Saltillo Industrial Market



Market Analysis

Leasing Market Fundamentals

	Current Quarter	Prior Quarter	One Year Ago	12-Month Forecast
Inventory (SF)	47.7M	46.8M	43.4M	↑
Vacancy Rate	1.2%	0.3%	0.7%	↑
Gross Absorption (SF)	219,600	801,600	335,300	→
Net Absorption (SF)	-279,800	801,600	226,500	→
Asking Rent (USD/SF/Year)	\$7.65	\$7.80	\$6.87	1
U. Construction (SF)	2.7M	2.5M	3.9M	→



Outlook

- Asking prices is expected to increase due to the completion of new speculative buildings Class A and B.
- Stabilization in the demand for industrial space and a vacancy rate of 1.7%.
- Asking price of approximately USD \$7.82 per square feet per year.



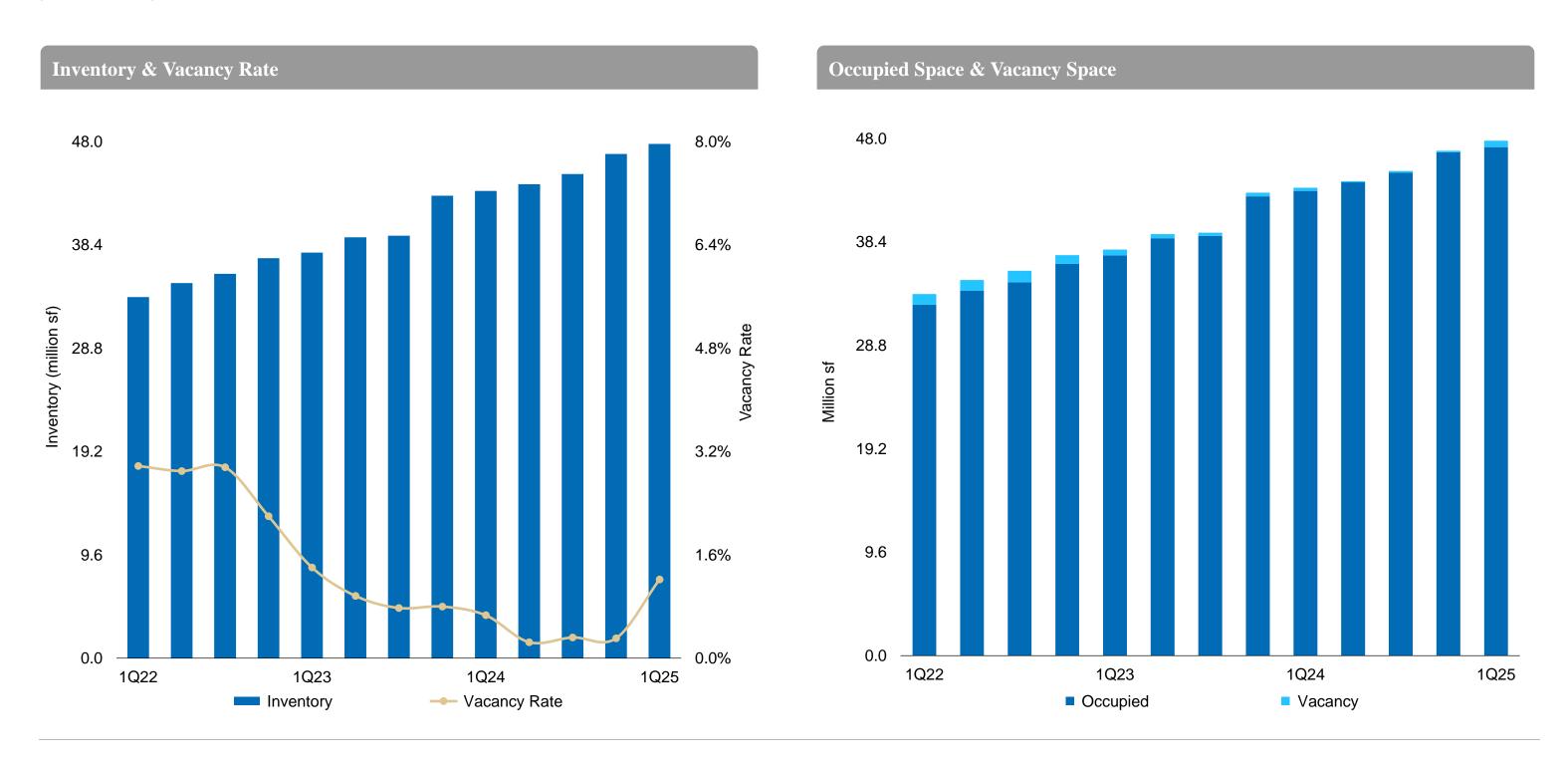
	Inventory (million SF)	Construction (SF)	Vacancy (SF)	Vacancy Rate	Gross Absorption (SF)	Net Absorption (SF)	Asking Lease Rent (USD/SF/Year)
Arteaga	7.8	355,000	154,700	2.0%	0	-80,200	\$7.92
Ramos Arizpe	32.5	1,572,000	282,000	0.9%	219,600	-137,600	\$7.70
Saltillo	7.3	780,300	145,900	2.0%	0	-61,900	\$7.22
Market	47.7	2,707,600	582,700	1.2%	219,600	-279,800	\$7.65

Leasing Market Fundamentals



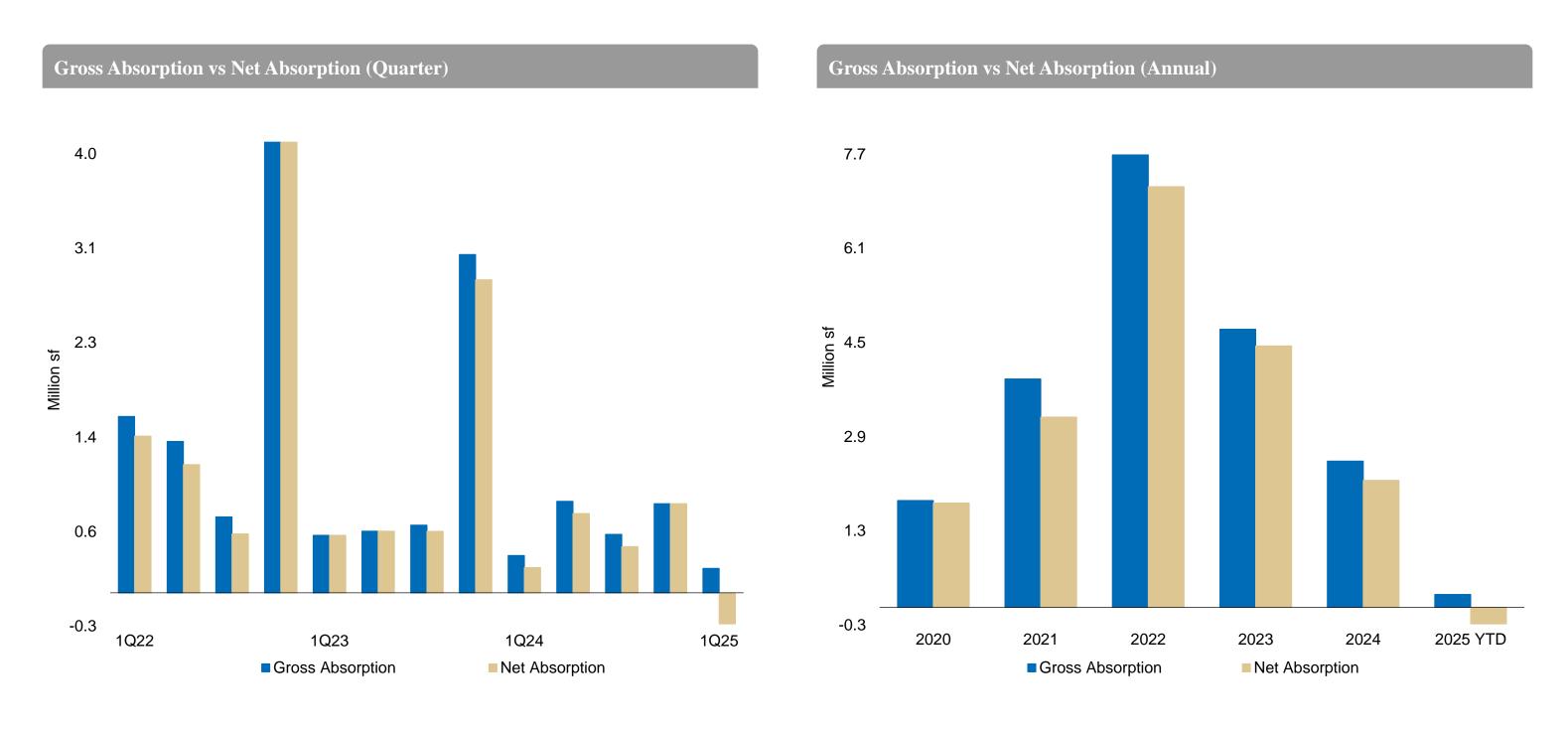
Market Demand

During this quarter, there was a reduction in the demand for industrial space, resulting in a vacancy rate of 1.2%. Despite this decrease in demand, the industrial inventory continues to grow, reaching a total of 47.7 million square feet.



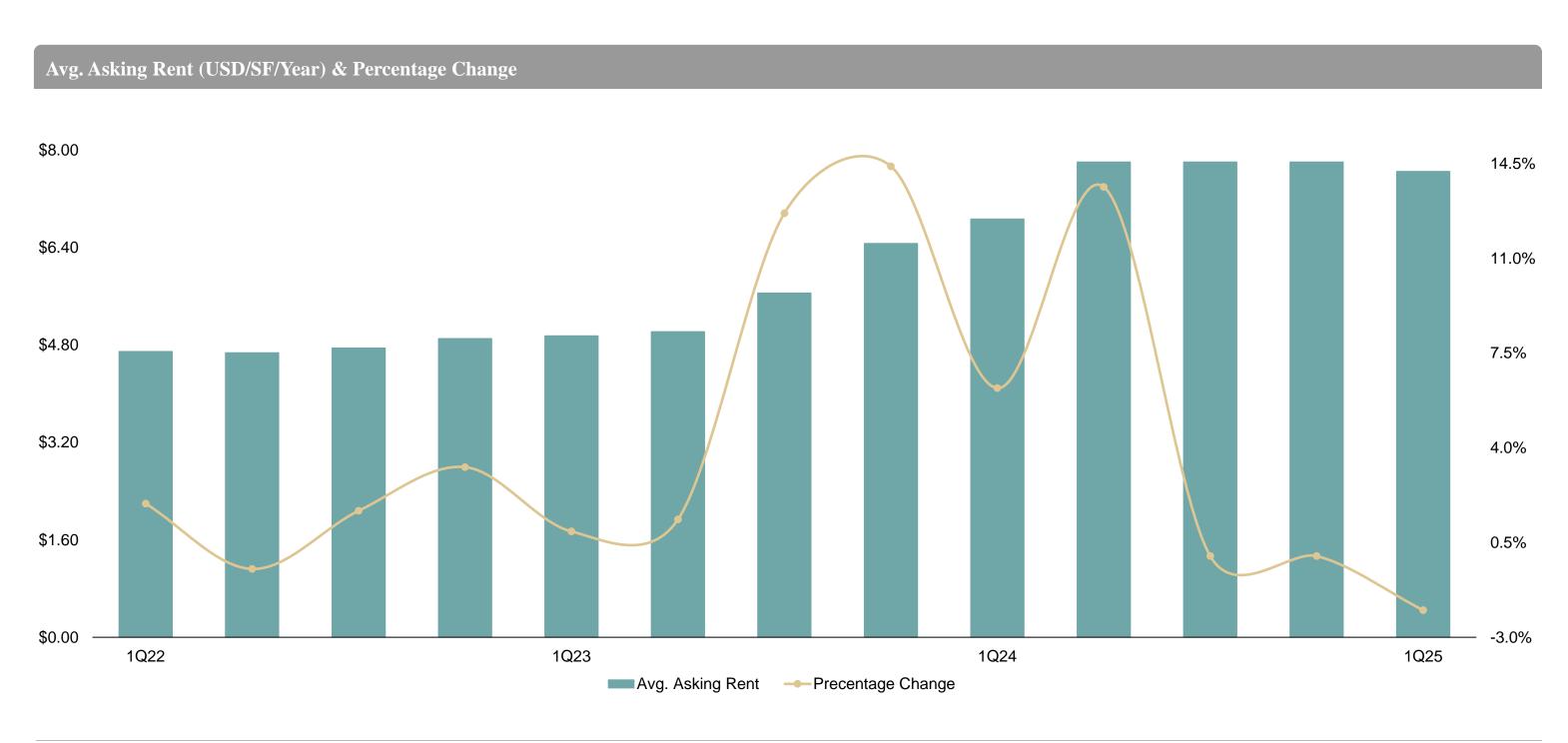
Absorptions

At the end of the quarter, a gross absorption of slightly more than 219,000 square feet was recorded, while the net absorption was -279,800 square feet. This situation is a result of the declining demand in the market, combined with the completion of new speculative spaces.



Average Asking Rent

Regarding the asking rent, a slight downward trend was observed, closing at US\$7.65 per square feet per year. This decrease is mainly due to the occupation of new industrial space and the vacancy of industrial spaces with slightly lower prices.

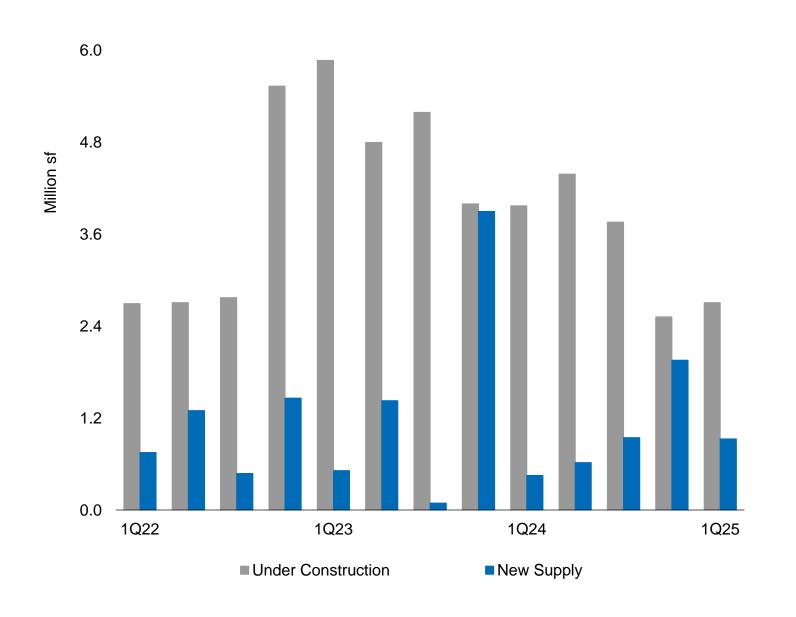


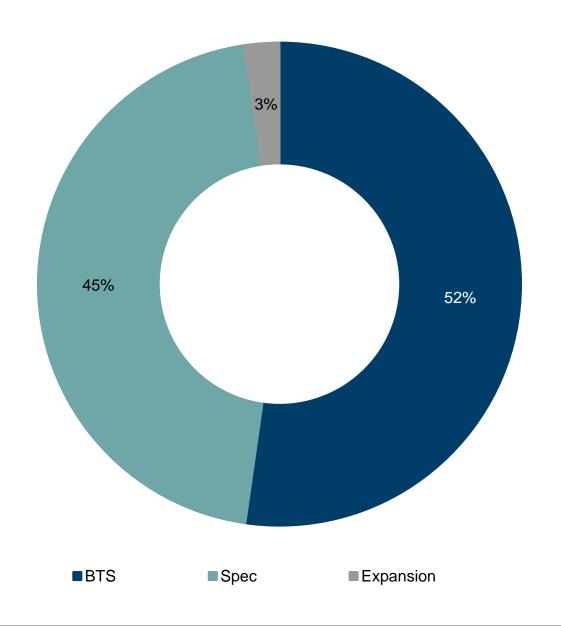
Space Under Construction

The development space recorded a figure of 2.7 million square feet and a new supply of 926,900 square feet. Regarding the space under construction, 52.3% corresponds to build-tosuit projects, 45.4% to speculative buildings, and 2.4% to expansions of existing buildings. The submarket with the largest construction space is Ramos Arizpe, with 58.1%.

Under Construction & New Supply

Type of Buildings Under Construction (1Q25)





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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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