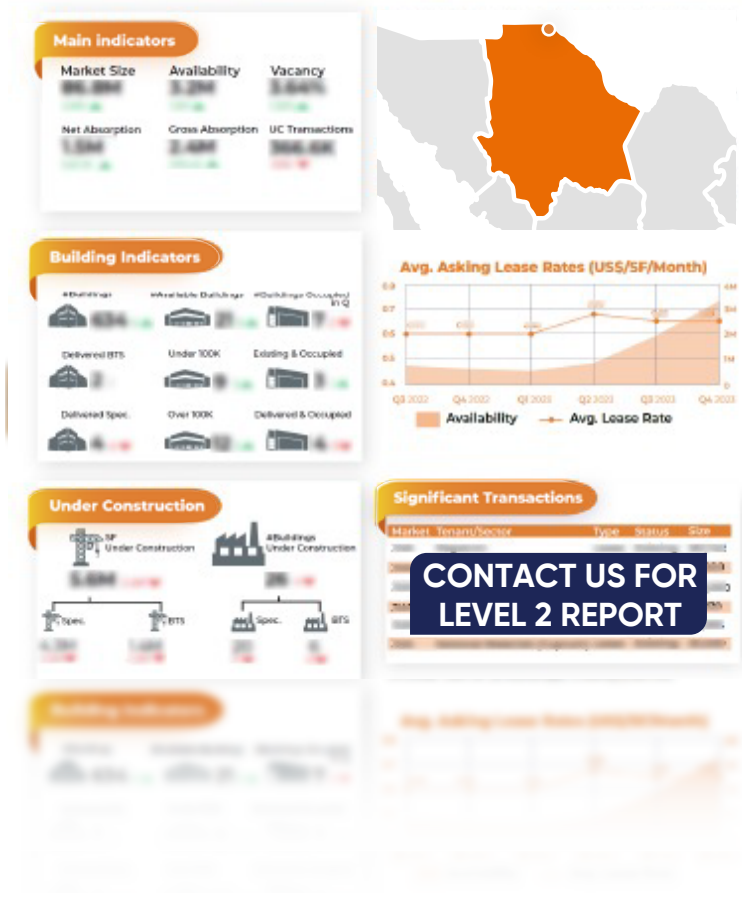
The resulting subtraction of all physically existing space newly occupied during the quarter minus the space that has become available during the period; Gross Absorption minus Vacated space and Delivered & Available Spec.

### 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	✓	✓	✓

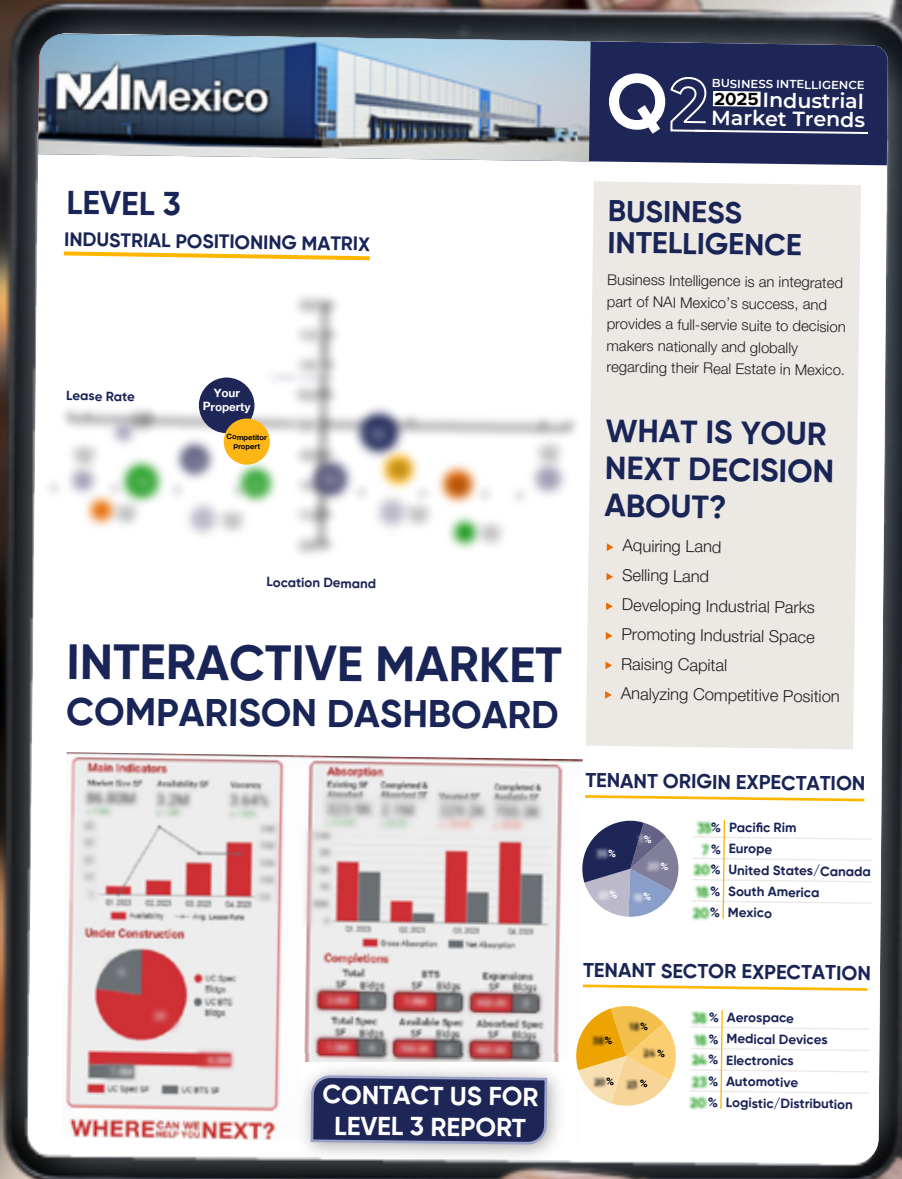
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## NEED ACCESS TO MORE INDUSTRIAL ANALYTICS

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



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