

# MONTHLY COMPETITIVE PRICING TRACKER

## March 2010

Issue No. 5

February 2010

As of February 16th for March 18th 2010

- The lowest JFK airfares show that for Nassau it is Jet Blue's **\$361** (non stop), for GBI Delta's **\$422** (non stop), for Abaco AA **\$768** (1 stop) and for Exuma AA **\$706** (1 stop).
- Of the 14 March fares the Nassau fare from JFK is the **third** lowest while GBI ranks **sixth**.
- For JFK The Bahamas properties again fail to achieve the best air fare plus hotel deals except for the **Island Palm** in 2.5 star category (**\$514**).
- Jet Blue dominates all low fares from JFK in March and AA low air fares for all one stop flights.
- Bahamas flights from JFK cut air fare gap compared to February.
- When you drop Bermuda JFK low fares are dominated by a Bahamas destination before December and then by Barbados, Cancun and San Juan after November. Our position is much less dominate when looking at direct flights for all eight months.
- The lowest MIAMI airfares show that for Nassau it is AA's **\$171** (non stop), for GBI AA's **\$212** (non stop), for Abaco AA's **\$430** (non stop) and for Exuma AA's **\$413** (non stop).
- The best package deal for the hotels listed is GBI's Island Palm Resort at **\$304**.
- AA dominates and offers eleven of the thirteen low fares for MIAMI in March.
- The best Bahamas 8 month MIAMI fares average **\$198** compared to **\$290** for next best fares for destinations outside the Bahamas. The Bahamas maintains this pricing edge in all months when hotel is included.

### Purpose

On or about the 15th of every month BMOT checks selected properties on Expedia and costs the price of an airline ticket from Miami or JFK to selected countries for a travel date 30 days out. As well, BMOT reports the price of an airline ticket and hotel stay at the selected properties for a Thursday arrival and a Sunday departure. This report covers a departure date of March 18th 2010.

### Airfares

**JFK:** The airfares range from a low of **\$292** for Bermuda (Jet Blue's and AA's non stop) to a high of **\$768** for Abaco (American's 1 stop). Nassau airfare stands at **\$361** (Jet Blue's non stop) and GBI at **\$422** (Delta's non stop). Of the fourteen fares the Nassau fare is the **third** lowest while GBI ranks **sixth**. GBI narrows the gap from **\$68** for Barbados (Jet Blue non stop) in February to **\$12**, Barbados (Jet Blue non stop) in March.

**MIAMI:** The airfares range from a low **\$171** for Nassau (AA non stop) to a high of **\$598** for Antigua (AA non stop). Of the fares Nassau ranks **first** and GBI has the **second** lowest fare with AA's non stop **\$212** fare. Abaco is the **tenth** best with its fare of **\$430** (AA non stop). Exuma fare is the **eighth** lowest at **\$413** among all flights. Antigua, Barbados, Bermuda and Providenciales exceed Exuma's fare.

AIRFARE AND HOTEL STAY FOR SELECTED DESTINATION AND PROPERTIES				
Hotel Rating	Destination	Hotel - March 18th 2010	JFK	MIA
2	Barbados	Allamanda Beach Hotel	\$574	\$729
	Montego Bay	Toby's resort	\$498	\$400
	Nassau	Nassau Palm Hotel	\$580	\$381
2.5	Abaco	Pelican Beach Villas	\$988	\$731
	GBI	Island Palm Resort	\$514	\$304
	Providenciales	Cornfort Suites Providenciales	\$781	\$652
3	Antigua	Coconut Beach	\$661	\$714
	Barbados	Amaryllis Beach Resort	\$701	\$982
	Bermuda	Surf Side Beach Club	\$544	\$690
	Cayman	Cornfort Suites Cayman	\$844	\$643
	Montego Bay	Shaw Park Beach	\$526	\$428
	Nassau	Cornfort Suites PI	\$816	\$617
		Sandy Port Beaches	\$629	\$430
	Exuma	Peace & Plenty	\$1,065	\$722
	3.5	Abaco	Abaco Beach Resort & Boat Harbour	\$990
	Punta Cana	RIU Bambu	\$786	\$657
4	Antigua	Blue Waters Cove	\$1,527	\$1,579
	Barbados	Hilton Barbados	\$918	\$1,347
	Bermuda	The Fairmont Hamilton	\$729	\$875
	Cancun	Hilton Cancun Golf & Spa	\$563	\$492
	GBI	Pelican Bay Resort	\$717	\$507
		Radisson Our Lucaya	\$748	\$538
	Montego Bay	Hilton Rose Hall Resort	\$724	\$626
	Nassau	Atlantis Royal Towers	\$1,441	\$1,241
		Sheraton Nassau Beach	\$841	\$642
	Punta Cana	RIU Palace	\$849	\$720
	San Juan	El Conquistador Resort	\$592	\$505

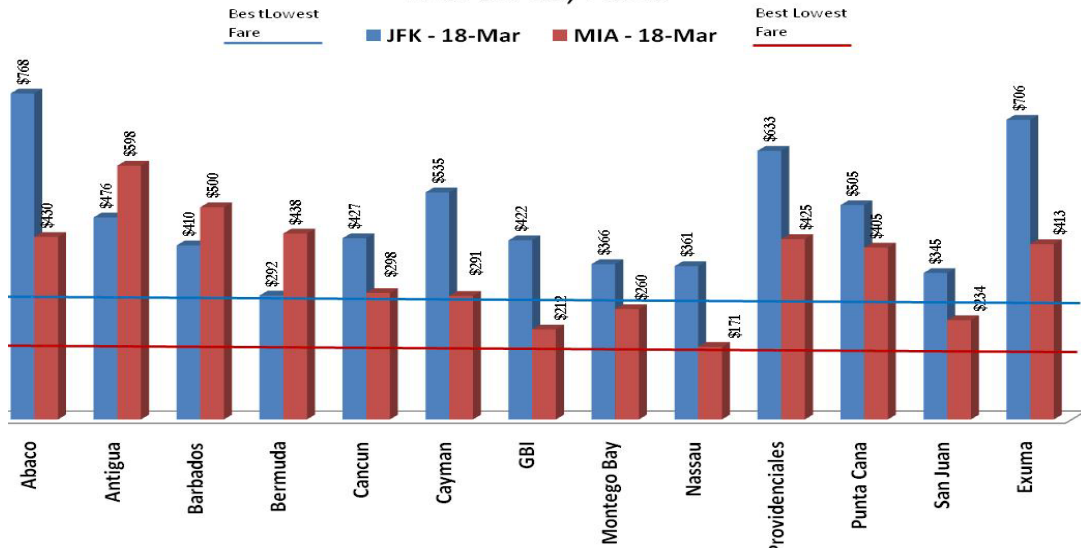
Source: Expedia

### Airfare & Hotel

**JFK:** The best package deal for the hotels list is Montego Bay's Toby resort at **\$498**. The worst is Antique's Blue Waters Cove (**\$1,527**). Except for Expedia's 2.5 star hotels where the Island Palm has the lowest price point (**\$514**), Bahamas properties again fail to deliver the best deals in other star categories.

## Airfares from JFK and MIA

March 18, 2010



**MIAMI:** The best package deal for the hotels listed is GBI's Island Palm Resort at **\$304**. The highest is again Antigua's Blue Waters Cove at **\$1,579**. The Nassau Palm Resort has the best value in the Expedia rated 2 star category (**\$381**), Island Palm Resort in the in the 2.5 star (**\$304**), and Punta Cana's RIU Bambu in the 3.5 star (**\$657**). Hilton Cancun Golf & Spa is the lowest fare in the 4 star category (**\$492**). The GBI properties are competitive.

### Airlines

**JFK:** The Jet Blue and AA non-stop flights to Bermuda (**\$292**) offer the lowest airfare for the destinations listed, reflecting Bermuda's proximity to New York. San Juan Jet Blue is the next cheapest (**\$345**). Jet Blue offers a non stop flight to Nassau with the third lowest fare (**\$361**). This fare is **\$69** more than the San Juan flight and a **52%** closing of that gap from February. Jet Blue dominates all low fares in March. One stop flights range from a low of **\$427** (Mexicana to Cancun) to a high of **\$768** (AA to Abaco). AA dominates all low fares for one stop flights. Neither of the two stop flights registers any of the lowest fares.

**MIAMI:** The lowest fare for flights out of Miami is AA non stop **\$171** fare to Nassau, followed closely by AA non stop flight to GBI (**\$212**). **AA dominates** all destinations out of Miami with their low fares. They range from a low of **\$171** (Nassau non stop) to a high of **\$598** (Antigua non stop). AA offers **eleven of the thirteen** low fares in this report for Miami. All thirteen fares are on non stop flights. Bahamasair does not offer any of the lowest fares for March 18th.

### Trends

**JFK:** Excluding Bermuda, before December, five of the eight lowest fares are to The Bahamas but all involve one stop, delivered by AA and Delta. After then all best fares are Jet Blue to San Juan (2 non stop, one 1 stop). For non stop flights, only one of the eight months shows a Nassau best fare, the rest are Jet Blue to Barbados (4 months), Cancun (1) and San Juan (2). Averaging the best fares for The Bahamas and comparing them to the average for the best non stop fares shows that The Bahamas for 8 months averages **\$330 compared to \$444**. However, this gets negated in the total package cost. Here the Cancun properties dominates almost all months.

**MIAMI:** AA to Nassau, non stop dominates all months except for July 2009 and February 2010 when UP offer the best fares. The best Bahamas 8 month fares average **\$198 compared to \$290** for next best fares for places outside the Bahamas. The Bahamas maintains this pricing edge in all months when hotel is included.

## NON STOP AIR SEATS FOR FEBRUARY 2010

CITY AIRPORT	North Andros	Bimini	CAT	North Eleuthera	Freeport	George Town	Governor's Harbour	Marsh Harbour	Nassau	Treasure Cay	South Andro	San Salvador
Atlanta												
Delta Air Lines					6 x wk				5 x day			
Air Tran									Daily			
Boston												
JetBlue									Daily			
US Airways									1 x wk			
Baltimore												
Air Tran									4 x wk			
Paris												
XL Airways												1 x wk
Charlotte												
US Airways					Daily				2 x day			
Washington DC												
US Airways									6 x wk			
(seasonal)												
American									2 x wk			
Detroit (seasonal)												
Northwest Airlines									1 x wk			
Newark												
Continental									Daily			
Fort Lauderdale												
JetBlue									2 x day			
Continental Connections	2 x wk	Daily		Daily	4 x day	2 x day	Daily	2 x day	4 x day	Daily		
Lynx		3 x wk	2 x wk	4 x wk		3 x wk	4 x wk			3 x wk	2 x wk	
Spirit					3 x wk				Daily			1 x wk
Bahamasair					Daily				3 x day			
Grand Cayman												
British Airways									4 x wk			
Havana, Cabaña												
Cabaña									6 x wk			
Bahamasair									3 x wk			
Holguin, Cuba												
Condor									1 x wk			
JFK												
JetBlue									2 x day			
Delta Air Lines					3 x wk							
Kingston, Jamaica												
Air Jamaica									2 x wk			
La Guardia												
Northwest Airlines									Daily			
US Airways									1 x wk			
London												
British Airways									5 x wk			
Montego Bay												
Air Jamaica									1 x wk			
Orlando												
JetBlue									Daily			
Air Tran									5 x wk			
Bahamasair									Daily			
Miami												
American				4 x wk	4 x day	Daily	3 x wk	2 x day	11 x day	4 x wk		
Continental Connections				Daily								
Bahamasair									4 x day			
West Palm Beach												
Continental Connections								Daily				
Bahamasair								5 x wk				
Philadelphia												
US Airways									Daily			
Providenciales, Turks & Caicos												
British Airways									1 x wk			
Air Turks & Caicos									3 x wk			
Bahamasair									3 x wk			
Montreal												
Air Canada									1 x wk			
Calgary												
West Jet									1 x wk			
Toronto												
Air Canada									Daily			
West Jet					2 x wk				Daily			
Source: Expedia												



**AIRFARE/FOUR NIGHT HOTEL STAY FOR SELECTED DESTINATIONS AND PROPERTIES (JULY 2009 TO MARCH 2010)**  
**JFK AND MIAMI AIRPORTS**

Hotel Rating	Destination	Hotel	JFK												MIA											
			19-Jul	20-Aug	17-Sep	15-Oct	19-Nov	10-Dec	18-Feb	18-Mar	JFK Ave Price	19-Jul	20-Aug	17-Sep	15-Oct	19-Nov	10-Dec	18-Feb	18-Mar	MIA Ave Price						
2	Barbados	Allamanda Beach Hotel	\$528	\$811	\$601	\$531	\$513	\$571	\$1,072	\$574	\$650	\$661	\$611	\$526	\$526	\$526	\$598	\$1,383	\$729	\$695						
		Toby's resort	\$624	\$616	\$423	\$624	\$503	\$506	\$769	\$498	\$570	\$639	\$485	\$364	\$540	\$441	\$482	\$704	\$400	\$507						
		Nassau Palm Hotel	\$573	\$506	\$432	\$503	\$456	\$456	\$888	\$580	\$553	\$397	\$434	\$345	\$308	\$352	\$350	\$599	\$381	\$389						
2.5	Abaco	Red Carpet Inn	\$828	\$813	\$590	\$733	\$676	\$692	\$1,424	\$988	\$843	\$606	\$589	\$459	\$467	\$489	\$554	\$1,090	\$731	\$623						
		Pelican Beach Villas	\$435	\$442	\$430	\$464	\$438	\$442	\$743	\$514	\$443	\$381	\$400	\$351	\$365	\$334	\$348	\$533	\$304	\$374						
		Bell Channel Inn	\$798	\$986	\$808	\$730	\$795	\$298	\$1,737	\$661	\$889	\$715	\$738	\$738	\$702	\$776	\$650	\$1,356	\$714	\$799						
3	Providenciales	Island Palm Resort	\$562	\$845	\$670	\$635	\$563	\$1,337	\$701	\$743	\$908	\$695	\$634	\$630	\$630	\$576	\$660	\$1,647	\$982	\$807						
		Comfort Suites Providenciales	\$718	\$645	\$671	\$668	\$526	\$534	\$830	\$544	\$642	\$988	\$875	\$970	\$848	\$656	\$777	\$940	\$600	\$843						
		Coconut Beach	\$498	\$546	\$427	\$426	\$442	\$429	\$610	\$610	\$483	\$388	\$414	\$422	\$388	\$409	\$396	\$574	\$427	\$427						
3.5	Nassau	Barcelo Tucancun Beach All Inclusive	\$769	\$773	\$452	\$667	\$570	\$572	\$818	\$526	\$601	\$784	\$642	\$407	\$583	\$508	\$548	\$753	\$428	\$538						
		Comfort Suites PI	\$507	\$491	\$462	\$491	\$467	\$471	\$989	\$629	\$957	\$397	\$419	\$375	\$368	\$363	\$504	\$1,155	\$617	\$759						
		Sandy Port Beaches	\$972	\$957	\$789	\$1,100	\$871	\$970	\$1,417	\$990	\$1,008	\$563	\$750	\$733	\$665	\$834	\$730	\$832	\$1,083	\$733	\$795					
4	Abaco	Peace & Plenty	\$841	\$730	\$686	\$1,016	\$828	\$747	\$1,357	\$786	\$874	\$760	\$552	\$657	\$946	\$718	\$610	\$1,199	\$657	\$762						
		Abaco Beach Resort & Boat Harbour	\$1,508	\$1,717	\$1,331	\$1,253	\$1,589	\$1,528	\$3,468	\$1,527	\$2,055	\$1,478	\$1,464	\$1,261	\$1,225	\$1,570	\$1,580	\$3,087	\$1,579	\$1,902						
		RIU Bambu	\$775	\$1,040	\$774	\$760	\$742	\$908	\$1,557	\$918	\$934	\$908	\$965	\$755	\$755	\$755	\$935	\$1,558	\$1,347	\$997						
4.5	Bermuda	Blue Waters Cove	\$498	\$525	\$400	\$369	\$377	\$423	\$844	\$729	\$813	\$392	\$393	\$394	\$331	\$339	\$390	\$954	\$875	\$975						
		Galley Bay Resort	\$562	\$569	\$488	\$523	\$495	\$585	\$1,173	\$717	\$639	\$508	\$526	\$409	\$414	\$391	\$491	\$963	\$507	\$526						
		The Fairmont Hamilton	\$1,110	\$724	\$448	\$646	\$588	\$604	\$1,407	\$724	\$781	\$1,125	\$593	\$401	\$562	\$525	\$579	\$1,342	\$626	\$719						
4.5	Punta Cara	Atlantis Royal Towers	\$573	\$549	\$497	\$659	\$511	\$586	\$1,405	\$841	\$703	\$485	\$478	\$410	\$436	\$407	\$480	\$1,116	\$642	\$557						
		Sheraton Nassau Beach	\$911	\$861	\$757	\$902	\$930	\$845	\$1,463	\$849	\$940	\$898	\$683	\$767	\$112	\$820	\$703	\$1,326	\$720	\$754						
		RIU Palace	\$890	\$896	\$583	\$577	\$1,179	\$592	\$783	\$790	\$1,160	\$1,126	\$833	\$790	\$833	\$643	\$1,109	\$505	\$752							

Source: Expedia