

# Analytics 2.0



**USER'S GUIDE** 

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#### **USER'S GUIDE**

## **OVERVIEW**

The Analytics 2.0 platform offers an advanced configuration feature that enables users to analyze 24 different industrial real estate markets in Mexico with greater ease. Through the use of filters, indicators can be calculated and the data can be grouped based on specific criteria such as time intervals, submarkets, industrial parks, owners, and more. By utilizing these powerful tools, users can quickly identify trends and receive detailed comparables, allowing for a comprehensive industrial real estate market analysis.

ANALYTICS 2.0 allows users to analyze:

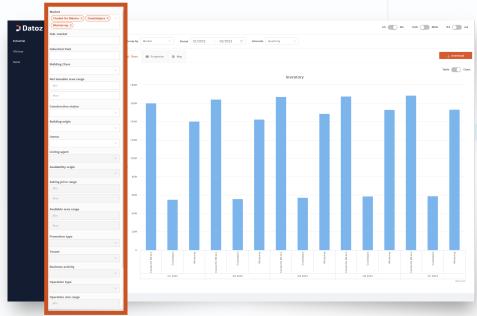
- Inventory
- Availability (supply)
- Availability rate
- Gross absorption (demand)
- Net absorption (demand)
- · Closing price
- Starting price
- Vacancies
- Construction starts

Any indicator resulting from a custom query can be visualized in graphs and tables and is accompanied by a list of the properties that make up the indicator as well as map with the precise location of each property.



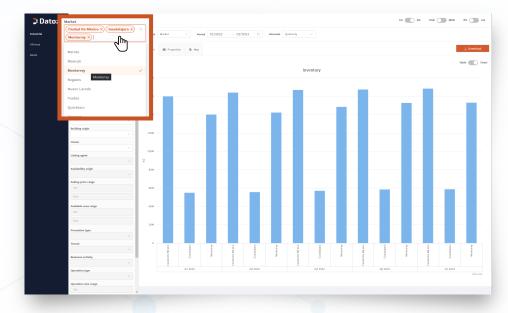
## 1. FILTERS

Enhance the accuracy of your search results by using our expanded selection of over 15 search criteria to filter through our extensive database.



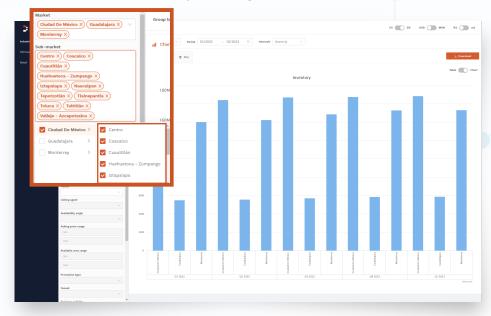
#### 1.1 MARKETS

Effortlessly analyze individual or multiple markets, either independently or in conjunction with one another. Additionally, you can quickly select or deselect all markets with a single click, streamlining the process for your convenience.



#### **1.2 SUB-MARKETS**

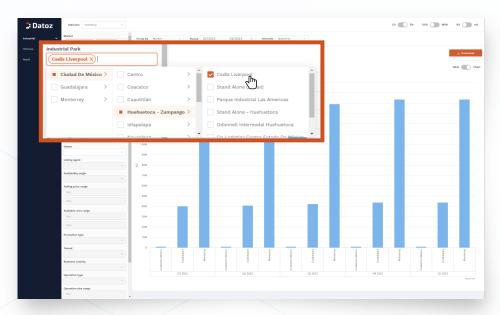
Choose the specific submarkets you want to analyze by combining and mixing different markets they belong to.



Customizing the chosen submarkets in your sample is a breeze - simply select the desired submarkets individually. Access the submarket menu by clicking the arrow next to each market's name.

#### **1.3 INDUSTRIAL PARK**

Choose the specific industrial parks you want to analyze.



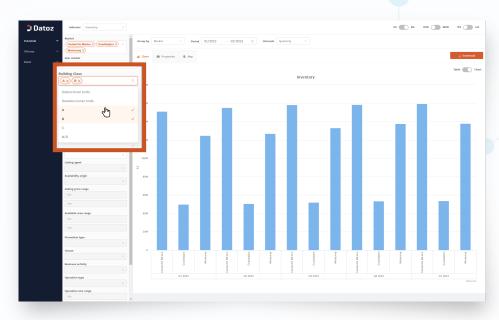
In order to select the industrial parks of your choice, click on the arrow next to the market's name and then click on the arrow next to the submarket's name. This will display a menu featuring a list of all industrial parks that belong to each submarket.



#### **USERS GUIDE**

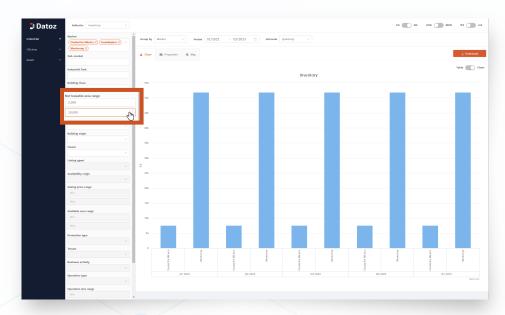
#### **1.4 BUILDING CLASS**

Select the building classifications you want to include in your sample.



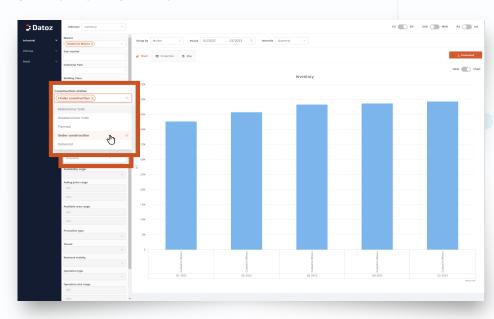
#### 1.5 NET LEASABLE AREA RANGE

To analyze a specific range of net rentable area, simply fill in the lower and upper limits in the designated spaces. This will enable you to precisely focus on the desired space for your analysis.



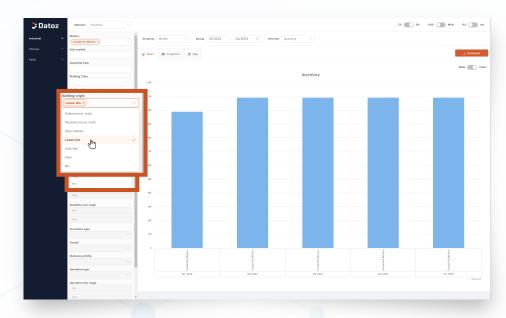
#### **1.6 CONSTRUCTION STATUS**

Select the construction status you prefer. You can choose from completed buildings, buildings under construction, and planned buildings, allowing you to narrow down your property sample.



## 1.7 BUILDING ORIGIN

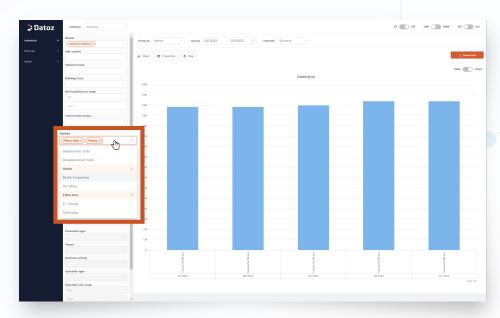
The building origin allows you to select from options such as BTS for sale, BTS for rent, speculative, and others.



#### **USERS GUIDE**

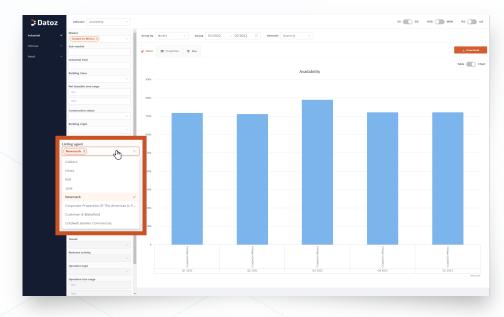
## 1.8 OWNER

Select the combination of owners you want to include in your sample.



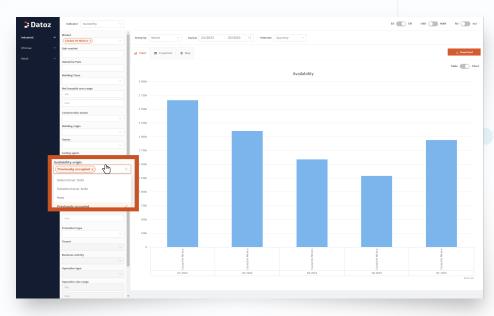
## **1.9 LISTING AGENT**

Select the combination of real estate agents (brokers) you want to include in your sample.



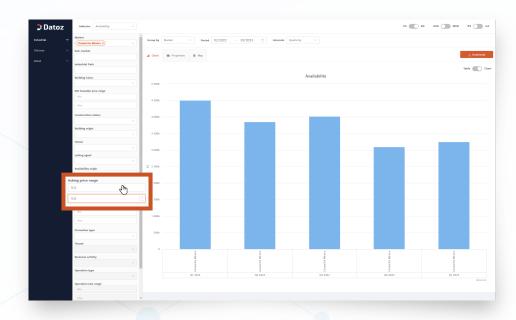
### 1.10 AVAILABILITY ORIGIN

Select the combination of availability origins you want to include in your sample.



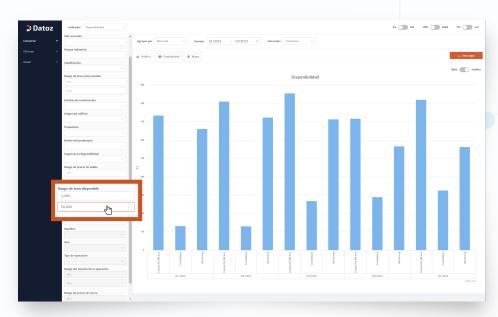
### 1.11 ASKING PRICE RANGE

To analyze prices within a specific range, fill in the lower and upper limits in the designated spaces. This will enable you to focus on a desired price range.



#### 1.12 AVAILABLE AREA RANGE

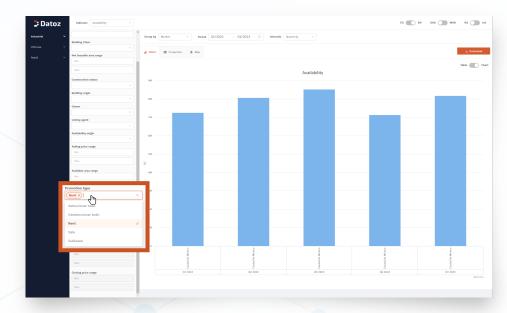
To analyze a specific range of available area, fill in the lower and upper limits of the area you want to analyze in the designated spaces. This will allow you to focus your analysis on the desired area range.



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#### 1.13 PROMOTION TYPE

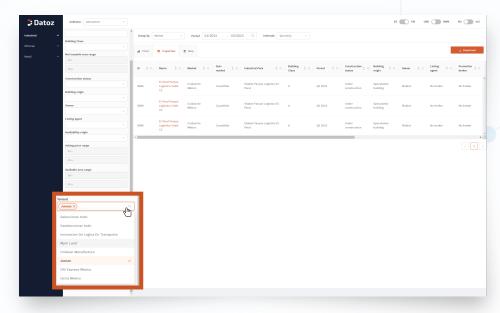
Select the combination of promotion types you want to include. You can choose from lease, sale, and sublease.





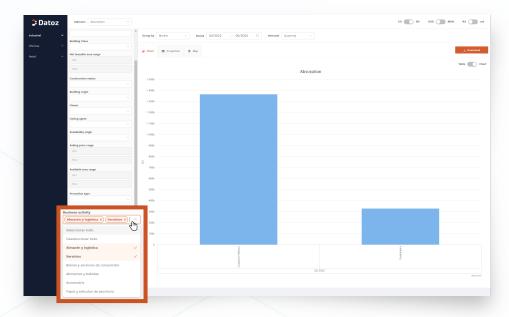
#### **1.14 TENANT**

Select the tenants you want to include in your sample. Select and deselect all tenants with just one click.



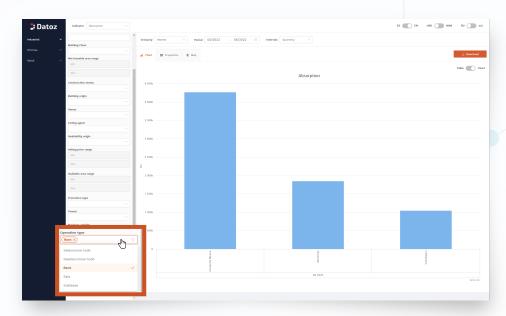
#### 1.15 BUSINESS ACTIVITY

Select the combination of business activities that you want to analyze. Select and deselect all options with a single click.



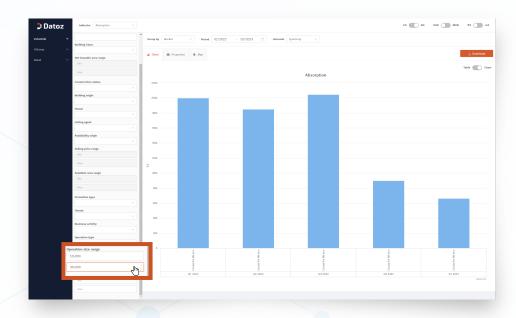
## 1.16 OPERATION TYPE

Select the combination of operation types you want to analyze in your sample.



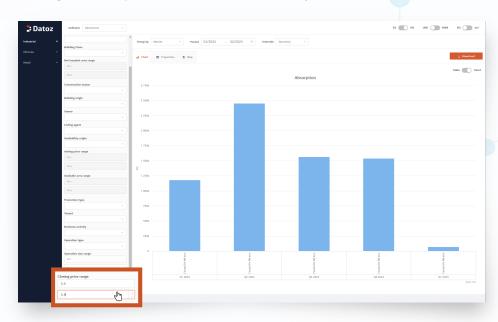
#### 1.17 OPERATION SIZE RANGE

To analyze a specific range of transaction sizes, simply fill in the designated spaces with the lower and upper limits of transaction sizes.



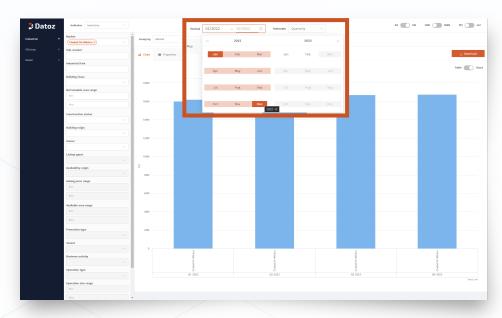
#### 1.18 CLOSING PRICE RANGE

To analyze closing prices within a specific range, fill in the lower and upper limits in the designated spaces. This will enable you to focus on a desired price range.



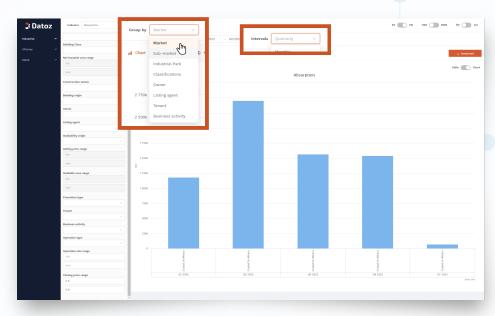
#### 1.19 PERIODS

To select a period to analyze, click on any of the boxes next to the word "period" and a calendar will be displayed where you can select the desired dates.



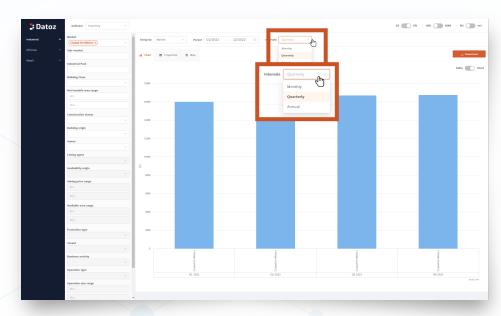
# 2. WAYS TO GROUP INFORMATION

Now we have 8 grouping options to visualize the information from different perspectives.



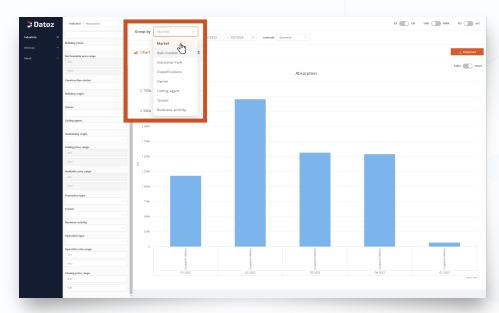
#### 2.1 TIME INTERVALS

Customize your visualization by selecting the desired interval in which to display the information - whether monthly, quarterly, or annually. This will allow you to view data results in the desired timeframe.



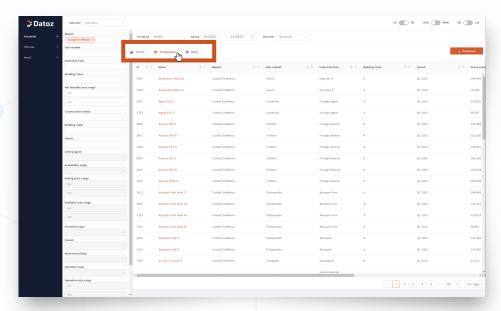
#### 2.2 OTHER WAYS TO GROUP INFORMATION

Choose the desired grouping option that best suits your needs from the following: Market, sub-market, industrial park, building classification, owner, listing agent, tenant broker, and tenant's business activity. This will enable you to group and analyze the information according to your preferred category.



# 3. DETAILED INFORMATION

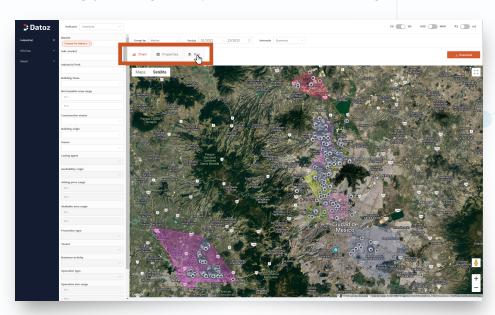
Gain access to more detailed information by selecting the "Properties" tab. Here, you can view a comprehensive list of all the properties that make up the selected sample, enabling you to delve deeper into your analysis.





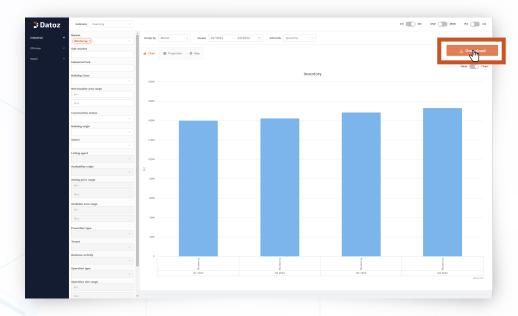
## 4. LOCATION ON THE MAP

Get a visual overview of all the properties that make up the selected indicator by exploring the "Map" tab. Here, you can view detailed information about each property, enabling you to gain a precise understanding of each location.

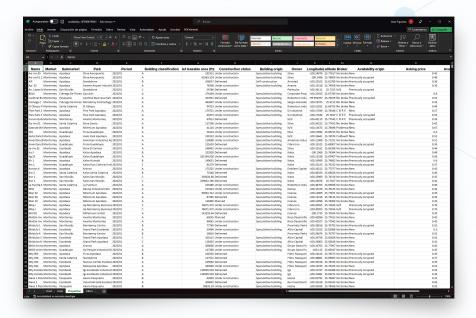


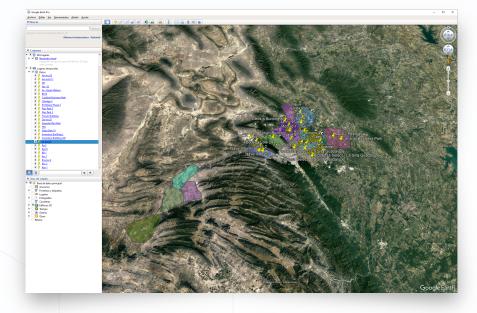
## 5. DOWNLOADABLE FILES

To download all the information from your configured sample, including charts, tables, and map, simply click on the DOWNLOAD button. This will allow you to save and access your results even when you are offline or outside the platform.



# 5. DOWNLOADABLE FILES





When you cllick on the "Download" button, you will receive two files to acces your search results:

- 1. Spreadsheet: It comprises of three tabs: graph results, table results, and complete property list - that provide comprehensive information about your search results.
- 2. KMZ file: This file contains the location of all properties on your list and can be viewed using Google Earth.



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- 01 (81) 2721 0850
- www.datoz.com
- Av. Roble #660 Piso 3 Suite 300 Col. Valle Del Campestre, C.P. 66265 San Pedro Garza García, N.L.







