



TIJUANA INDUSTRIAL Market Report 2021

INDUSTRIAL MARKET

TIJUANA

**Tijuana
Industrial
Market
84 Million SF**



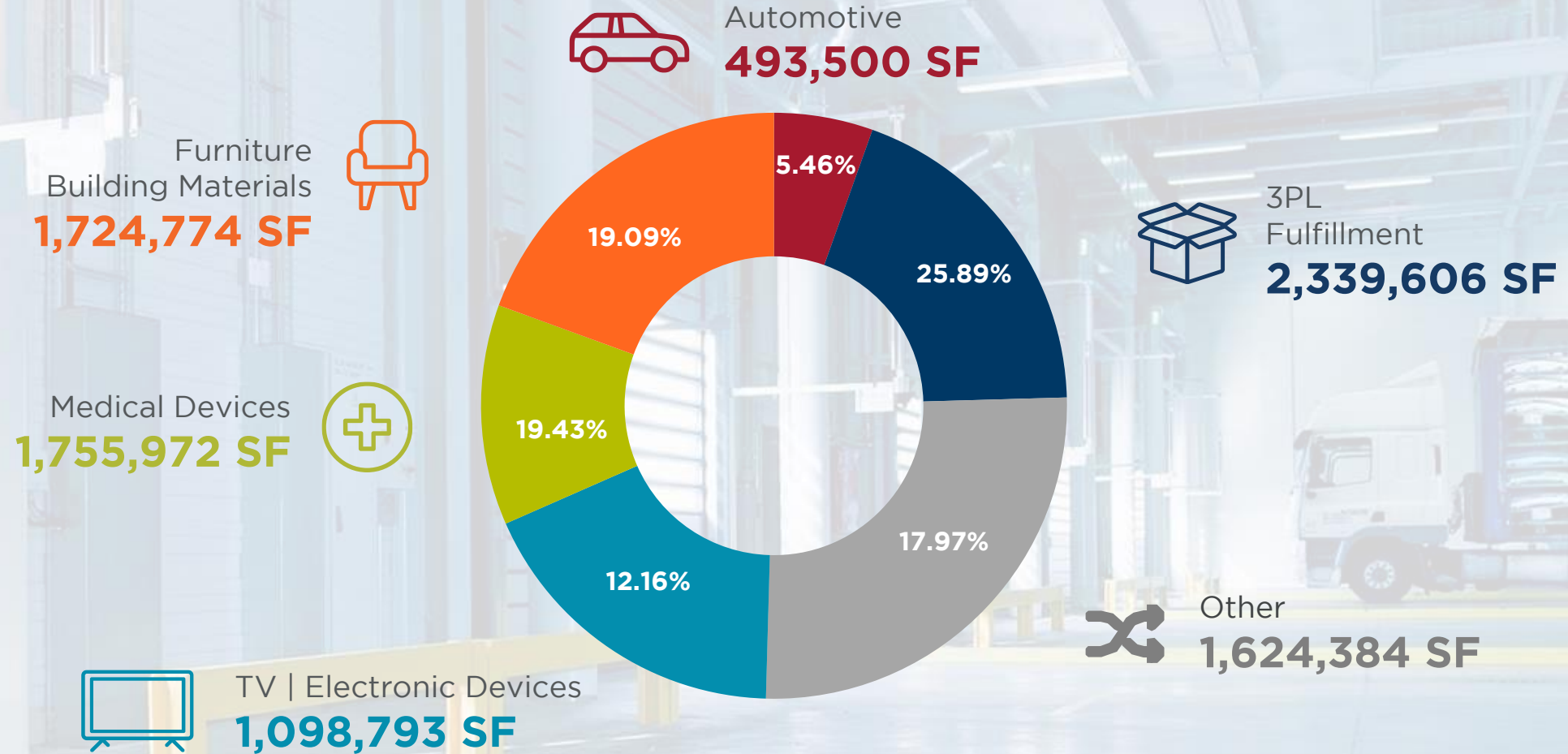
Annual **Average Gross Absorption** Since 2016
4.5 Million SF

Annual **Average Net Absorption** Since 2016
3.7 Million SF

- ✓ Annual Supply - Demand Deficit since 2016: **1+ Million SF**
- ✓ Tijuana land values among the highest in México: **From \$150 per SM to \$170 per SM** for the rare opportunity to acquire improved, industrial land in Tijuana
- ✓ **Class A lease rates are the highest and fastest growing in Mexico**
- ✓ New record in Mexico for Class A Stabilized Industrial Portfolio Sale: **USD \$104 / \$105 per SF**

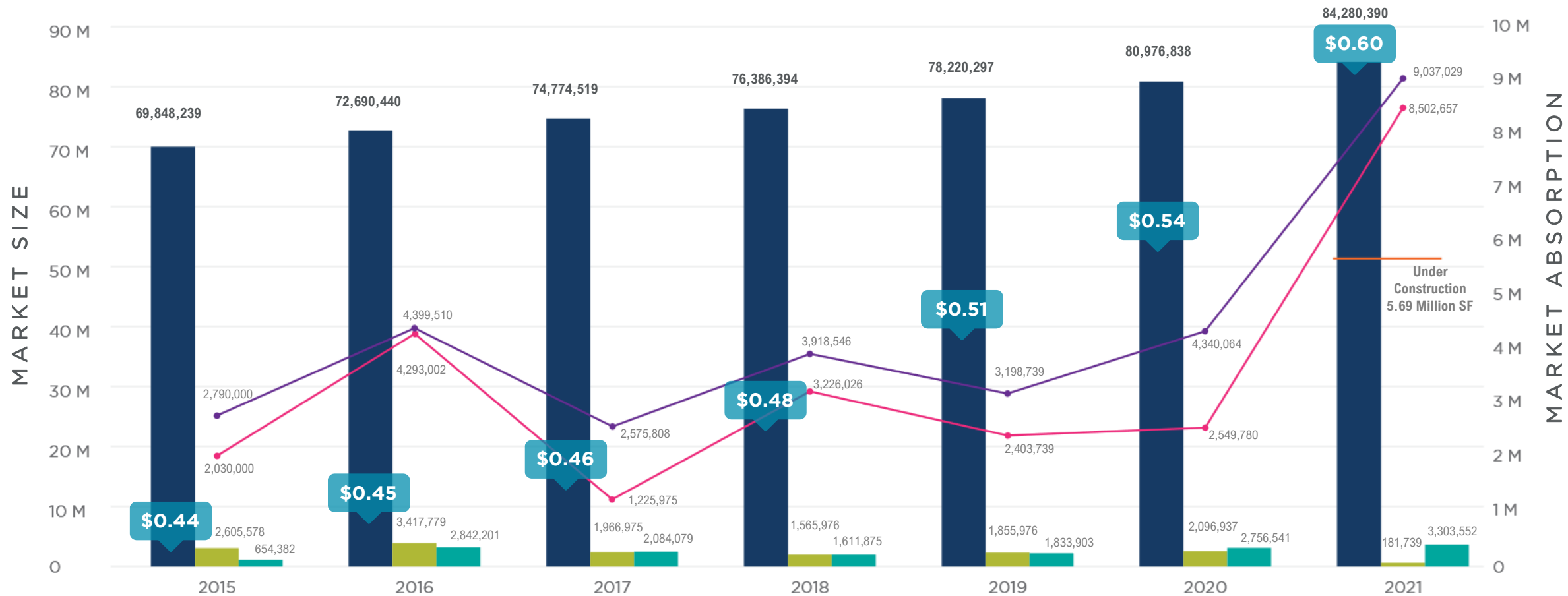
INDUSTRIAL MARKET - ABSORPTION BY INDUSTRIAL SECTOR

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TIJUANA INDUSTRIAL MARKET HISTORICAL TRENDS

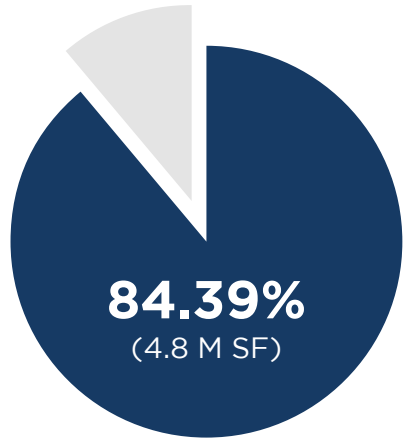
MARKET SNAPSHOT 2015 - 2021



- Market Size SF
- Vacancy SF
- Construction Deliveries
- New Leases (Gross Absorption)
- New Leases (Net Absorption Including BTS)
- Under Construction
- Average Class A Rents

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There are **5.69 Million SF** under construction of which **4.8 Million SF** are already in LOI, Pre-Leased or under Build to Suit Contract. Only 125K SF or 2% of the available new construction is in the final quarter prior to completion



Absorption Year End 2021:

9 Million Square Feet

This is an All-Time Record for Tijuana



There is over **1 Million SF** under binding LOI that is not reflected in the reported absorption numbers



The industrial **vacancy** in Tijuana at the end of 2021 is approximately **0.22% (lowest in history)**



Asking Prices for Class A industrial buildings are currently **USD \$0.65 to USD \$0.72 per SF per Month NNN**. These rates are the highest in history and over 40% above the Market historical average



4+ Million SF of confirmed demand for industrial space. Users planning for Build to Suit facilities and pushing back desired dates for operation startup

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