



NEWMARK

Saltillo:
Industrial Market

2Q26

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Market Analysis



Leasing Market Fundamentals

	Current Quarter	Prior Quarter	One Year Ago	12-Month Forecast
Total Inventory (SF)	50.8M	50.5M	48.9M	↑
Vacancy Rate	4.0%	4.2%	1.2%	↑
Gross Absorption (SF)	452,200	238,400	668,700	→
Net Absorption (SF)	139,700	-13,100	558,200	↑
Asking Rent (USD/SF/Year)	\$7.70	\$7.73	\$7.56	↑
U. Construction (SF)	1.0M	1.6M	2.8M	→



Outlook

- Similar performance next quarter, with a vacancy rate around 4.2%.
- A downward trend in space under construction.
- An asking price of around US\$7.80 per square feet per year.



Market Indicators

	Inventory (million SF)	Construction (SF)	Vacancy (SF)	Vacancy Rate	Gross Absorption (SF)	Gross Absorption YTD (SF)	Net Absorption (SF)	Net Absorption YTD (SF)	Asking Lease Rate (USD/SF/Year)
Arteaga	8.3	417,600	227,800	2.7%	0	0	-137,600	-137,600	\$7.72
Ramos Arizpe	34.4	448,800	1,569,300	4.6%	45,200	98,500	-3,200	-201,500	\$7.68
Saltillo	8.0	220,500	228,500	2.8%	407,000	592,200	280,500	465,700	\$7.80
Market	50.8	1,087,000	2,025,800	4.0%	452,200	690,700	139,700	126,600	\$7.70

Leasing Market Fundamentals

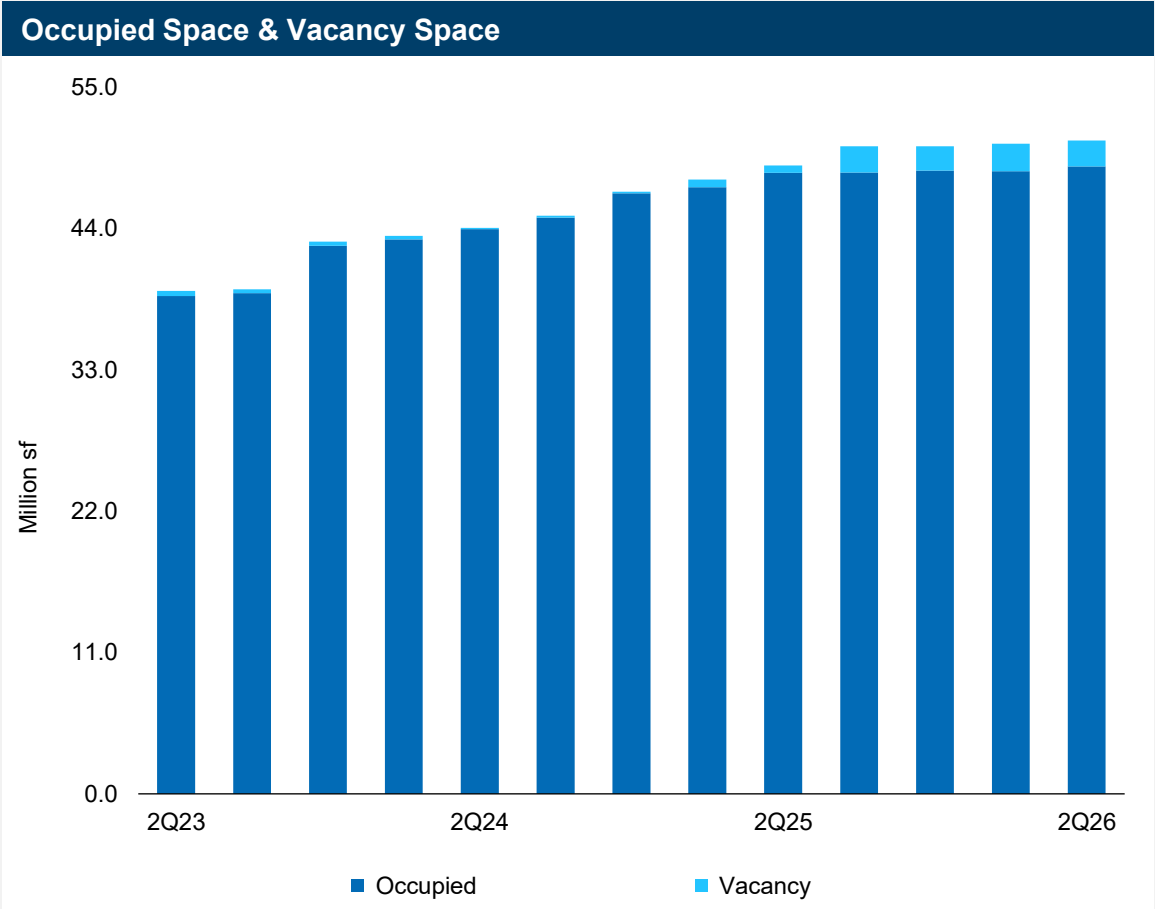
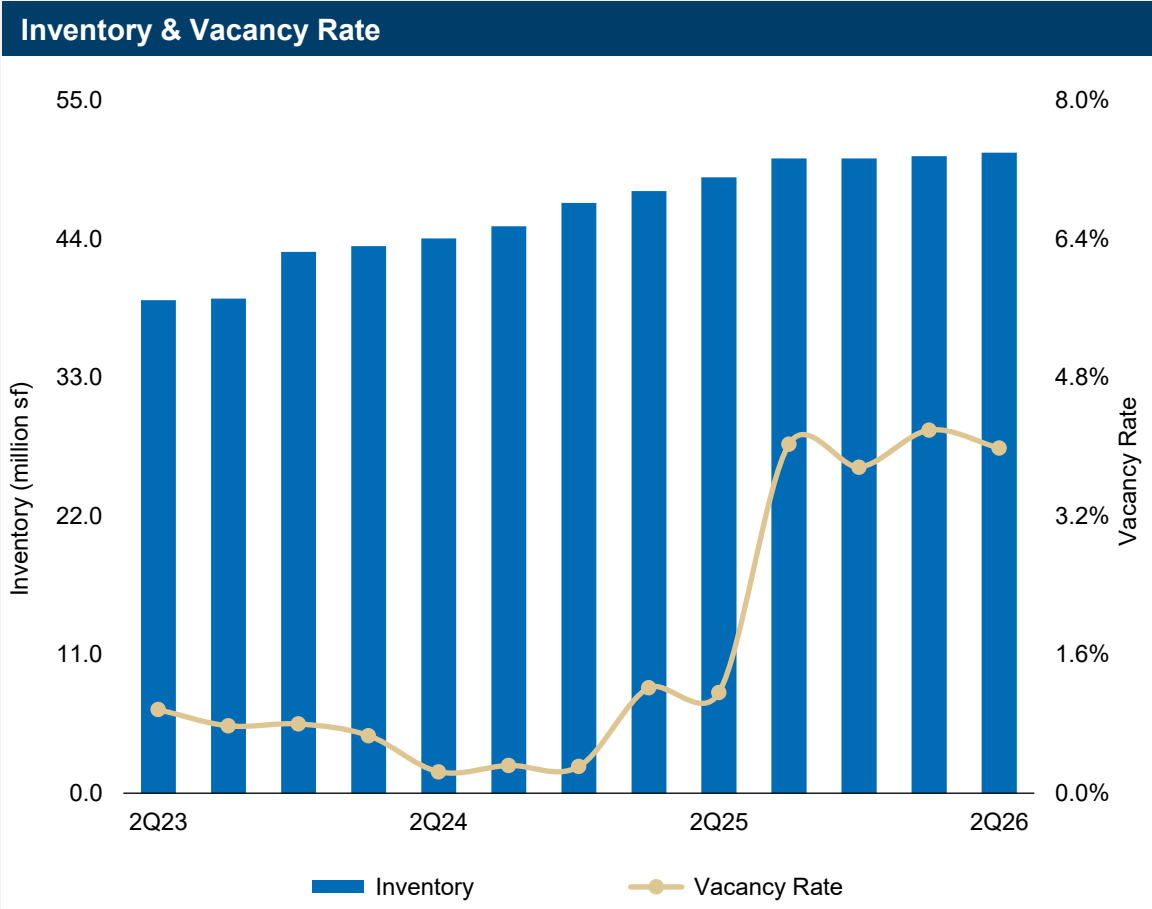
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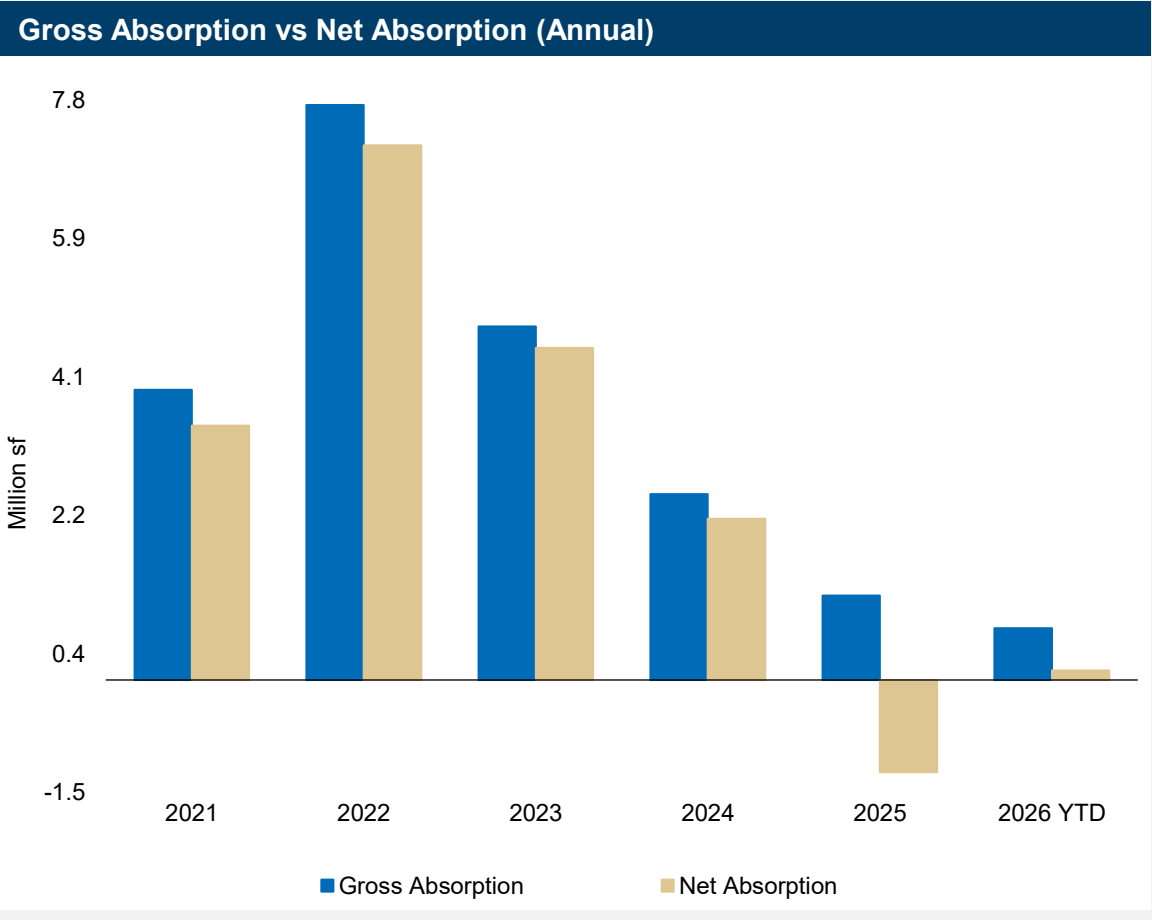
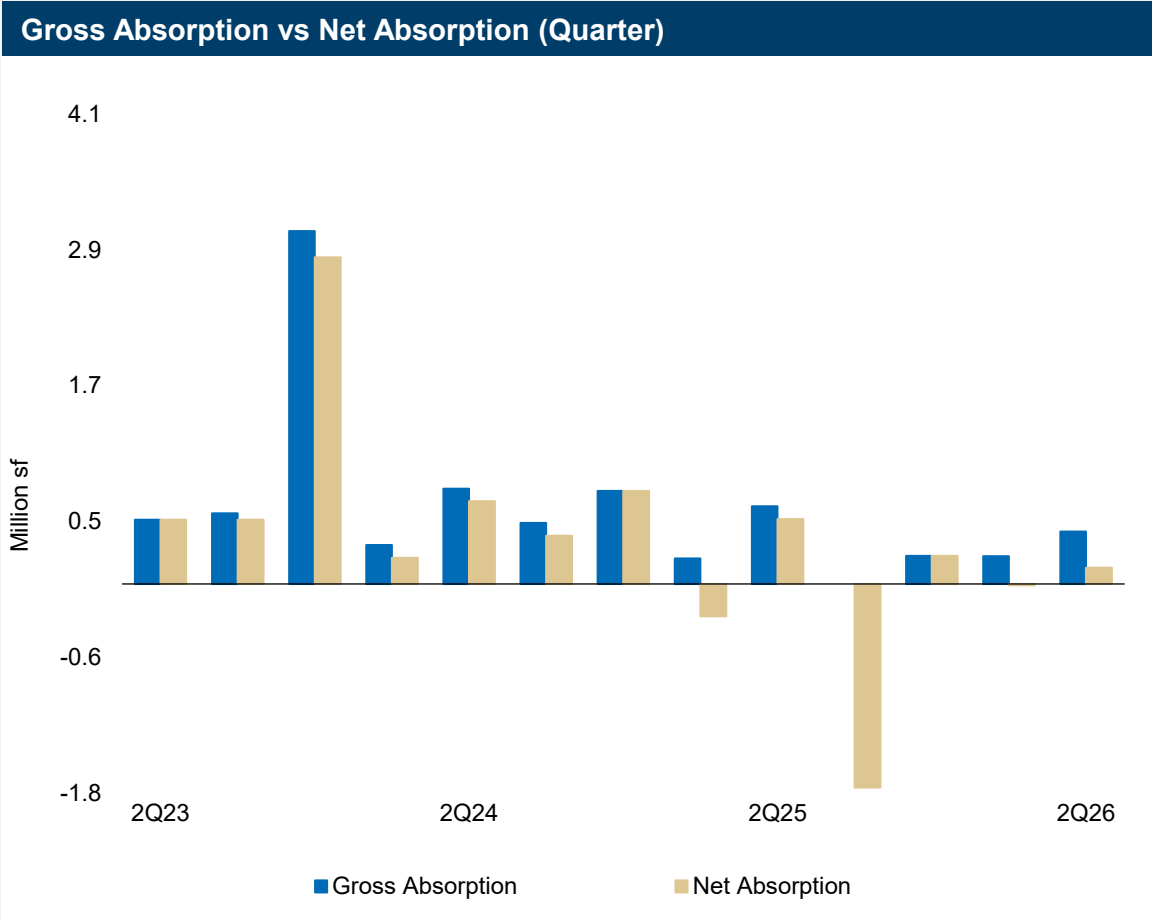
Market Demand

With healthy activity and a degree of stability, the vacancy rate settled at 4.0%, or more than 2.0 million square feet. Ramos Arizpe accounts for the largest vacant space, at 1.5 million square feet.



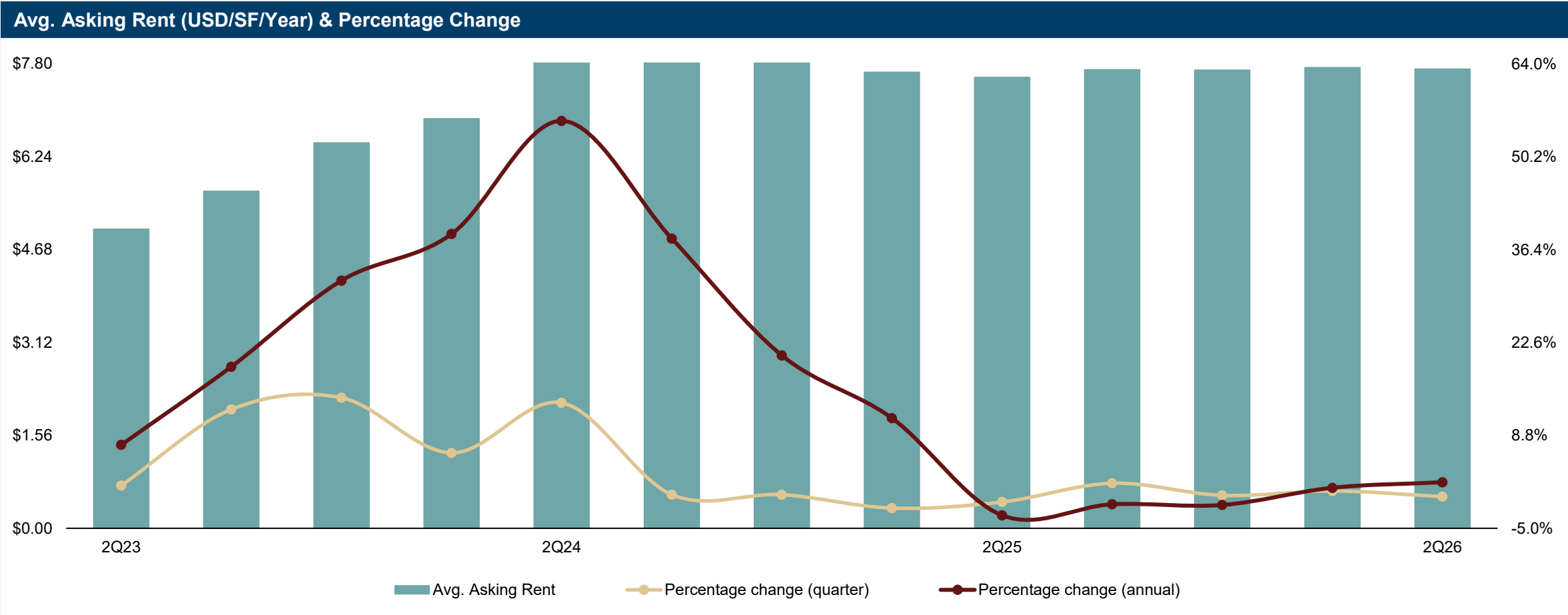
Absorptions

Market activity held steady, ending the quarter with gross absorption of 452,200 square feet and net absorption of 139,700 square feet. For the year so far, gross absorption reaches 690,700 square feet and net 126,600 square feet.



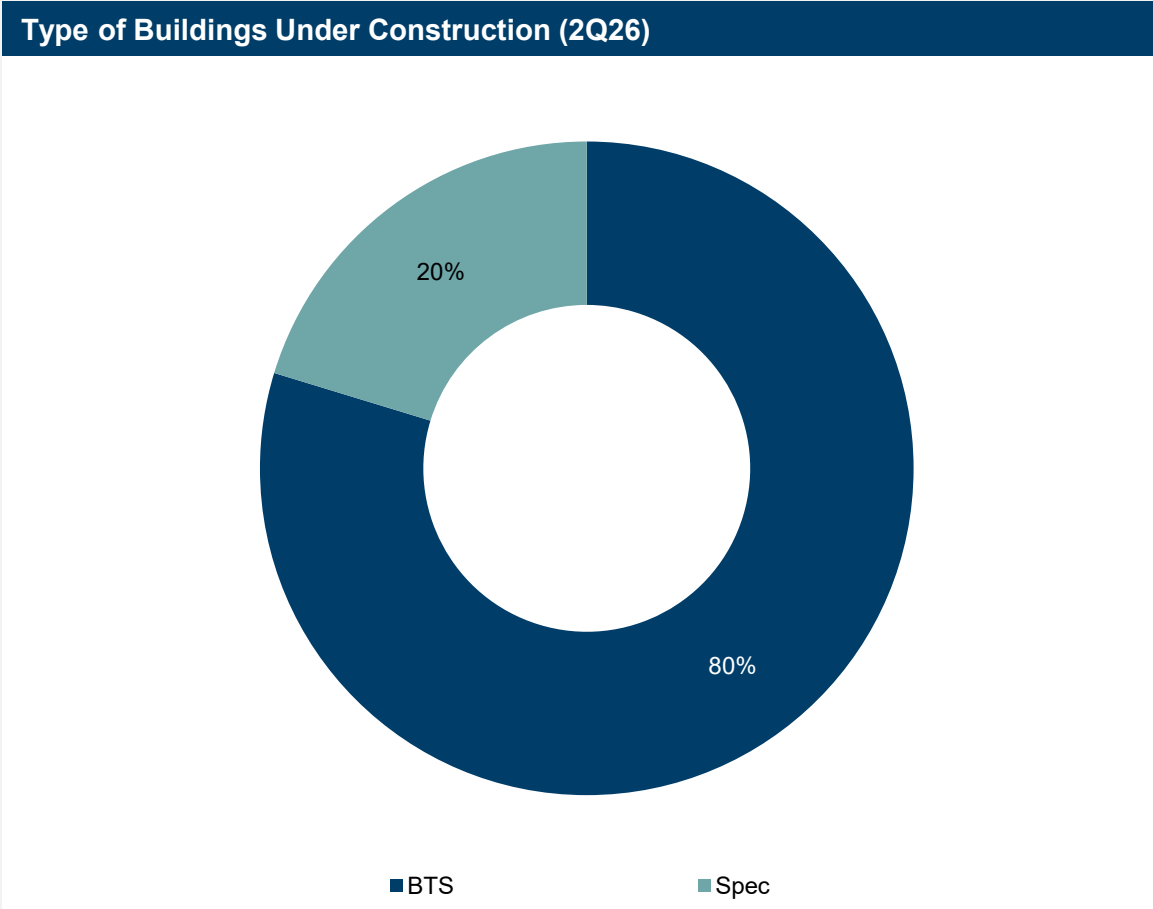
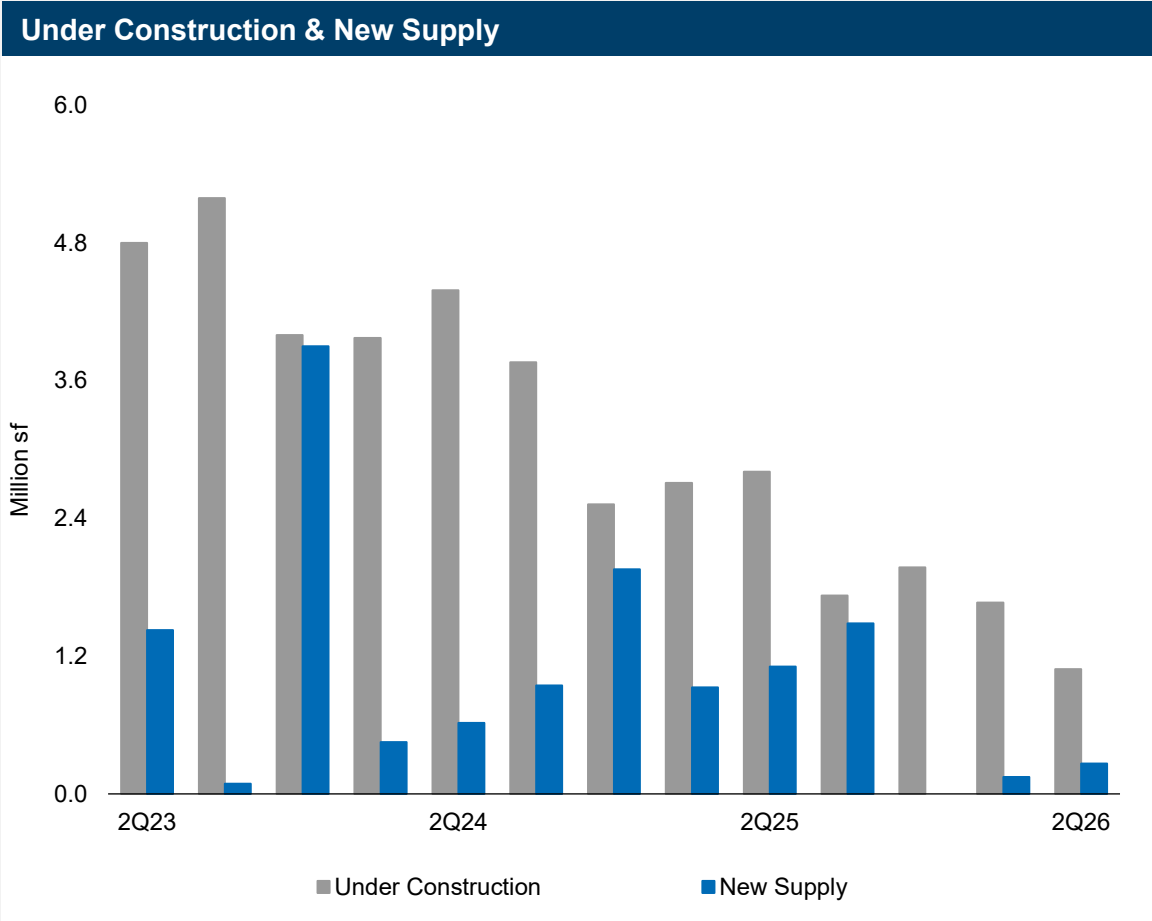
Average Asking Rent

Asking rent held steady at US\$7.70 per square feet per year, where it has remained since early 2025. The Saltillo submarket posted the highest rate, at US\$7.80 per square feet per year.



Space Under Construction

The declining trend holds, with a figure exceeding 1.0 million square feet, and is expected to keep dropping through the next quarter.



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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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