



Mexico - Market Update – Q3 2023

LEISURE & CORPORATE SALES

- American Express TLS moved from their offices in Puerta Polanco to Patriotismo in October.
- Delta Airlines has decided to cancel the route between Boston and Mexico City before starting it, arguing commercial and operational problems, so it will lose 4,378 seats with the reduction of 22 flights scheduled for December.
- The low cost airline Frontier confirms that they will launch new routes from the USA to the Mexican Caribbean and the Dominican Republic in winter, Simpleflying publishes from Minneapolis, Detroit and Chicago there will be routes to Cancun starting November 16th.
- Cancun hoteliers will lower rates between 10% and 15% during the three months of low season in order to maintain an occupancy of at least 60%, in addition they will continue with promotions both in the United States and in Mexico. "It depends on each hotel, but on average most will be reducing the rate by between 10 and 15%. But with this loss, they will be able to face the following months," said Jesús Almaguer Salazar, president of the Cancun, Puerto Morelos and Isla Mujeres Hotel Association.
- We participated in "ILTM North America" which took place this year in Bahamas, we encourage our hotels to participate next year as this event concentrate TOP advisors from Canada, United States and Mexico.

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