

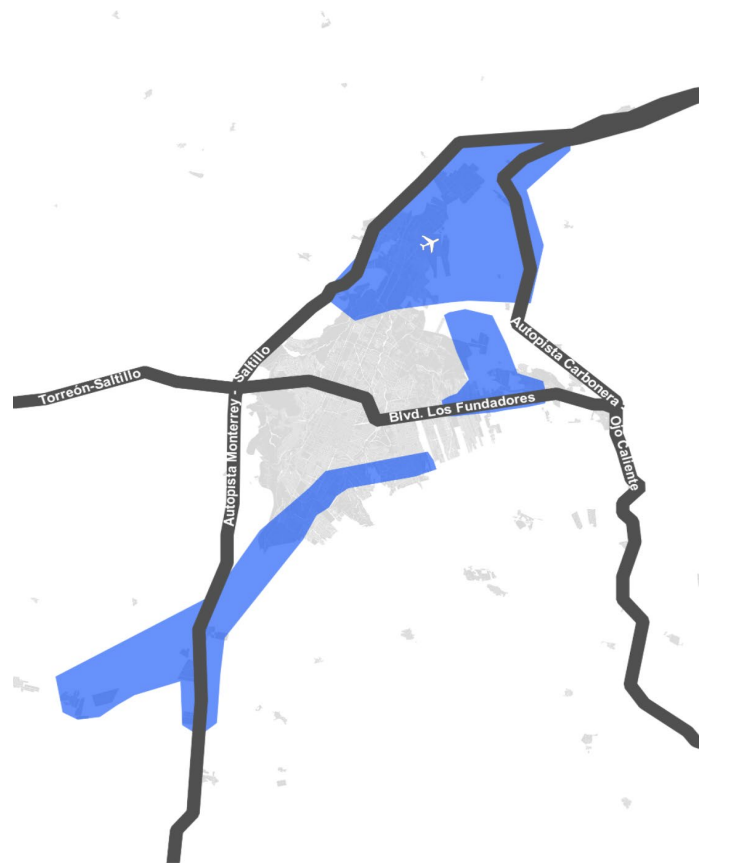
Saltillo Industrial Market

Market Summary (Class A/B)

	Current Quarter	Prior Quarter	12-Month Forecast
Total Inventory (SF)	33.5M	32.8M	↑
Vacancy Rate	3.0%	3.0%	↓
Quarterly Net Absorption (000's SF)	1.4M	707,000	↓
Average Asking Rent (SF/Year)	\$4.69	\$4.60	↑
Under Construction (SF)	2.6M	2.1M	↓
New Supply (000's SF)	749,000	240,000	↑

Current Conditions

- Gross absorption recorded more than 1.5 million square feet, 40.8% of the total gross absorption in 2021.
- Space under construction remains on the rise with 2.6 million square feet, meanwhile 72.3% are build-to-suit projects. New supply was over 749,000 square feet.
- 54.8% of the commercialized space was registered in the Ramos Arizpe submarket.

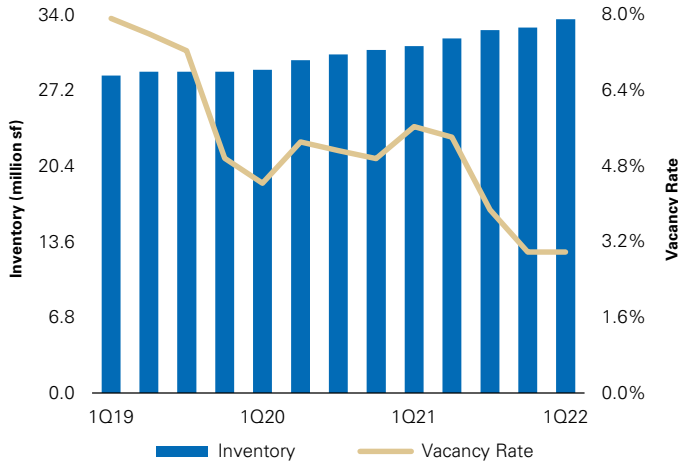


Market Indicators

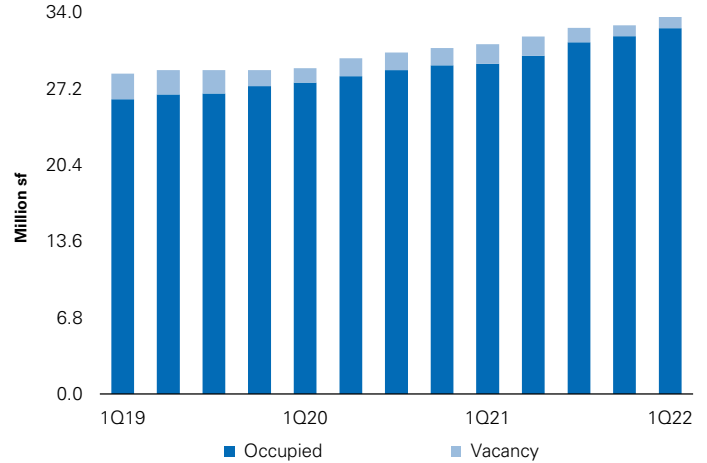
	Total Inventory (million SF)	Under Construction (million SF)	Total Vacancy (million SF)	Total Vacancy Rate	Total Asking Rent (USD/SF/Year)
Arteaga	5.7	0.5	0.01	0.2%	\$4.32
Ramos Arizpe	21.4	2.0	0.7	3.3%	\$4.64
Saltillo	6.3	0.09	0.2	4.3%	\$4.85
Market	33.5	2.6	0.9	3.0%	\$4.69

Market Analysis

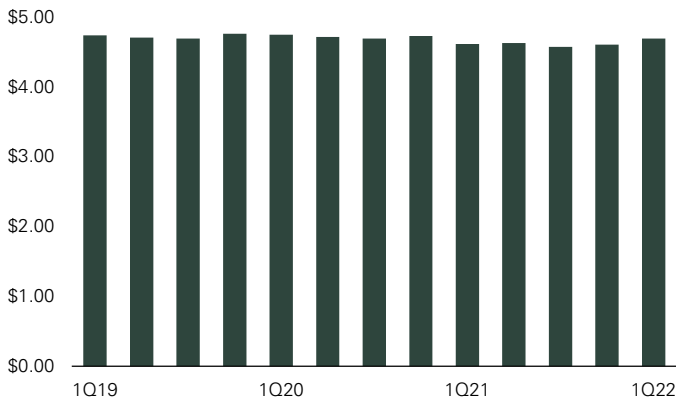
INVENTORY & VACANCY RATE



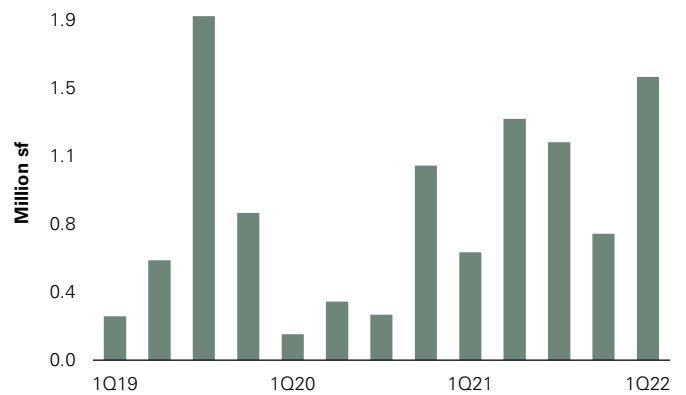
OCCUPIED SPACE & VACANT SPACE



AVERAGE ASKING RENT (USD/SF/YEAR)



GROSS ABSORPTION



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Newmark has implemented a proprietary database and our tracking methodology has been revised. With this expansion and refinement in our data, there may be adjustments in historical statistics including availability, asking rents, absorption and effective rents. Newmark Research Reports are available at <https://nmrk.lat/reportes-de-mercado/>.

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