

MEXICO'S INDUSTRIAL & LOGISTICS GUIDE 2019



MEXICO'S INDUSTRIAL REAL ESTATE COSTS GUIDE 2018

NORTHWEST NORTHEAST REGIONS

Region	City	Land cost	Lease rate
BAJA CALIFORNIA	Tijuana	\$75.00 - \$175.00	\$3.75 - \$5.75
	Tecate	\$40.00 - \$130.00	\$3.60 - \$4.65
	Mexicali	\$35.00 - \$125.00	\$3.55 - \$4.85
	Ensenada	\$45.00 - \$140.00	\$3.00 - \$4.10
SONORA	Ciudad Obregon	\$28.00 - \$43.00	\$3.20 - \$4.30
	Empalme - Guaymas	\$33.00 - \$50.00	\$3.30 - \$4.45
	Hermosillo	\$32.00 - \$49.00	\$3.15 - \$4.30
	Nogales	\$35.00 - \$52.00	\$3.20 - \$4.10
SINALOA	Culiacan	\$31.00 - \$45.00	\$3.20 - \$4.35
	Durango	\$29.00 - \$47.00	\$3.00 - \$3.90
	Gomez Palacio	\$27.00 - \$45.00	\$3.25 - \$4.20
	Chihuahua	\$40.00 - \$59.00	\$3.70 - \$4.50
CHIHUAHUA	Chihuahua	\$40.00 - \$59.00	\$3.70 - \$4.50
	Ciudad Juarez	\$40.00 - \$63.00	\$3.50 - \$4.60
	Durango	\$29.00 - \$47.00	\$3.00 - \$3.90
	Gomez Palacio	\$27.00 - \$45.00	\$3.25 - \$4.20

Region	City	Land cost	Lease rate
COAHUILA	Ciudad Acuña	\$33.00 - \$40.00	\$3.50 - \$4.30
	Piedras Negras	\$31.00 - \$39.00	\$3.40 - \$4.25
	Derramadero	\$27.00 - \$35.00	\$3.50 - \$4.15
	Saltillo	\$37.00 - \$67.00	\$3.70 - \$4.60
JALISCO	Guadalajara Industrial Zona	N/A - N/A	\$4.35 - \$4.55
	Carretera a Colima	\$39.00 - \$175.00	\$3.95 - \$4.50
	El Salto	\$75.00 - \$150.00	\$4.10 - \$4.75
	Lopez Mateos Sur	N/A - N/A	\$3.70 - \$4.20
PUEBLA	Puebla	\$60.00 - \$110.00	\$3.45 - \$4.45
	TLAXCALA	\$25.00 - \$45.00	\$3.55 - \$4.40
	NUEVO LEON	\$58.00 - \$125.00	\$3.85 - \$4.20
	Apodaca	\$35.00 - \$55.00	\$3.55 - \$4.50
TAMAULIPAS	Reynosa	\$32.00 - \$45.00	\$3.80 - \$4.55
	Nuevo Laredo	\$35.00 - \$48.00	\$3.60 - \$4.70
	Matamoros	\$34.00 - \$45.00	\$3.50 - \$4.70
	Monterrey	\$45.00 - \$160.00	\$3.50 - \$4.70

CENTRAL-BAJO SOUTHEAST REGIONS

Region	City	Land cost	Lease rate
STATE OF MEXICO	Toluca- Lerma	\$105.00 - \$165.00	\$4.40 - \$5.15
	Cuautitlan Tultitlan Tepozotlan	\$107.00 - \$170.00	\$4.85 - \$6.00
	Huehuetoca	\$45.00 - \$90.00	\$3.55 - \$4.20
	Naucalpan	\$150.00 - \$245.00	\$4.80 - \$7.55
MEXICO CITY	Mexico City	\$120.00 - \$225.00	\$5.00 - \$6.50
	SAN LUIS POTOSI	\$43.00 - \$65.00	\$3.90 - \$4.55
	AGUASCALIENTES	\$37.00 - \$60.00	\$3.45 - \$4.45
	HIDALGO	\$37.00 - \$54.00	\$3.45 - \$4.15
GUANAJUATO	Leon	\$39.00 - \$60.00	\$3.50 - \$4.45
	Silao	\$37.00 - \$47.00	\$3.70 - \$4.70
	Celaya	\$39.00 - \$67.00	\$4.10 - \$4.60
	San Jose Iturbide	\$37.00 - \$69.00	\$3.55 - \$4.50
QUERETARO	Queretaro	\$58.00 - \$85.00	\$3.70 - \$4.70
	San Juan del Rio	\$65.00 - \$84.00	\$4.10 - \$4.50
	YUCATAN	\$47.00 - \$90.00	\$3.25 - \$4.60
	TABASCO	\$47.00 - \$90.00	\$3.80 - \$4.90
VERACRUZ	Veracruz	\$37.00 - \$67.00	\$3.90 - \$4.90
	QUINTANA ROO	\$70.00 - \$135.00	\$4.35 - \$5.70
	CANCUN	\$70.00 - \$135.00	\$4.35 - \$5.70
	ZACATECAS	\$29.00 - \$40.00	\$3.40 - \$4.05

INDUSTRIAL LAND AND BUILDING LEASE COSTS (USD/SQM)

LAND COST
Price range per SQM inside a quality industrial park including main services and infrastructure.

LEASE COST
USD/SQM/MONTH, triple net, based on a +5 year contract.

METRIC CONVERSION: SQM SF @ 10,764

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WHY MEXICO? Industrial & Logistics Projects need to know

- STRATEGIC GEOGRAPHIC LOCATION**
Mexico's location generates a unique opportunity to serve as a global hub. Proximity to the North American market means lower inventory & transportation costs, easier management teams coordination and excellent cultural alignment.
- FREE-TRADE AGREEMENTS**
Mexico's network of free trade agreements offers companies with operations in Mexico preferential access to a market of over 1.2 billion consumers in 46 countries in North America, Latin America, Europe and Asia. Mexico has become one of the world's most important trade gateways.
- MANUFACTURING INTEGRATION**
Mexico's 2,000 mile border with the United States facilitates "just-in-time delivery" and "supply-chain optimization". Mexico is home to thousands of world-class production facilities that continue to improve the productivity of value added industries such as automotive, aerospace, appliances, food processing, medical devices, chemical, pharma, etc.
- GROWING CONSUMER MARKET**
Mexico represents a potential consumer base of more than 125 million individuals whose average yearly income continues to steadily rise, as does their appetite for high-end consumer products.
- CONNECTIVITY**
Multiple border crossings & daily flights growth facilitate connectivity with Mexico. You can get back home the same day visiting most Mexican industrialized cities.
- LOGISTICS**
Mexico's investment in its highway network, intermodal terminals, border crossings, rail and seaport infrastructure allows companies to reduce their freight costs, have a lower inventory (in-transit) and improved speed to market. Shipments to the U.S. from Asia take 15 to 20 days compared with two to three days from Mexico.
- SKILLED WORK FORCE**
Mexico is well known for its young and skilled labor force. Each Year in Mexico, 110,000 engineers and technicians graduate from Mexican Universities. The average age of Mexico's population is 27 years old. The educational system is focused on increasing the work force's technical abilities and synchronizing their programs with the industrial sectors.
- SOPHISTICATED INFRASTRUCTURE**
Mexico offers world-class industrial / logistics & business parks as well as a highly developed telecommunications network, which allows global corporations to be connected 24/7.
- DIRECT LABOR COST**
As a rule of thumb - per day direct labor cost in MEXICO is similar to per hour in the US - CANADA.
- TIME ZONE ADVANTAGE**
Mexico has the same 4 time zones than the US & Canada, making it extremely easy for corporations to communicate with their facilities, suppliers, and customers at the same business hours.

Colliers International Mexico's Industrial team provides professional location strategy, site selection and incentives negotiation services. Our experienced and well recognized team, has supported international & domestic corporations in their business expansions, consolidations, relocations, and corporate acquisitions successfully.

Contact us for more information on our services and Mexico's Industrial Real Estate Market.

MEXICO INFRASTRUCTURE & LOGISTICS

- 130.7 million people
- 378,000 KM main roads
- 15th largest economy in the World
- 2nd largest Economy in Latin America
- 17th most attractive foreign destination worldwide.
- 3,185 KM border with the United States
- 54 border crossings
- 64 International Airports
- Over 15 major interior Intermodal Terminals
- 27,000 KM railways

2019 MEXICO'S Industrial & Logistics Map

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Sources: Ministry of Economy (SE), Ministry of Communications & Transportation (SCT), INEGI.