

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

Agascalientes

Lagos de Moreno

Central

Mexico City

Toluca

Puebla



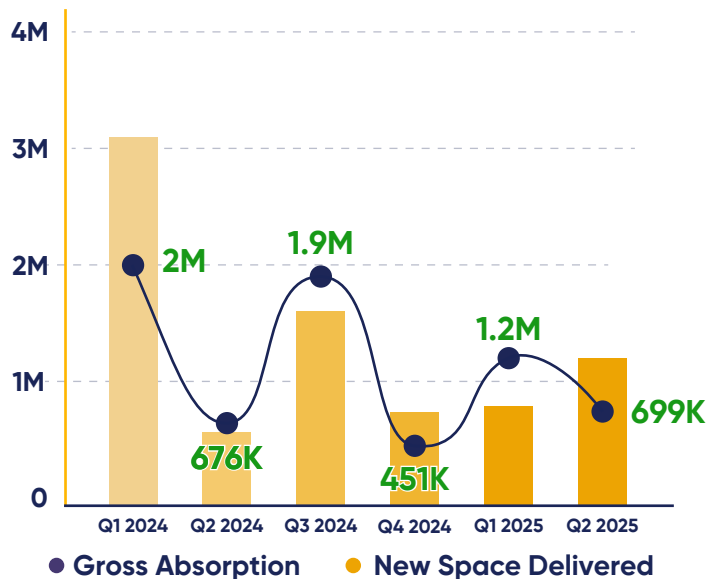
METRO AREA OVERVIEW

Tijuana is Mexico's largest city at the US-Mexico border. With San Diego, it forms the Cali-Baja binational region, comprising more than 5 Million inhabitants. It is consistently ranked as one of Mexico's top three fastest growing cities and benefits as a one day drive from the Western US and California for the exporting of finished goods. Tijuana's contribution to the Mega Region is driven by its 34 universities and training programs offering advanced engineering and management degrees. Tijuana is also recognized for hosting more foreign manufacturing operations than any other Mexican city.

INDUSTRIAL MARKET OVERVIEW

Tijuana's status as a Tier 1 Industrial Destination has attracted more than 800 North American, European and Pacific Rim companies. Automotive, medical devices and consumer electronics comprise the top 3 industrial sectors. Currently, Tijuana hosts more than 100 industrial parks and zones. The largest foreign employers are Medtronic, Eaton, and Samsung.

HISTORIC DEMAND AND NEW SPACE DELIVERED (SF)



MARKET ACTIVITY

Gross Absorption: A total of 699K SF was absorbed, consisting of:

- 259K SF of newly delivered and occupied space.
- 440K SF of existing space occupied.

Availability: Increased to 6.6M SF, due in great part to:

- 938K SF of available space delivered.
- 783K SF of vacated space.

MARKET LEVERAGE



The amount of available space delivered during the quarter, as well as all the buildings that were vacated, caused a negative net absorption in the market, increasing availability. Even though companies are still arriving to the market and investors continue acquiring building portfolios, the tariff uncertainty has contributed to the recent decline in transactional absorption. Additionally, pre-leasing has been almost null for a year, which has also been a contributing factor to the increase in vacancy.

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

	MARKET SIZE	AVAILABILITY	VACANCY	GROSS ABSORPTION	NET ABSORPTION	AVG. LEASE RATE (US\$/Mo)
CURRENT QTR	98.4M	6.6M	6.68%	699.2K		
PAST QTR	97.2M	5.1M	5.20%	1.2M		
CHANGE	▲1.2M	▲1.5M	▲1.48%	▼-470.3K		

**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.

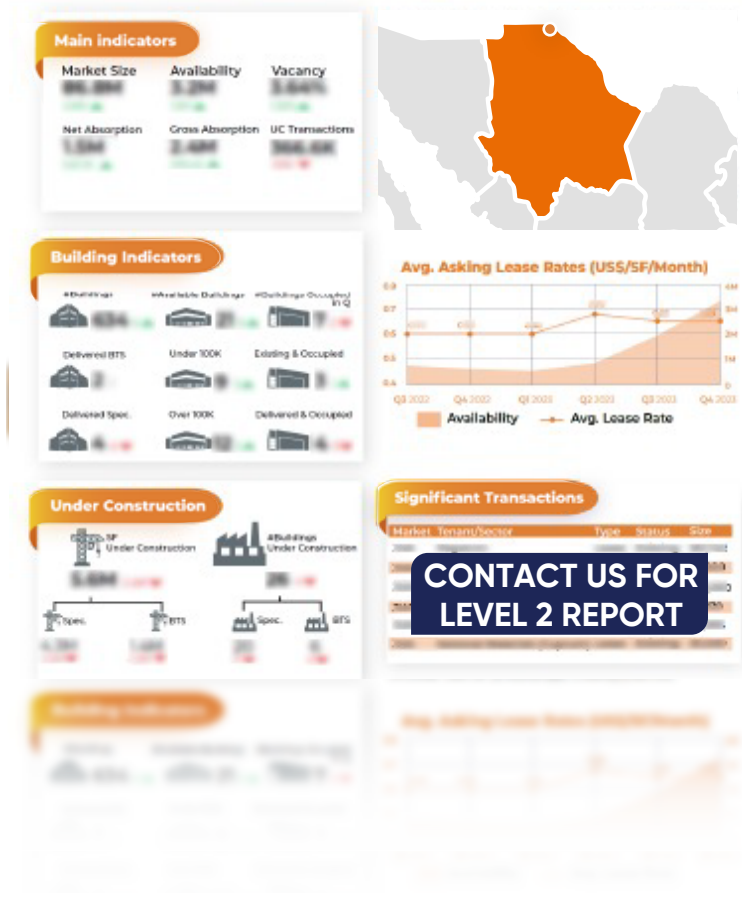
Avg. Lease Rate

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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