LOGAN
Institutional Valuation and Consulting

2026
Investment Report

Mexico
Fourth edition

Research

Investment Activity · Rate Trends · Outlook



Introduction

LOGAN brings an independent perspective of the institutional real estate market, combining regional expertise and international valuation standards.

Our approach integrates technical rigor, local knowledge, and methodological consistency to facilitate comparison across markets and over time.



Robert L. Dragoo

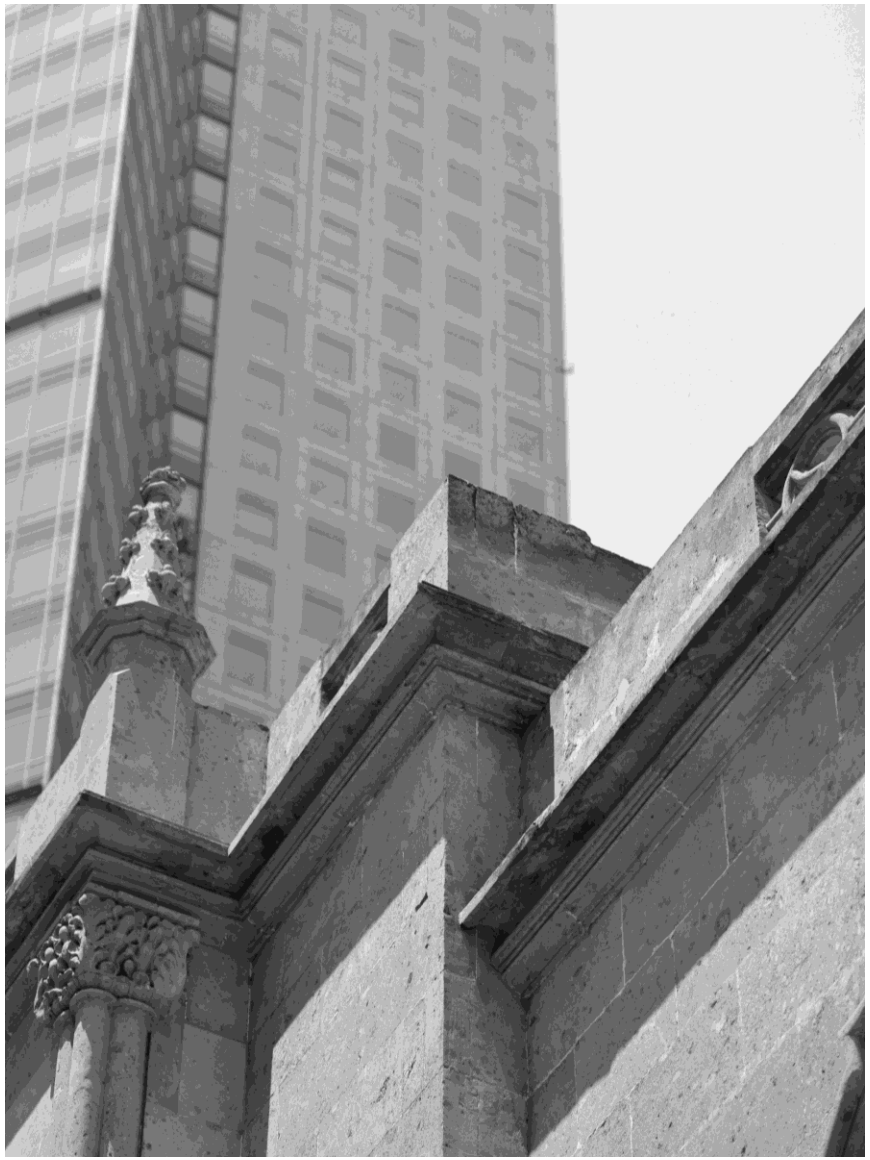
MAI, MRICS, MAIN HANDLE
| Mexico, Central America

This report analyzes the institutional real estate market based on two components: the value of Assets Under Management (AUM) of regulated vehicles and the results of surveys of *General Partners (GPs) and Limited Partners (LPs),* capturing both the evolution of capital and the vision of the main market players.

The information comes from public financial statements, managers' reports and annual surveys conducted by LOGAN, allowing a consistent, updated and comparable analysis with other markets.

The document is aimed at managers, developers, brokers, consultants and institutional investors, including pension funds, insurance companies, financial institutions and *family offices*.

Its purpose is to offer a strategic vision of the market, identify trends and support decision-making with a long-term approach.



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Comprehensive vision of institutional capital, its evolution, structure and allocation.

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Capitalization rates, rent growth, returns, and operating prospects.



01

Assets under management

Comprehensive vision of institutional capital, its evolution, structure and allocation.

Typology of Real Estate Vehicles

Market Structure

How is the institutional real estate market structured in Mexico?

The institutional real estate market in Mexico combines open and closed vehicles, with differences in access, liquidity, and investment horizon. Although certain strategies are more prevalent in each structure, the investment strategy is analyzed independently.

Open vehicles tend to concentrate on Core and Core Plus strategies, while closed vehicles have a higher share of Value-Add and Opportunistic strategies.

	Open	Closed
Typical strategy	*Core, Core Plus*	*Value-Add, Opportunistic*
Typical Access	Public	Private
Liquidity	Older	Minor
Horizon	Indefinite	Defined
Examples	FUNO, Prologis Fiber	MRP CKD, IGS CKD, Ares México III

Source: LAREV

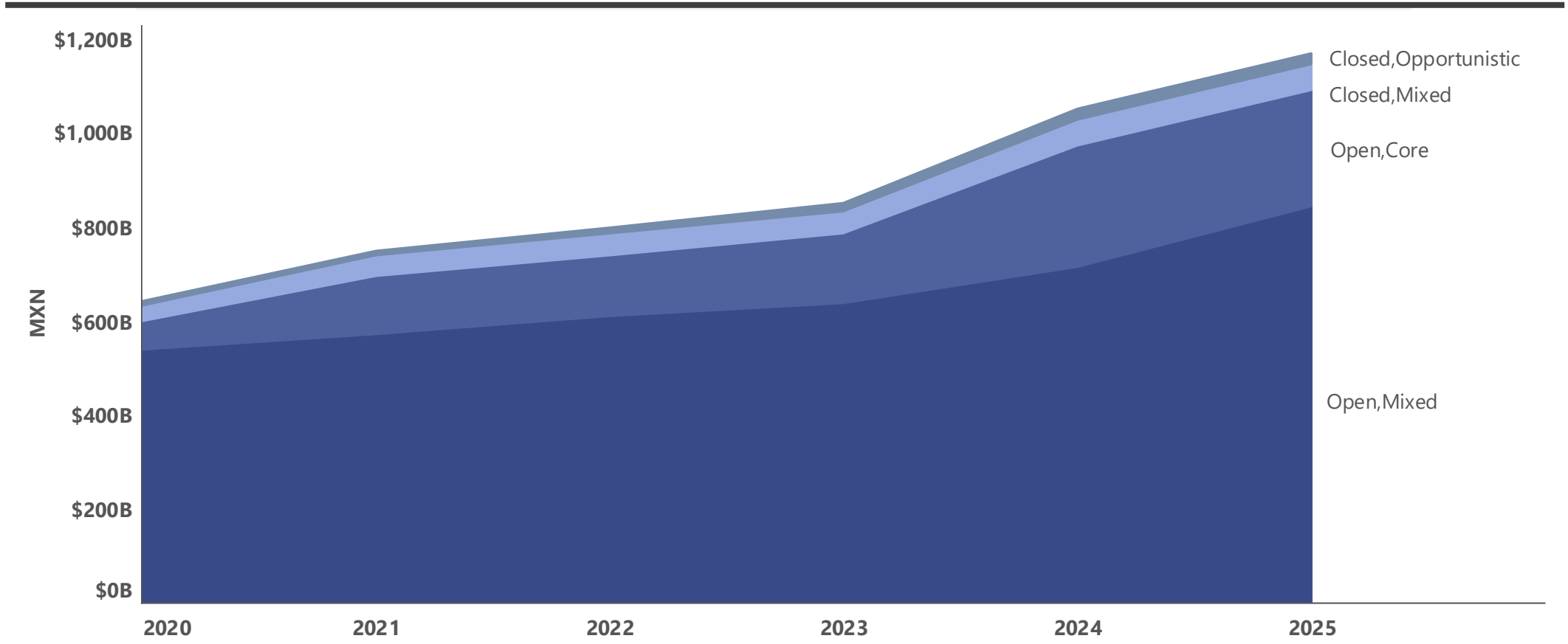
> **Structure and strategy** are independent concepts; specialization increases as the market becomes institutionalized

AUM Growth by Type and Strategy

Market Structure

How has the size of the institutional market grown?

The growth of the AUM reflects a greater institutionalization of the market, driven by rent-stabilized vehicles and development funds.



Note:

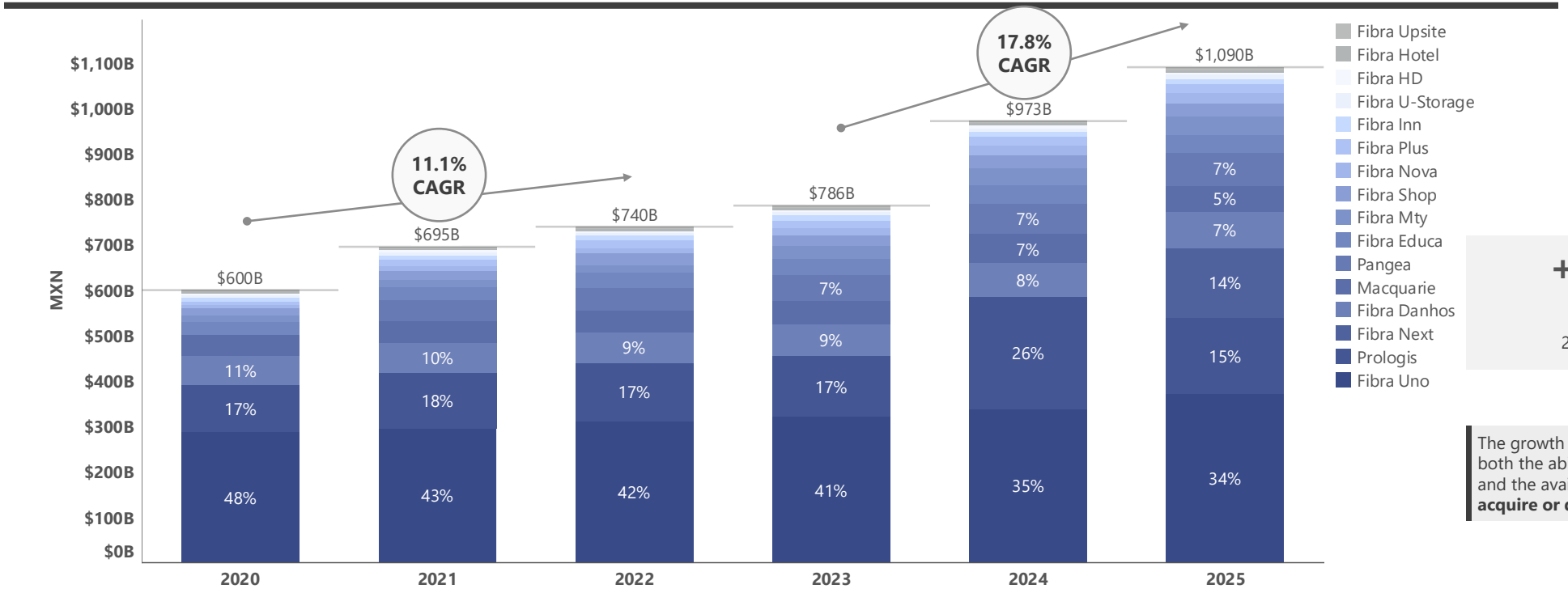
- **Source of information:** the source was the information published by the National Banking and Securities Commission (CNBV) and by the Institutional Stock Exchange (BIVA) / Mexican Stock Exchange (BMV) of Mexico.

Assets under management

Growth and Capital Flows - Open Vehicles

How has the size of the institutional market grown?

The AUM of open vehicles has shown sustained growth, reflecting a greater depth of the institutional market and an expansion of the main platforms.



	2020	2021	2022	2023	2024	2025
GPs	15	16	16	16	16	16
Vehicles	15	16	16	16	16	17

+82%

Growth

2020-2025

The growth of the AUM reflects both the ability to raise capital and the availability of assets to **acquire or develop.**

Note:

- **List of real estate vehicles:** the source was the information published by the National Banking and Securities Commission (CNBV) and by the Institutional Stock Exchange (BIVA) / Mexican Stock Exchange (BMV) of Mexico.
- **Calculation of the AUM:** By default, Assets Under Management (AUM) is based on the Investment Properties line item.
- **Currency:** all figures are expressed in Mexican pesos (MXN).
- **Vehicles that report in dollars:** for real estate vehicles that present their figures in USD, the closing exchange rate of each year is used for conversion to MXN.
- **CAGR (Compound Annual Growth Rate):** A metric that measures the annual growth rate over a given period.
- **Fibra Prologis / Terrafina:** in August 2024, Fibra Prologis acquired and consolidated Terrafina. As of the end of 2025, both are presented under a single manager (Prologis).

Real Estate Vehicles

Open Vehicles

How is the sample analyzed?

The analyzed sample of Open vehicles organized by AUM is presented below.

Real Estate Vehicle	Manager	Strategy
Fibra Uno	Fibra Uno Administración, S.C.	Mixed
Fibra Prologis	Prologis Property México, S. A. de C. V.	Core
Fibra Danhos	Administradora Fibra Danhos, S.C.	Mixed
Fibra Macquarie	Macquarie Asset Management México, S.A. de C.V.	Mixed
Fibra Soma	Pangea Administración, S.C.	Mixed
Fibra Terrafina	Prologis Property México, S. A. de C. V.	Mixed
Fibra Nagoin (formerly Educa)	Fibra Educa Management, S. C.	Mixed
Fibra Mty	Administrador Fibra Mty, S.C.	Mixed
Fibra Shop	Fibra Shop Portafolios Inmobiliarios, S.C.	Mixed
Fibra Next	2401 NEXT Management, S.C.	Mixed
Fibra Nova	Administradora FIBRA Norte, S.C.	Mixed
Fibra Plus	Fibra Plus Management, S.C.	Mixed
Fibra Inn	Administradora de Activos Fibra Inn, S.C.	Mixed
Fibra U-Storage	Fideicomiso número CIB/2981	Mixed
Fibra HD	Fibra HD Servicios S.C.	Core
Fibra Hotel	Administradora Fibra Hotelera Mexicana, S.A. de C.V.	Mixed
Fibra Upsite	Operadora Upsite, S.A.P.I de C.V.	Mixed

Mixed strategies predominate, particularly due to the combination of **stabilized assets and industrial development.**

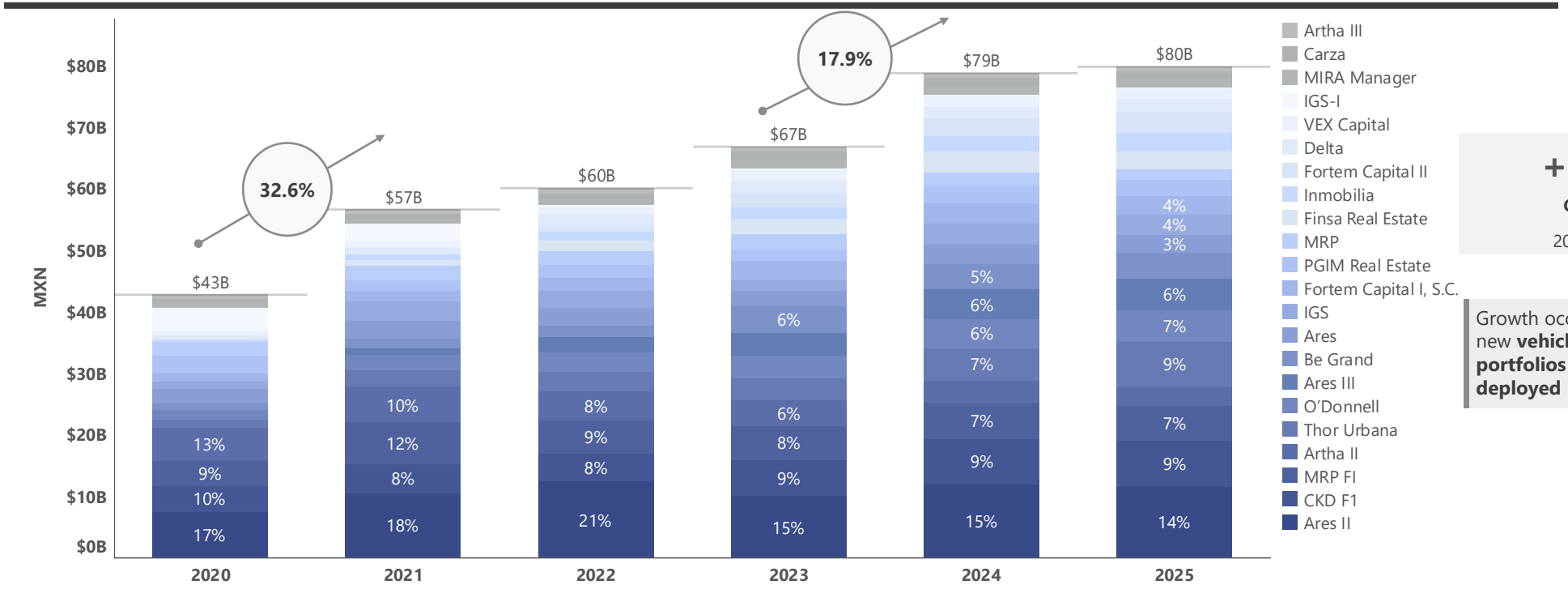
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Assets under management

Growth and Capital Flows - Closed Vehicles

How has the size of the institutional market grown?

The AUM of closed vehicles shows a staggered growth, reflecting the pace of capital calls and investment deployment characteristic of this type of funds.



	2020	2021	2022	2023	2024	2025
GPs	19	21	22	22	22	22
Vehicles	19	22	23	23	23	23

+86%

Growth

2020-2025

Growth occurs in stages, as new **vehicles and portfolios are raised and deployed**

Note:

- **List of real estate vehicles:** the source was the information published by the National Banking and Securities Commission (CNBV) and by the Institutional Stock Exchange (BIVA) / Mexican Stock Exchange (BMV) of Mexico.
- **Calculation of the AUM:** by default, AUM is based on the Investment Properties line item. For vehicles with different structures, AUM is determined case by case, based on the nature of their assets and reported financial statements. Relevant line items include investments in portfolio companies and investments in project companies.
- **Currency:** all figures are expressed in Mexican pesos (MXN).
- **Vehicles that report in dollars:** for real estate vehicles that present their figures in USD, the closing exchange rate of each year is used for conversion to MXN.
- **CAGR (Compound Annual Growth Rate):** A metric that measures the annual growth rate over a given period.

Real Estate Vehicles

Closed Vehicles

How are closed vehicles distributed by strategy?

The analyzed sample of Closed vehicles organized by AUM is presented below.

Real Estate Vehicle	Manager	Strategy
CKD Walton WSMX2CK	Ares Real Estate México CKD Managers II, S. de R.L. de C.V.	Opportunistic
CKD MRP MRP2CK	MRP CKD FI, S. de R.L. de C.V.	Opportunistic
CKD F1CC	F1 Administración, S.C.	Opportunistic
CKD Artha ARTH4CK	Artha Desarrolladora II, S.A. de C.V.	Opportunistic
CKD O'Donnell ODOCK	O'Donnell Capital Management, S. de R.L. de C.V	Opportunistic
CKD Walton WSMXCK	Ares Real Estate México CKD Managers, S. de R.L. de C.V.	Opportunistic
CKD Be Grand GRANDCK	Administradora CKD Be Grand 17, S.A. de C.V.	Opportunistic
CKD WSMX3CK	Ares Real Estate Mexico Managers III, S. de R.L. de C.V.	Opportunistic
CKD IGS IGS3CK	Grupo Desarrollador IGS, S.A.P.I. de C.V.	Opportunistic
CKD MRP MRPCK	MRP CKD, S. de R.L. de C.V.	Opportunistic
CKD Fortem Capital I FORTMCK 18	Fortem Capital I, S.C.	Opportunistic
CKD PLA2CK	PGIM Real Estate MVP Administradora IV, S. de R.L. de C.V.	Opportunistic
CERPI TUCERPI	Thor Urbana Capital, S. de R.L. de C.V.	Opportunistic
CKD FNSA3CK	Finsa Real Estate Management III, S. de R.L. de C.V.	Opportunistic
CKD Thor Urbana TUCK	Thor Urbana Capital, S. de R.L. de C.V.	Opportunistic
CKD Inmobilia INMOBCK	Inmobilia Management I, S.A.P.I. de C.V.	Opportunistic
CKD Deltack DELTACK	Administradora CKDelta, S.A. de C.V.	Opportunistic
CKD Fortem Capital II FORTMCK 22	Fortem Capital II, S.C.	Opportunistic
CKD VEX VEXCK	VEX Capital, S.C.	Opportunistic
CKD IGS-I IGSCK	Grupo Inmobiliario MEXIGS 3, S. de R.L. de C.V.	Opportunistic
CKD Carza CARZACK	Go Proyectos S.A. de C.V.	Opportunistic
CERPI Mira	MIRA Manager, S. de R.L. de C.V.	Opportunistic
CKD Artha ARTH5CK	Artha Desarrolladora III, S.A. de C.V.	Opportunistic

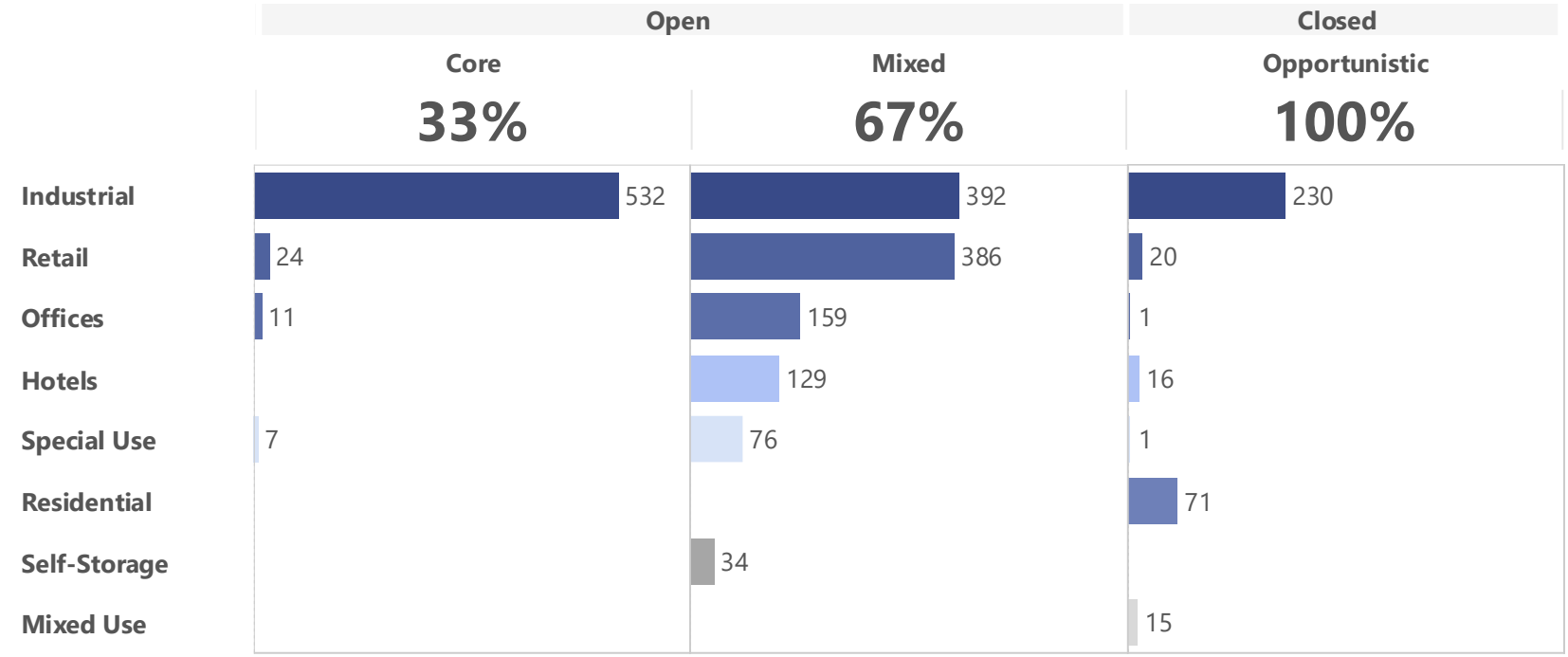
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Assets by Sector

Number of Assets

How does the sectoral allocation change according to the investment structure and strategy?

The sectoral allocation varies according to the structure and investment strategy. In Open vehicles, Core is mainly concentrated in industrial, while Mixed presents a greater diversification, with industrial, retail and offices as its most relevant sectors. In Closed vehicles (Opportunistic), industrial is also the main sector, followed by residential and retail.



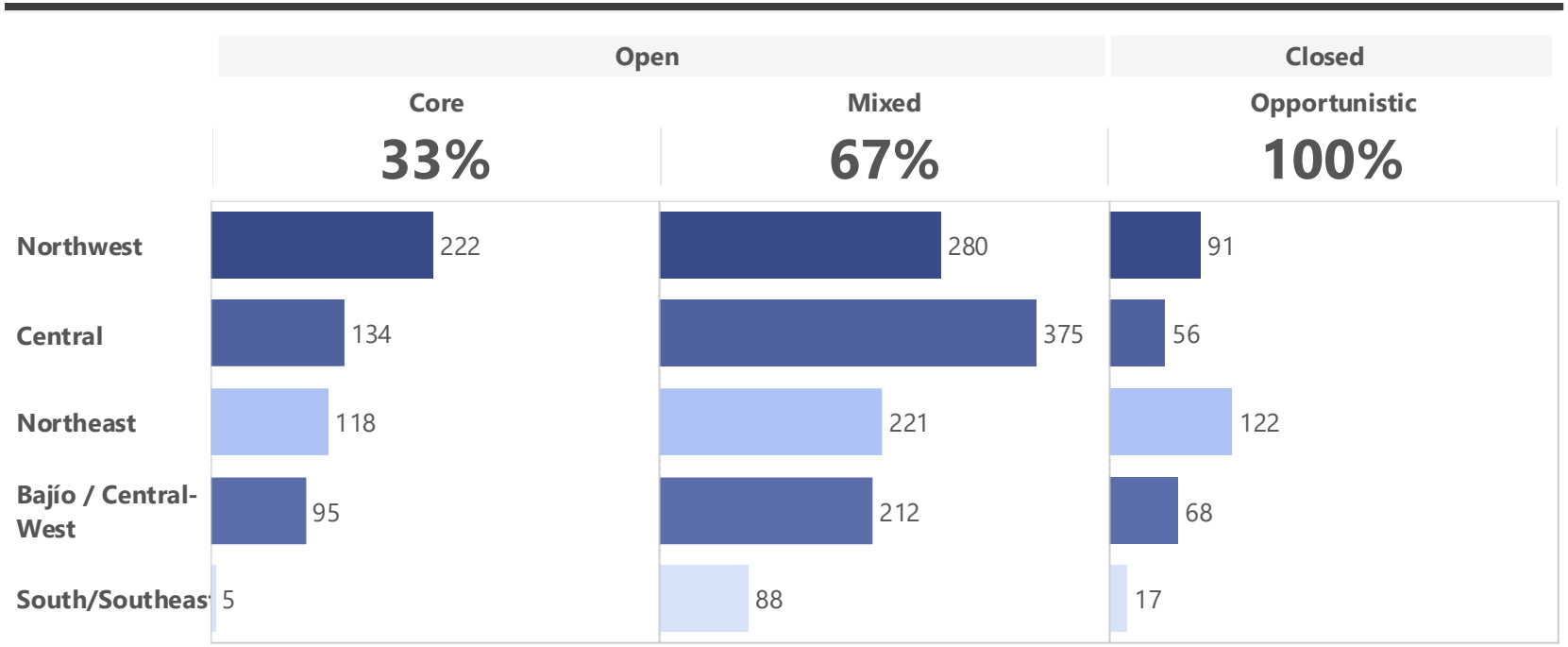
Mixed Use: assets combining two or more uses (Office/Hospitality, Office/Residential, Office/Retail, Residential/Hospitality, Residential/Office, Residential/Retail, Residential/Retail/Industrial, Residential/Retail/Hospitality, Retail-Commercial/Office, Hospitality/Residential).
Special Use: Education, Medical Offices.

Geographic Distribution of Assets

Number of Assets

How does geographic allocation change based on investment structure and strategy?

Geographic concentration is lower than sectoral concentration, in part due to the extensive presence of the industrial sector in the manufacturing corridors of the north and center of the country. Hotel investment also expands exposure to tourism markets that are less represented in other asset classes.



Northwest: Baja California, Baja California Sur, Sonora, Chihuahua, Durango, Sinaloa
Central: CDMX, Estado de México, Puebla, Hidalgo, Tlaxcala, Morelos
Northeast: Nuevo León, Coahuila, Tamaulipas
Bajío / Central-West: Querétaro, Guanajuato, Aguascalientes, San Luis Potosí, Jalisco, Colima, Michoacán, Nayarit, Zacatecas
South/Southeast: Veracruz, Oaxaca, Chiapas, Tabasco, Campeche, Yucatán, Quintana Roo, Guerrero

02

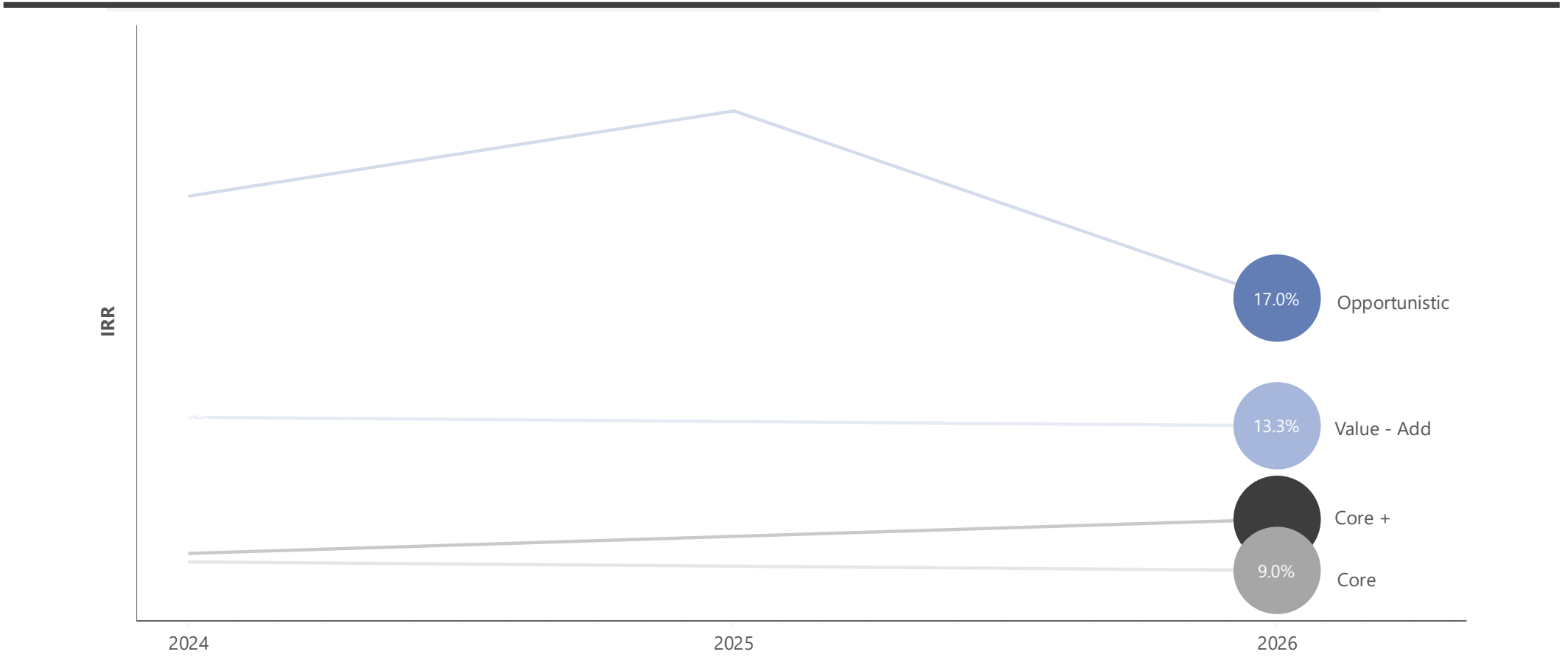
Investor Outlook (LPs)

Return expectations, risk perception, selection criteria and investment horizon.

Annual Return Expectations (IRR)

Expected Returns

Return expectations show a consistent relationship between risk and return. Investors demand lower returns for *Core strategies* and progressively higher premiums for *Core Plus*, *Value-Add,* and *Opportunistic*, reflecting a clear differentiation between risk profiles.

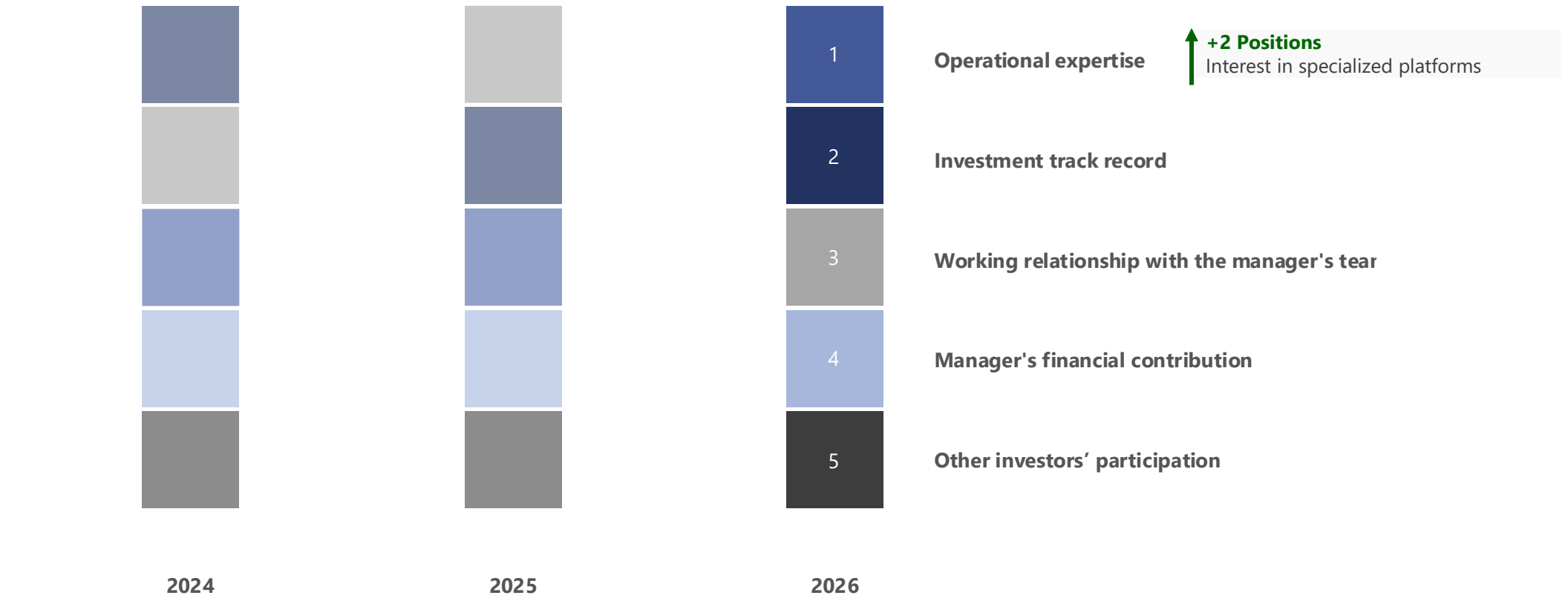


Source: LOGAN Annual Survey of Institutional Investors in the Real Estate Sector.

Classification of Criteria for Selecting a Manager

Manager Selection

Institutional investors privilege the historical quality of investments and the operational skill of the manager. In 2026, the latter gains relevance, reinforcing the value of platforms with proven experience and execution capacity.

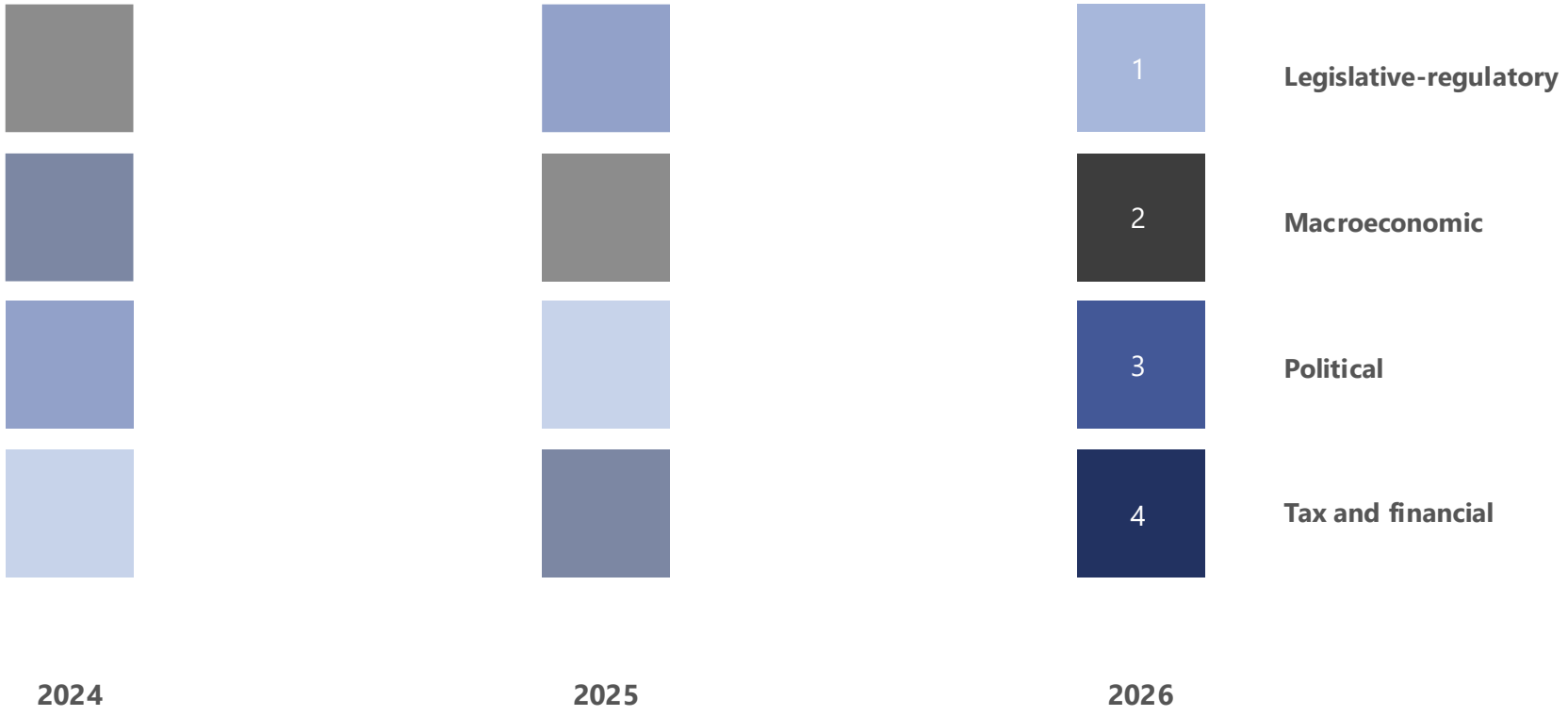


Source: LOGAN Annual Survey of Institutional Investors in the Real Estate Sector.

Ranking of Perceived Risks to Invest

Risk Perception

Investors are focusing their attention on legislative-regulatory and macroeconomic factors. In 2026, these two risks dominate market perception, while political, fiscal, and financial risks occupy a secondary position.



Source: LOGAN Annual Survey of Institutional Investors in the Real Estate Sector.

Investment Experience

Investor Experience

Investor sentiment improves towards 2026. The main components of the investment experience—returns, risk, transparency, and appreciation—converge toward levels aligned with expectations, reflecting greater stability in the investment experience.

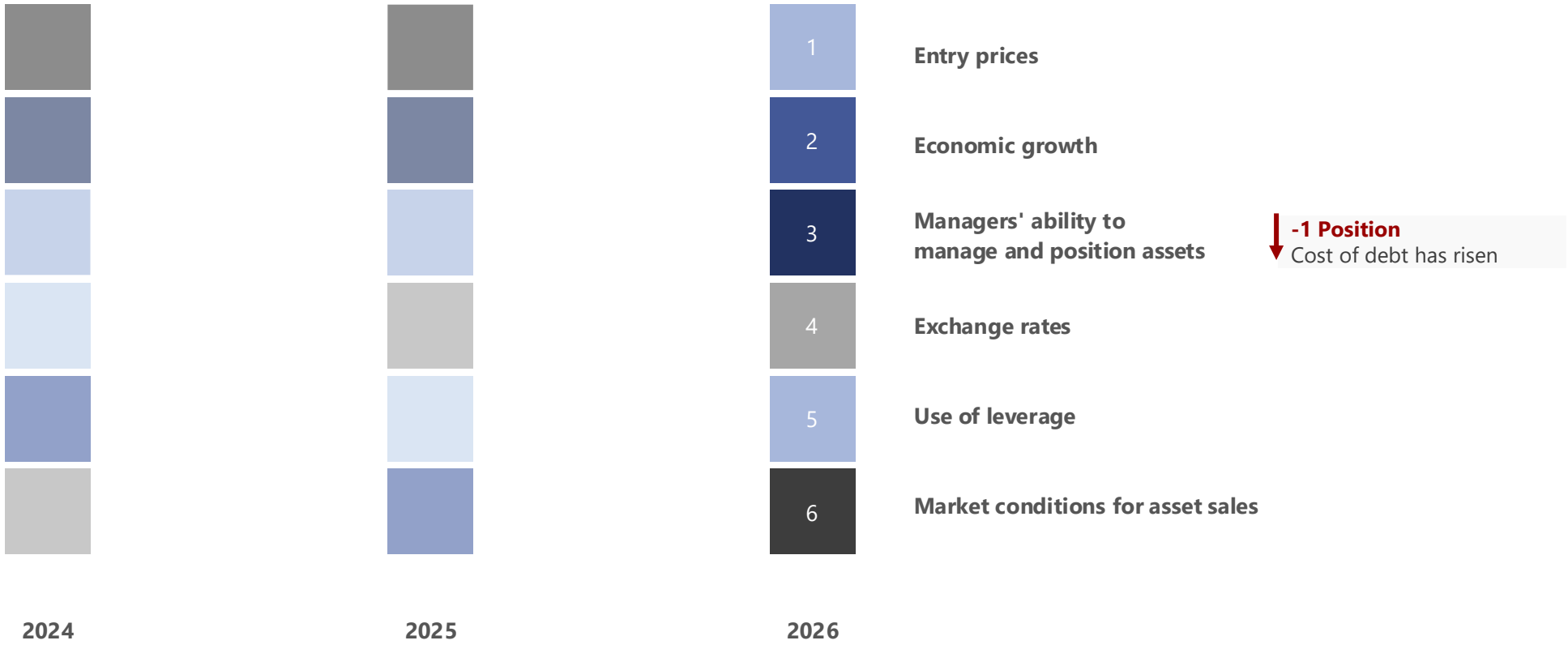
	2024	2025	2026
Returns	Below expectations	Aligned with expectations	Aligned with expectations
Risk of Return	Below expectations	Aligned with expectations	Aligned with expectations
Transparency	Below expectations	Below expectations	Aligned with expectations
Valorization	Below expectations	Aligned with expectations	Aligned with expectations

Source: LOGAN Annual Survey of Institutional Investors in the Real Estate Sector.

Vehicle Performance Booster Rating

Investment Criteria

In 2026, investors prioritize the entry price, while the ability of managers to manage and position assets is down one position from the previous year. This change coincides with a higher cost of debt.



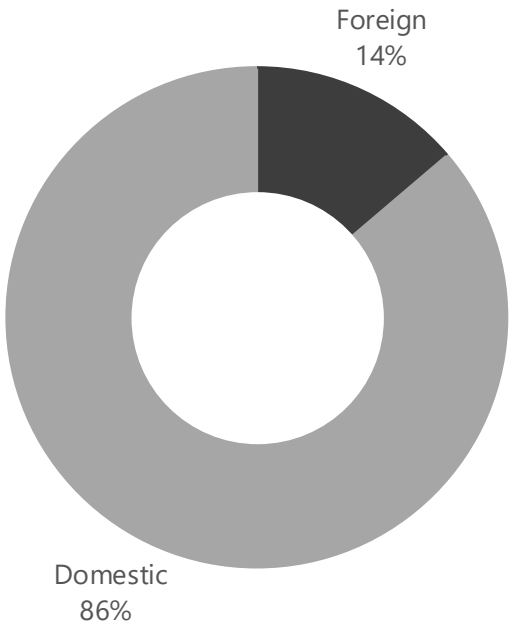
Source: LOGAN Annual Survey of Institutional Investors in the Real Estate Sector.

Investment Destination and Strategy

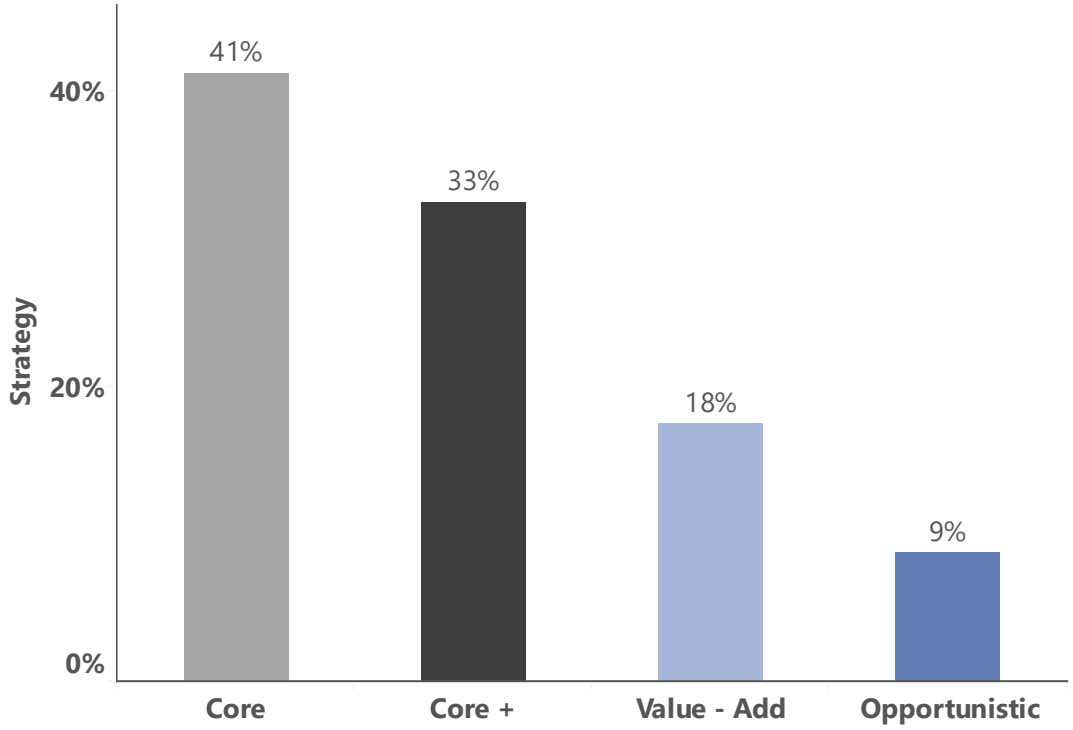
Capital Allocation

Investors maintain a strong preference for the domestic market and for lower-risk strategies. In 2026, most of the allocation is concentrated in Mexico and in Core and Core Plus vehicles, while Value-Add and Opportunistic represent a smaller share.

Foreign vs. Domestic Investment in Real Estate



Domestic Allocation



Source: LOGAN Annual Survey of Institutional Investors in the Real Estate Sector.

03

Manager's Perspective (GPs)

Capitalization rates, rent growth, returns, and operating prospects.

Net Capitalization Rate

Expected Returns - Stabilized Class A Assets | Prime Rates | Major Markets

Capitalization rates show mixed movements in 2026. While offices, commerce and some alternative sectors show compression, industrial registers a moderate expansion, reflecting differences in risk and return conditions by sector.

		2024	2025	2026	Change (bps)	Forecast
Offices	-	9.34	9.75	**9.50**	-25	→
Retail	Regional Shopping Center	9.30	9.58	**9.48**	-10	↘
	Neighborhood Shopping Center	10.10	11.25	**10.59**	-66	↗
	Standalone Retail	9.58	9.58	**9.55**	-3	↗
	Ground Lease - Stand Alone	-	-	**8.17**	-	→
Industrial	Logistics	7.75	7.49	**7.57**	8	↗
	Manufacturing	7.91	7.65	**7.91**	26	↗
Healthcare	Healthcare / High Complexity	10.50	10.75	**10.25**	-50	→
	Healthcare / Low Complexity	10.00	9.75	**10.00**	25	→
Rental Housing	-	8.00	6.50	**5.75**	-75	→
Education	-	-	10.65	**10.50**	-15	→
Self-Storage	-	-	10.43	**8.75**	-168	→

Source: LOGAN annual survey of real estate managers and developers.
Note: Figures expressed as a percentage (%)

Net Capitalization Rate (Hotels)

Expected Returns - Class A Hotels Stabilized | Prime Rates | Main Markets

The gap between the capitalization rates of Business and Tourism hotels narrows in 2026. Although business hotels have historically presented higher rates, the results show a greater convergence between both profiles, particularly in the Middle and Upper Middle segments

		2024	2025	2026	Change (bps)	Forecast
Business Hotels	Luxury	8.69	8.44	**8.59**	15	→
	Upper Upscale	9.19	9.17	**9.15**	-2	↗
	Upscale	9.63	9.42	**9.45**	3	↗
	Upper Midscale	9.88	10.00	**10.06**	6	↗
	Midscale	10.06	11.17	**10.67**	-50	↗
	Economy	10.44	11.33	**11.22**	-11	↗
Tourism Hotels	Luxury	8.31	7.81	**7.94**	13	→
	Upper Upscale	8.53	8.25	**8.56**	31	↗
	Upscale	8.50	9.04	**9.00**	-4	↗
	Upper Midscale	9.25	9.50	**9.77**	27	↗
	Midscale	9.50	10.06	**10.21**	15	↗
	Economy	9.69	10.21	**10.59**	38	↗

Source: LOGAN annual survey of real estate managers and developers.
Note: Figures expressed as a percentage (%)

Net Exit Capitalization Rate

Expected Returns - Stabilized Class A Assets | Prime Rates | Major Markets

Exit capitalization rates remain close to current levels in most sectors. A slight compression is observed in offices, industrials and health, while Housing for Rent incorporates a moderate expansion

		2026	Forecast
Offices	-	**9.38**	→
Retail	Regional Shopping Center	**9.48**	↗
	Neighborhood Shopping Center	**10.59**	↗
	Standalone Retail	**9.55**	↗
	Ground Lease - Stand Alone	**8.17**	→
Industrial	Logistics	**7.42**	↗
	Manufacturing	**7.83**	↗
Healthcare	Healthcare / High Complexity	**10.00**	→
	Healthcare / Low Complexity	**9.75**	→
Rental Housing	-	**6.00**	→
Education	-	**10.50**	→
Self-Storage	-	**8.75**	→

Source: LOGAN annual survey of real estate managers and developers.
Note: Figures expressed as a percentage (%)

Real Market Rent Growth

Expected Returns - Class A Assets | 3-Year Annual Average | Main Markets

Real rent growth remains subdued in most sectors, with variations mainly associated with strong demand and the ability to readjust rents.

		2024	2025	2026	Change (bps)	Forecast
Offices	-	0.13	0.33	**0.13**	-20	→
Retail	Regional Shopping Center	2.00	2.00	**1.25**	-75	→
	Neighborhood Shopping Center	1.10	1.15	**0.80**	-35	→
	Standalone Retail	0.83	2.00	**0.56**	-144	→
	Ground Lease - Stand Alone	-	-	**0.58**	-	→
Industrial	Logistics	1.45	0.87	**1.29**	42	↗
	Manufacturing	1.38	0.80	**0.75**	-5	→
Healthcare	Healthcare / High Complexity	0.50	1.00	**1.00**	-	→
	Healthcare / Low Complexity	0.50	0.75	**1.00**	25	↗
Rental Housing	-	1.04	1.00	**4.63**	363	↗
Education	-	-	3.33	**1.00**	-233	→
Self-Storage	-	-	1.50	**1.00**	-50	→

Source: LOGAN annual survey of real estate managers and developers.
Note: Figures expressed as a percentage (%)

Internal Rate of Return (IRR)

Expected Returns - Stabilized Class A Assets | Prime Returns | Main Markets

Expected IRRs decrease in most traditional sectors by 2026, particularly in commerce and industrials. In contrast, Data Center and Self Storage show moderate increases, reflecting return profiles that are still differentiated in more recent sectors.

		2024	2025	2026	Change (bps)	Forecast
Offices	-	14.88	13.25	**13.00**	-25	→
Retail	Regional Shopping Center	14.40	14.85	**14.00**	-85	→
	Neighborhood Shopping Center	15.00	15.60	**14.30**	-130	→
	Standalone Retail	14.70	14.23	**13.88**	-35	→
	Ground Lease - Stand Alone	-	-	**11.67**	-	→
Industrial	Logistics	13.19	11.67	**11.45**	-22	→
	Manufacturing	13.19	11.89	**11.59**	-30	→
Healthcare	Healthcare / High Complexity	14.00	14.25	**14.13**	-12	→
	Healthcare / Low Complexity	14.00	13.75	**13.75**	-	→
Rental Housing	-	14.00	12.75	**12.38**	-37	→
Education	-	-	12.27	**12.75**	48	→
Self-Storage	-	-	12.00	**12.38**	38	→

Source: LOGAN annual survey of real estate managers and developers.
Note: Figures expressed as a percentage (%)

Development IRR

Expected Returns - Class A Projects | Prime Returns | Main Markets

Construction and financing costs show signs of stabilizing upwards, slightly increasing development risk. The impact will be greater in large and longer-duration projects, while the absorption risk will depend on each market.

		2025	2026	Change (bps)	Forecast
Offices	-	21.00	**20.00**	-100	↗
Retail	Regional Shopping Center	19.00	**19.25**	25	↗
	Neighborhood Shopping Center	17.00	**19.50**	250	→
	Standalone Retail	-	**15.75**	-	→
	Ground Lease - Stand Alone	-	**13.00**	-	→
Industrial	Logistics	14.90	**14.32**	-58	→
	Manufacturing	14.90	**14.61**	-29	→
Healthcare	Healthcare / High Complexity	-	**18.50**	-	↗
	Healthcare / Low Complexity	-	**16.50**	-	→
Rental Housing	-	16.00	**16.83**	83	→
Education	-	-	**19.00**	-	↗
Self-Storage	-	-	**16.00**	-	→

Source: LOGAN annual survey of real estate managers and developers.
Note: Figures expressed as a percentage (%)

Residential Development IRR

Expected Returns - Benchmark Projects by Segment | Prime Returns | Main Markets

Residential development IRRs remain clearly differentiated by income segment, reflecting different levels of risk, absorption and ability to pay. Leverage consistently increases returns on capital.

		2024	2025	2026	Change (bps)	Forecast
Project IRR	High Income	21.30	21.25	**21.00**	-25	→
	Middle Income	18.29	17.50	**17.67**	17	→
	Low Income	15.75	16.50	**15.67**	-83	↘
Equity IRR	High Income - Equity IRR	23.36	24.25	**23.67**	-58	→
	Middle Income - Equity IRR	20.73	20.50	**20.67**	17	→
	Low Income - Equity IRR	19.36	19.50	**18.33**	-117	↘

Source: LOGAN annual survey of real estate managers and developers.
Note: Figures expressed as a percentage (%)

Stabilized Financing Assumptions

Debt Terms - Stabilized Class A Assets | Prime Conditions | Main Markets

How is debt financing structured?

The debt market continues to differentiate assets with greater institutional depth. The industrial sector maintains favorable conditions, while the more specialized sectors require more conservative structures. In this context, maturity, leverage, and spread function as direct signals of the perception of risk by lenders.

		LTV (%)	Debt Term (Years)	Interest Rate (%)	
				SOFR (+)	TIIE (+)
Offices	-	60	7	2.8	-
Retail	Regional Shopping Center	58	6	-	2.3
	Neighborhood Shopping Center	58	6	-	2.4
	Stand Alone	60	7	-	2.3
	Ground Lease - Stand Alone	60	8	-	2.0
Industrial	Logistics	65	10	2.6	-
	Manufacturing	63	10	2.8	-
Healthcare	High Complexity	55	8	-	3.5
	Low Complexity	55	8	-	3.3
Rental Housing	-	55	12	-	2.9
Education	-	60	10	-	3.3
Self-Storage	-	53	9	-	3.5

Source: LOGAN annual survey of real estate managers and developers.

Development Finance Assumptions

Debt Terms - Class A Projects | Prime Conditions | Main Markets

How is debt financing structured?

Development financing reflects greater differentiation by execution risk and market depth. Industrial and retail show greater access to capital, while specialized sectors maintain more conservative structures. Short terms reflect the need to refinance once construction is completed.

		LTC (%)	Debt Term (Years)	Interest Rate (%)	
				SOFR (+)	TIIE (+)
Offices	-	60	3	3.6	-
Retail	Regional Shopping Center	65	3	2.2	-
	Neighborhood Shopping Center	65	3	2.4	-
	Stand Alone	70	4	1.8	-
	Ground Lease - Stand Alone	70	4	1.8	-
Industrial	Logistics	71	4	3.1	-
	Manufacturing	69	4	3.2	-
Healthcare	High Complexity	60	4	-	4.3
	Low Complexity	60	4	-	4.0
Rental Housing	-	59	5	-	4.0
Education	-	60	4	-	4.0
Self-Storage	-	55	3	-	4.5

Source: LOGAN annual survey of real estate managers and developers.

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