NEWMARK

México: Industrial Overview

4Q25

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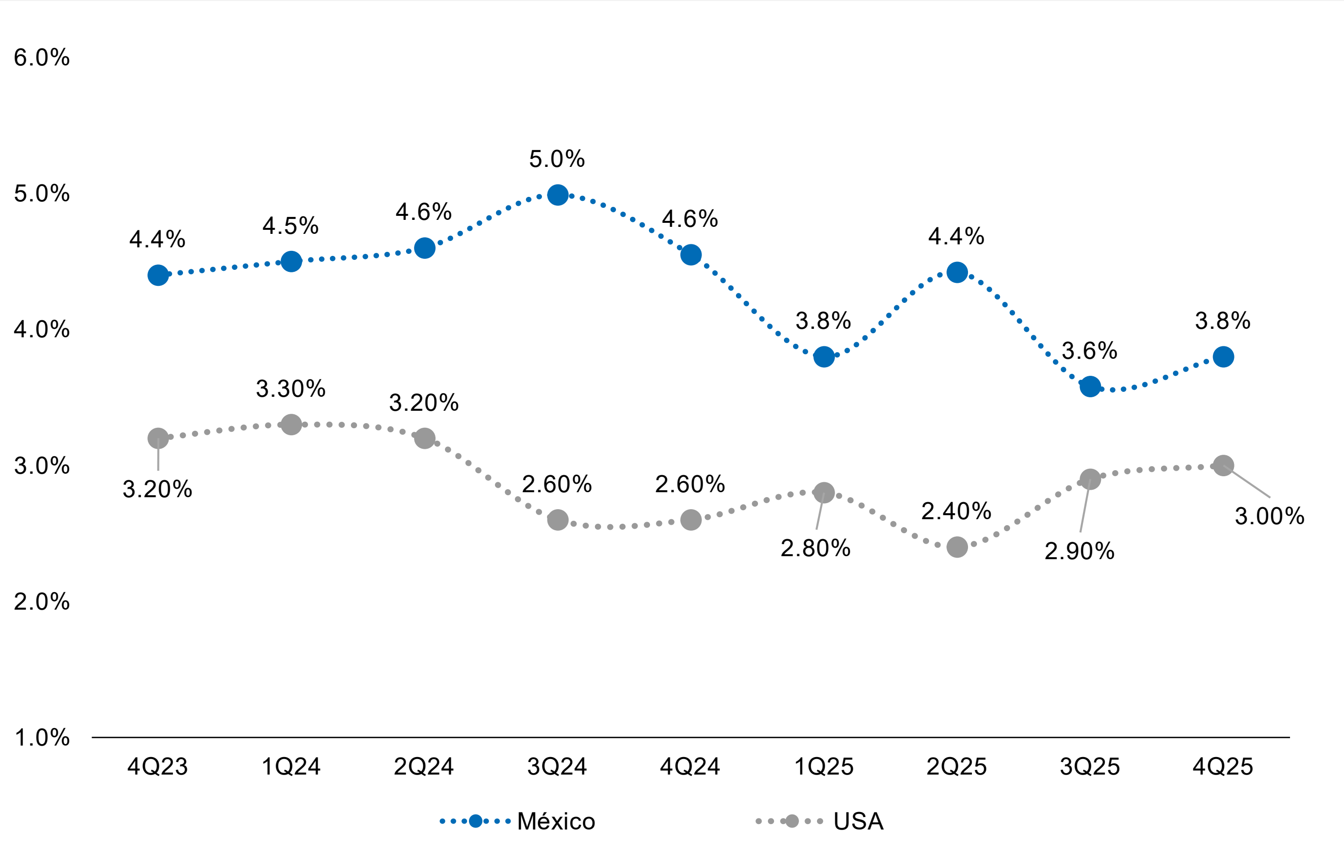
01

Economy

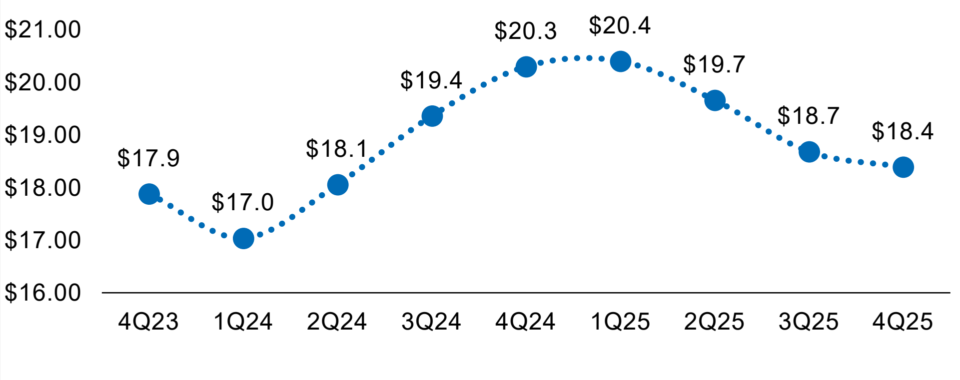
Economic outlook

The fourth quarter closed with a pronounced downward trend in the exchange rate, averaging 18.39 MXN per USD—a notable shift from the same period in 2024, when the dollar traded above 20 MXN. At the same time, domestic inflation remained contained at 3.8%, staying below the 4% threshold and indicating a relatively stable price environment.

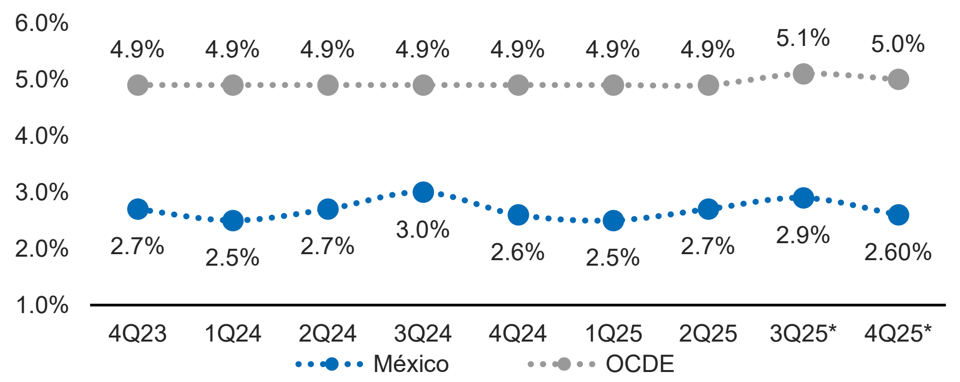
Consumer Price Index (CPI)



Exchange Rate: Mexican Peso (MXN) to US Dollar (USD)



Annualized Unemployment Rate

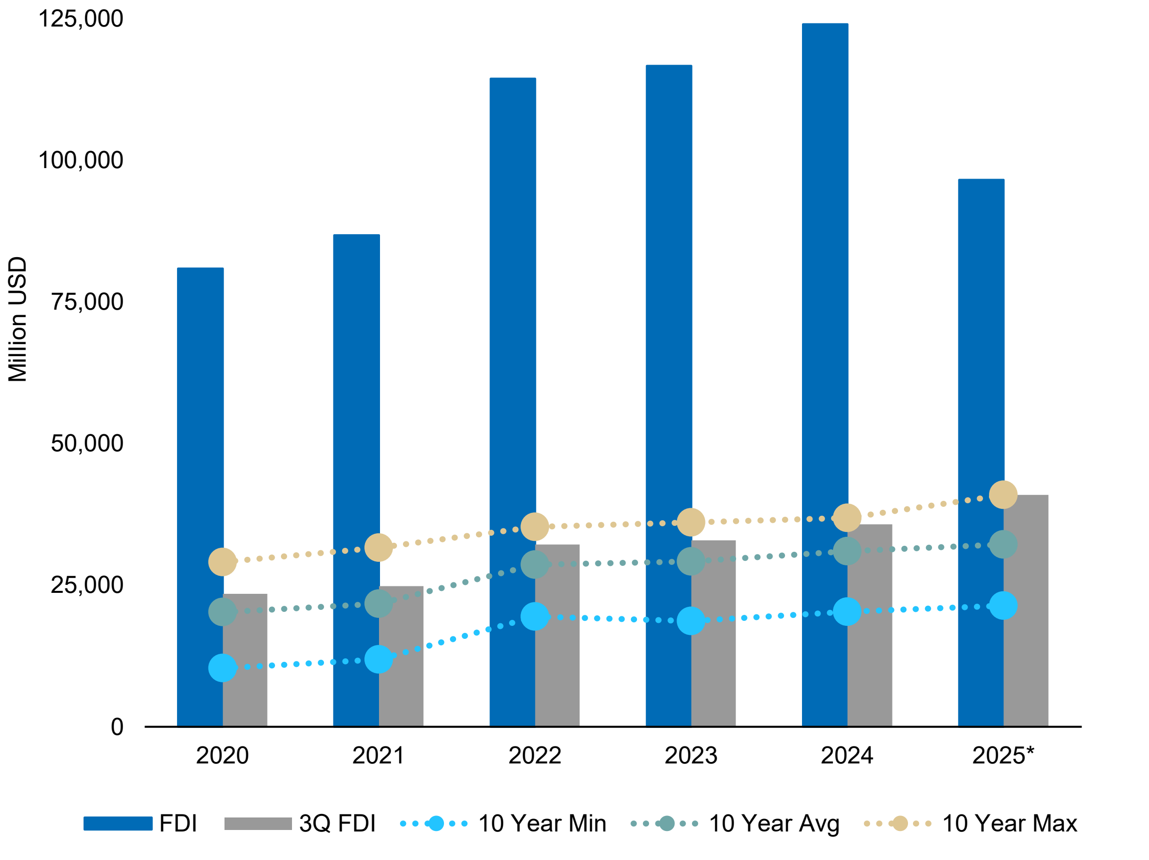


Source: Inegi, Banxico

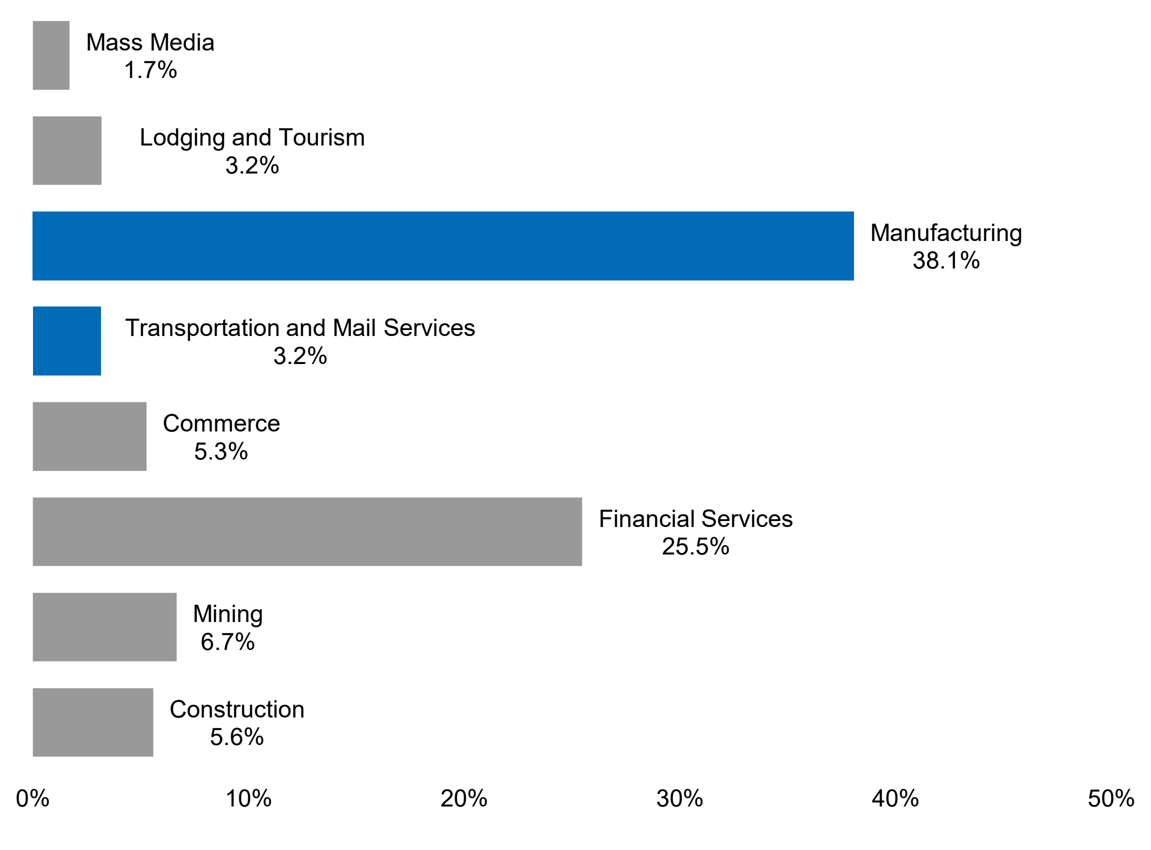
Foreign Investment

Foreign direct investment (FDI) recorded its lowest level in the past three years according to the most recent data (first quarter). Economic pressures are expected to slow the inflow of capital throughout the year.

Foreign direct investment (FDI)



FDI by Economic Subsector (Accumulated 2025)

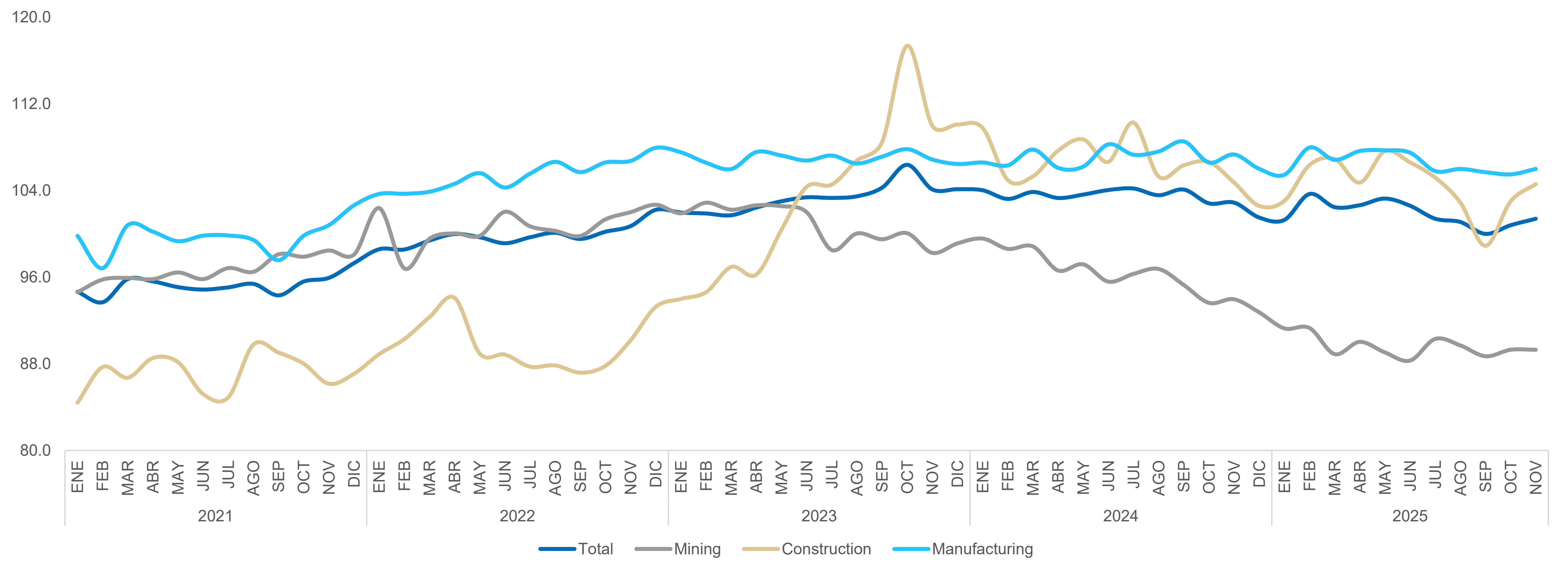


Source: Inegi, Banxico

Manufacturing: The Backbone of Industrial Growth

Sectoral contribution analysis shows that industrial activity has been structurally supported by manufacturing, temporarily boosted by construction in 2023, and recently weighed down by weaker mining performance. Although industrial growth has slowed, the composition of these contributions indicates an orderly adjustment and an activity level that remains relatively strong compared with the early years of the analyzed period.

Monthly Industrial Activity Index 2021-2025



Source: Newmark Research, INEGI.

02

Leasing Market Fundamentals

Market Analysis

Vacancy Rate	Inventory	Under Construction	Average Asking Rent	Net Absorption YTD	Gross Absorption YTD
5.45 %	977 Million SF	38.4 Million SF	$8.25 USD/SF/Year	-3.8 Million SF	42.3 Million SF
	+5.5%	-3%	+7.8%		-20.3%

*YOY from 2024.

Market Summary & Outlook by Region

The northeast region closed 2025 with mixed industrial performance. Monterrey stood out for its solid supply structure, posting a 7.5% vacancy rate, equivalent to 9.0 million SF, despite unusually low demand that resulted in 5.5 million SF of gross absorption—its weakest level since 2020. Even so, it remains the market best positioned to accommodate light manufacturing and logistics projects in 2026.

Reynosa posted one of the strongest rebounds of the year, exceeding 1.1 million SF of absorption—double the 2024 total—supported by average deal sizes of 0.1 million SF after starting the year with vacancy above 7%. Saltillo recorded a slowdown with 1.1 million SF absorbed, although it maintains 1.9 million SF of available space, 86% of which corresponds to newly delivered Class A facilities.

La Laguna sustained positive momentum with 0.8 million SF absorbed and expects similar activity in 2026, supported by 0.48 million SF of upcoming speculative space and 0.69 million SF prepared for construction. Nuevo Laredo remained the most pressured market, ending the year with only 0.18 million SF absorbed and elevated vacancy of 10.7% due to rising inventory.

Source: Newmark Research

Market Analysis

Market Summary & Outlook by Region

Across **the northwest border region**, Tijuana operated under inflationary and cost pressures that generated negative net absorption, though it maintained operational strength with over 1 million SF of gross absorption and 6 million SF under construction—driven by manufacturing and electronics, which account for 81% of FDI. New deliveries expected in 1Q26 will further increase vacancy in an increasingly competitive and volatile pricing environment, particularly in El Florido and Libramiento.

In Ciudad Juárez, high inflation, water and energy constraints, and job losses pushed vacancy upward—especially in the Southeast and Southwest corridors. Still, the market posted strong gross absorption and positive net absorption supported by light manufacturing, electronics, and logistics seeking more competitive rents. Construction continues to decelerate, and demand is concentrating in well-connected corridors, reflecting a market in adjustment but still attractive for cost-optimization strategies.

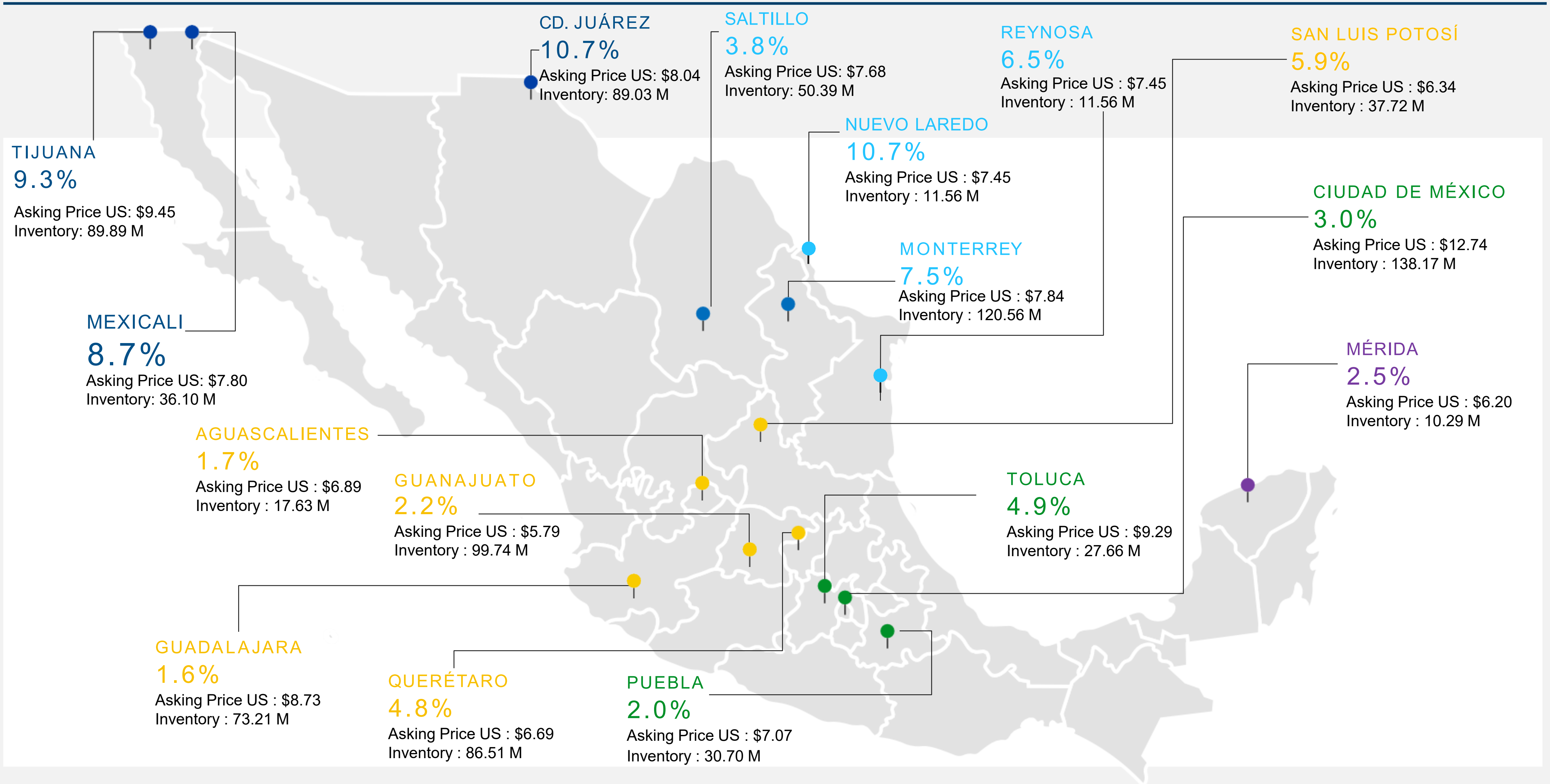
The bajío region showed mixed results, supported mainly by automotive and electronics manufacturing. Aguascalientes expanded its activity with nearly 0.39 million SF transacted, while Guadalajara faced volatility: availability fell to 1.6%, construction rose 30%, and rents increased 12% to $8.73 USD/SF/Year. Gross absorption reached 1.05 million SF, but net absorption remained negative at -0.49 million SF due to move-outs. Guanajuato slowed as construction dropped 53% (to 0.62 million SF) and net absorption posted -0.14 million SF, while vacancy remained at 2.2% and inventory grew 3.7%.

In contrast, Querétaro led the region with 5.29 million SF of gross absorption—its highest on record—and 3.16 million SF in new inventory, stabilizing vacancy at 4.8%. Prices reached $6.69 USD/SF/Year, with the Airport corridor capturing 67% of state demand. San Luis Potosí remained stable with 5.9% vacancy, record rents of $6.34 USD/SF/Year, and a net absorption rebound to 0.75 million SF, despite a 70% drop in construction, sustaining a competitive, selectively driven market.

Finally, **the central region** also showed varied results. Mexico City recorded 7.43 million SF of gross absorption—42% below 2024—though the second half strengthened with 4.95 million SF absorbed and 1.6 million SF in positive net absorption, pointing toward recovery in 2026. Growth in corridors such as AIFA–Zumpango, Huehuetoca–Tepeji, and Tultitlán ensures sufficient future supply, while the pharmaceutical sector expands on 12 billion MXN in new investment. Average rents continued upward to $12.74 USD/SF/Year.

Toluca showed stronger momentum with 2.88 million SF of gross absorption (+89% YoY) and 2.33 million SF of new supply, raising vacancy to 4.85%. Despite slightly negative net absorption, demand remained steady, and pricing continued to firm, suggesting availability may stabilize between 3% and 4% in 2026 as new projects are leased.

Source: Newmark Research



Source: Newmark Research

Mexico´s Industrial Market Statistics

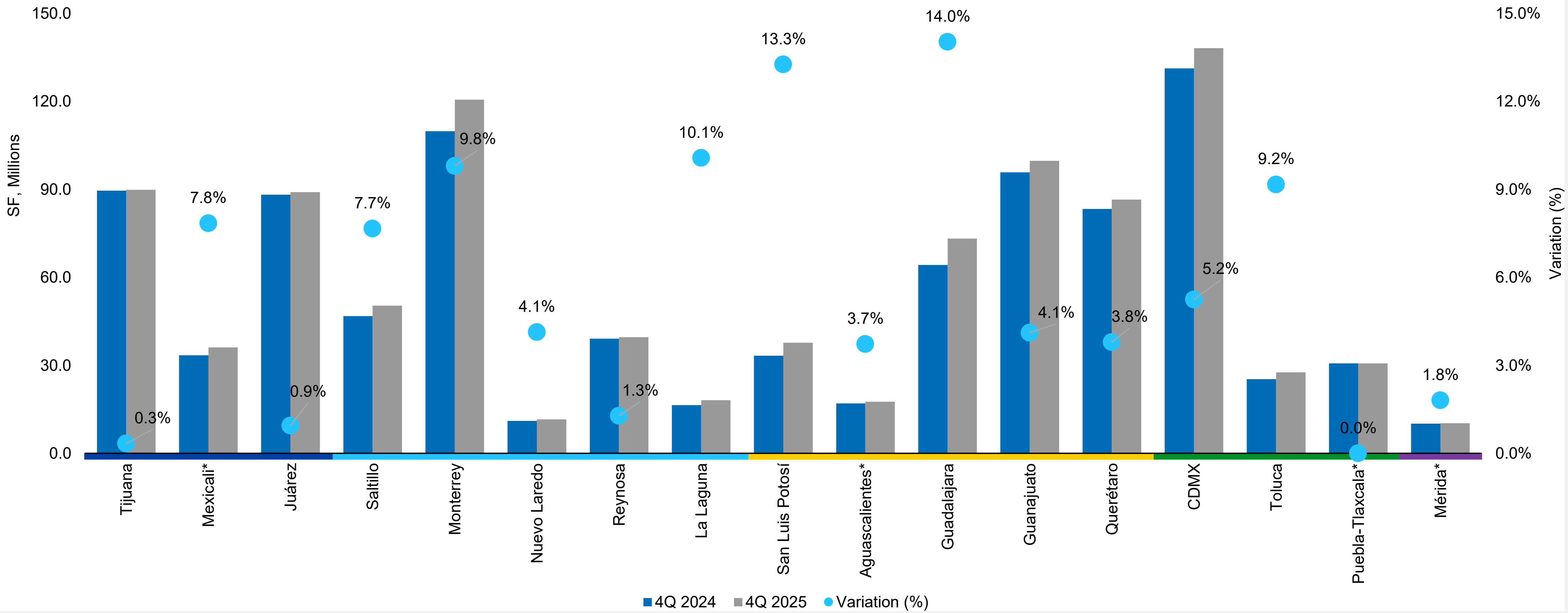
Fourth Quarter 2025	Inventory (million SF)	Construction (million SF)	Vacancy (million SF)	Vacancy Rate	Gross Absorption (million SF)	Gross Absorption YTD (million SF)	Net Absorption (million SF)	Net Absorption YTD (million SF)	Asking Lease Rate (USD/SF/Year)
Tijuana*	89.89	6.46	8.32	9.30%	1.03	3.51	-0.18	-1.98	$ 9.45
Mexicali*	36.10	0.79	3.16	8.70%	0.60	0.88	0.17	-0.31	$ 7.80
Juárez*	89.03	0.89	9.50	10.70%	1.02	2.87	0.24	-1.26	$ 8.04
Saltillo	50.39	1.98	1.90	3.77%	0.24	1.13	0.24	-1.23	$ 7.68
Monterrey	120.56	7.38	9.05	7.51%	1.35	5.48	0.28	-2.03	$ 7.84
Nuevo Laredo*	11.56	0.18	1.24	10.72%	0.18	0.18	0.52	-0.56	$ 7.45
Reynosa	39.60	0.49	2.58	6.51%	0.30	1.09	0.30	0.09	$ 7.28
La Laguna*	18.10	0.63	1.12	6.18%	0.47	0.79	-0.58	-0.13	$ 7.48
San Luis Potosí	37.72	0.89	2.23	5.92%	1.12	2.79	0.75	0.00	$ 6.34
Aguascalientes	17.63	0.11	0.30	1.68%	0.34	0.39	0.34	0.03	$ 6.89
Guadalajara	73.21	4.03	1.16	1.58%	1,05	5.03	0.49	2.02	$ 8.73
Guanajuato	99.74	0.62	2.24	2.24%	0.24	2.43	-0.08	0.62	$ 5.79
Querétaro	86.51	3.40	4.15	4.80%	1.08	5.29	0.09	0.10	$ 6.69
CDMX	138.17	7.89	4.12	2.98%	2.74	7.42	0.90	1.06	$ 12.74
Toluca	27.66	2.06	1.34	4.85%	0.60	2.88	-0.17	-0.16	$ 9.29
Puebla- Tlaxcala*	30.70	0.51	0.61	2.00%	0.05	0.16	-0.06	-0.03	$ 7.07
Mérida*	10.29	0.09	0.25	2.46%	0.02	0.02	-0.05	-0.05	$ 6.20
Total	**976.84**	**38.38**	**53.26**	**5.45%**	**12.42**	**42.33**	**1.73**	**- 3.80**	**$ 8.25**

* Consider Class A and B inventory.

Source: Newmark Research

5.5% growth in Mexico's industrial inventory

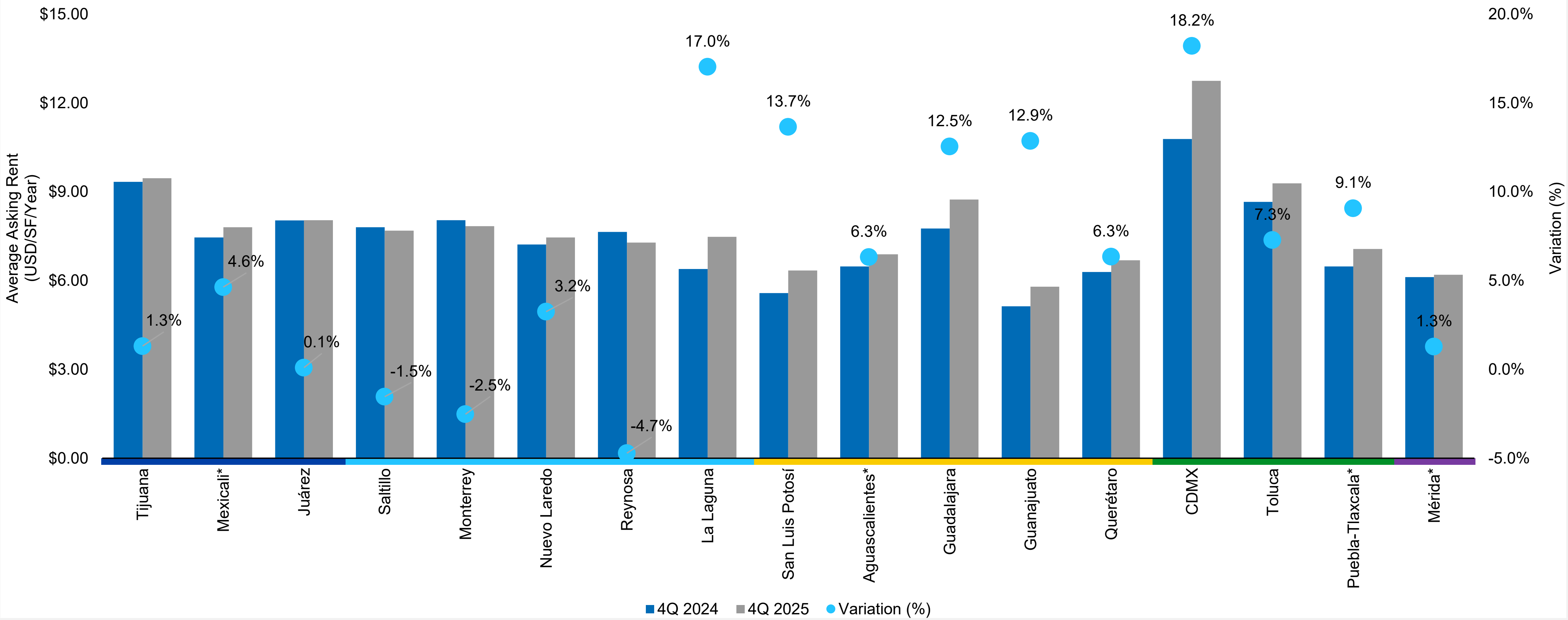
Inventory 4Q2024 vs 4Q2025



Source: Newmark Research

The average asking lease rate rises by 8% compared with the end of 2024

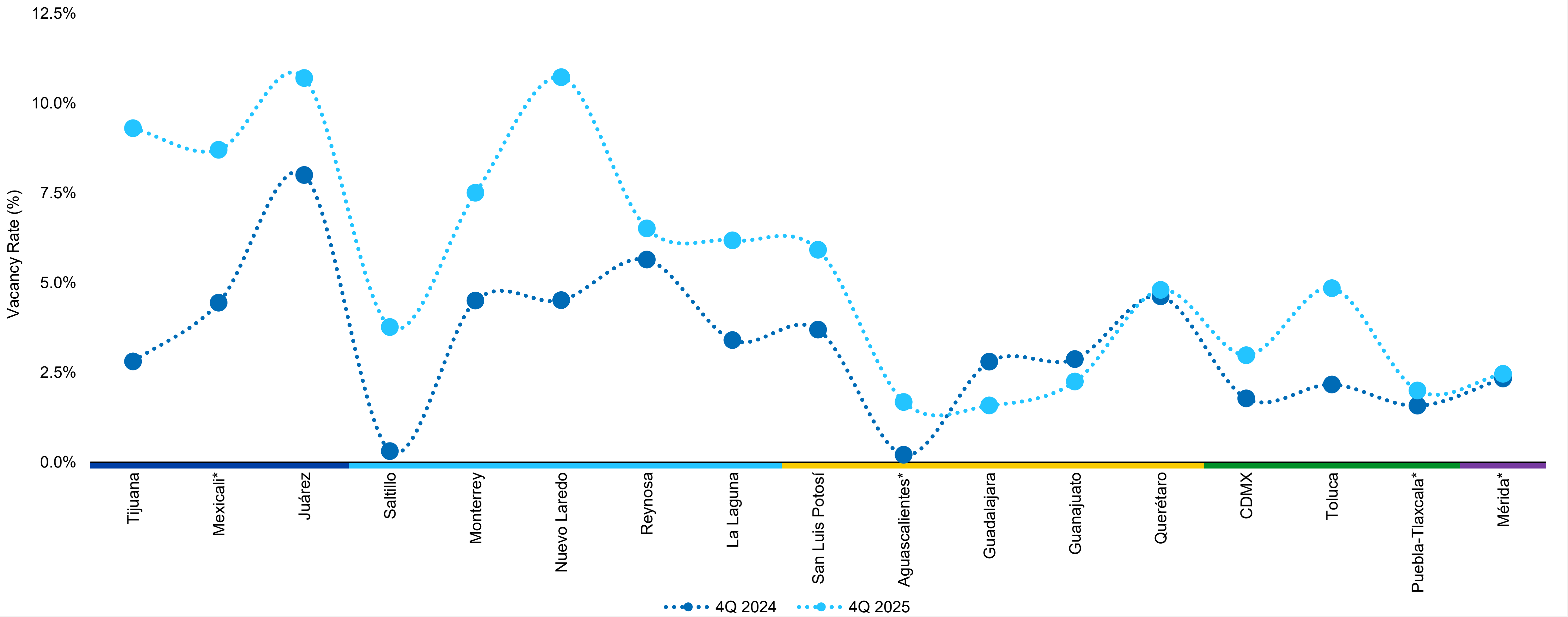
Average Asking Rent 4Q2024 vs 4Q2025



Source: Newmark Research

National vacancy increases by 2 percentage points by the end of 2025

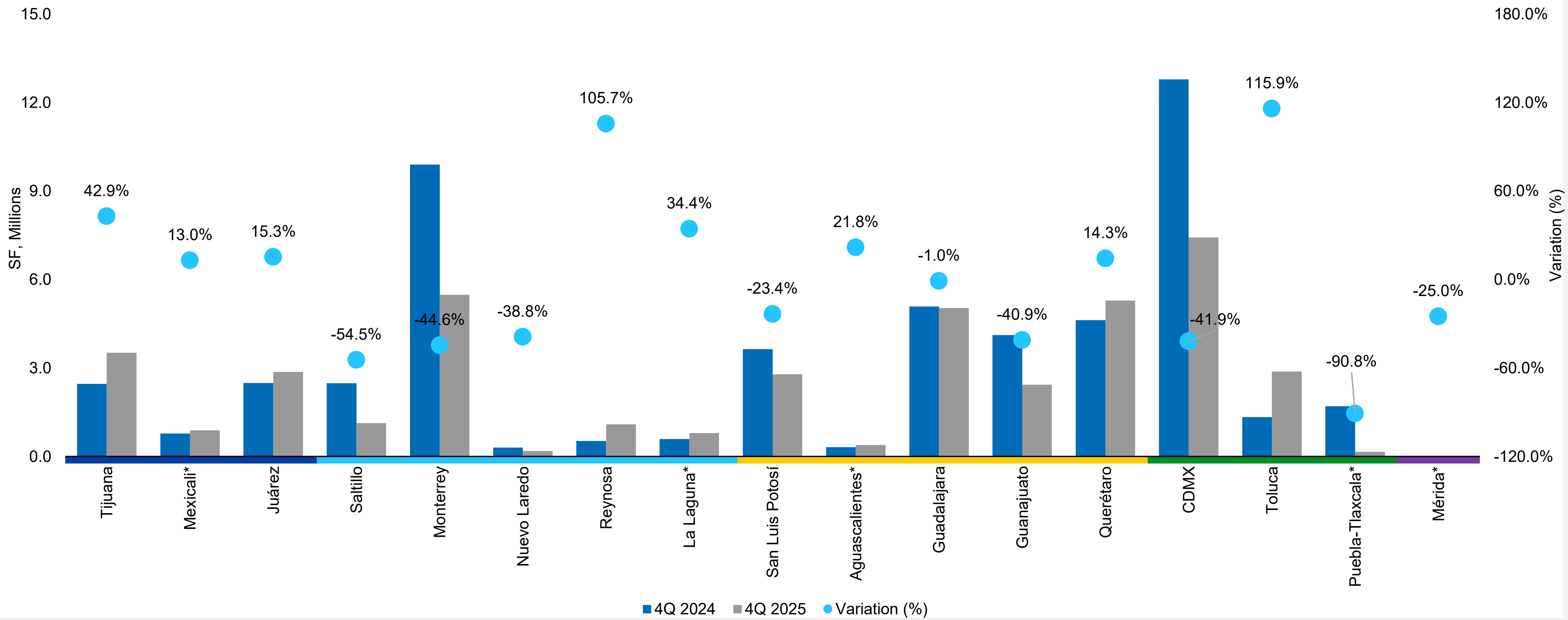
Vacancy Rate 4Q2024 vs 4Q2025



Source: Newmark Research

Gross absorption is 20.3% below the level recorded in 2024

YTD Gross Absorption 4Q2024 vs 4Q2025



Source: Newmark Research

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