



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



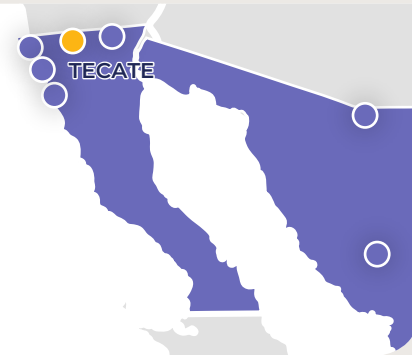
NORTHWEST REGION

BAJA CALIFORNIA

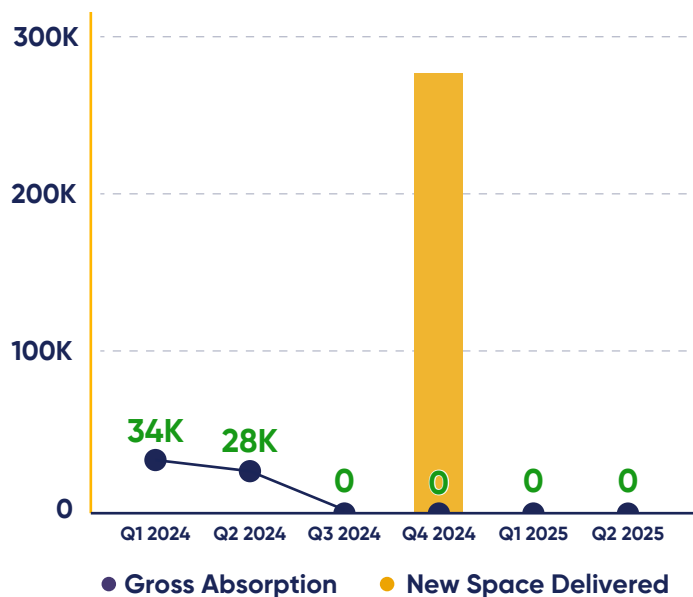
Tijuana
Mexicali
Ensenada
Tecate
Rosarito

SONORA

Hermosillo
Nogales



HISTORIC DEMAND AND NEW SPACE DELIVERED (SF)



MARKET ACTIVITY

Gross Absorption: No physically existing space was absorbed during the quarter, although 1 building was pre-leased.

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. However, some activity is occurring in the market, with new buildings being under construction and planned.

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

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

**CONTACT US FOR
LEVEL 2 REPORT**

**WHERE CAN WE
HELP YOU NEXT?**

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



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

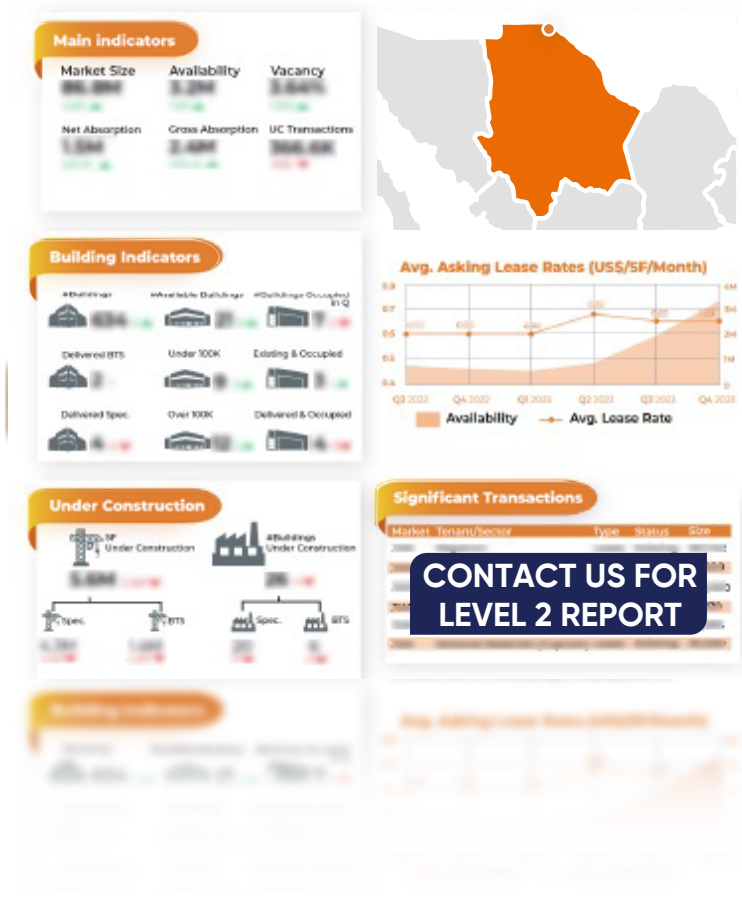
The resulting subtraction of all physically existing space newly occupied during the quarter minus the space that has become available during the period; Gross Absorption minus Vacated space and Delivered & Available Spec.

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

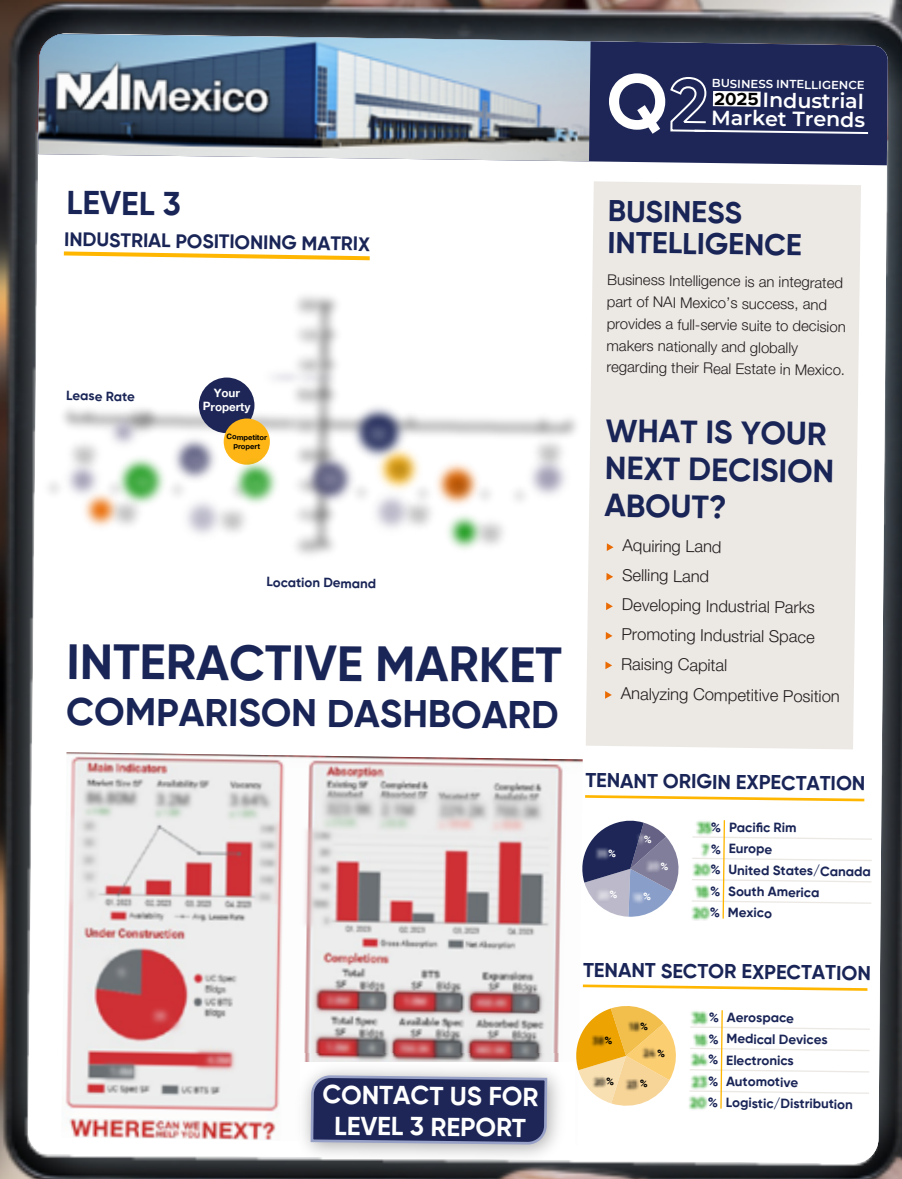
KPIs	LEVEL 1 MEXICO REAL ESTATE ANALYTICS	LEVEL 2 ADVANCED MEXICO BUSINESS INTELLIGENCE	LEVEL 3 STRATEGIC PLANNING SUITE
Number of KPIs available	6	25	52+
Gross Absorption	✓	✓	✓
Vacancy	✓	✓	✓
Market Size	✓	✓	✓
Available SF	✓	✓	✓
Available Buildings per size	✓	✓	✓
*Upon request			
Markets summaries			
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

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 | +1 (619) 665 5391