

HOW DO WE SELECT THE HOTELS?

When we plan a route, the first thing we do is look for all the exceptional hotels in the area. In this way we select the points to spend the night based on the location of these hotels, because the difficult thing is to have them. Simpler hotels are easily found.

Therefore, in any of our routes you can be guaranteed that you will be able to sleep in excellent hotels if you wish.

But exceptional hotels are often expensive, or even very expensive, so we fully understand that the vast majority of our clients will not want to spend so much money on their accommodation. For this reason, we also offer the possibility of being the ones who adjust to your budget. In these cases we will optimize your budget in all the hotels based on our previous experience, which allows us to give an internal assessment to each hotel and thus have a numerical base with which to work.

In general, in each of our destinations we have a reference hotel in each category. These categories are:

6 stars, are 5* GL hotels or hotels so exceptional that the 5 stars fall short. Also in this group are some very exclusive small hotels that do not even have an official rating, but to which we give these 6 stars.

5 stars, they are 5* hotels, but they can also be 4*, or without official rating, if they have something really special. An excellent example is the Hotel Londres in San Sebastián. Officially it is a 4* but its location, in the centre of La Concha beach and its quality and service make us consider it a 5*.

4 stars, they are 4* hotels but they can also be 3* if they have something really special. A good example of this would be some of the paradores that, even having officially 3*, (in some I have never understood why), are actually exceptional hotels, either because they are historical buildings, such as the Parador de Alcañiz, which is a 12th century castle, or for being in privileged places such as the Paradores de Bielsa or Fuente Dé.

Finally, 3-star hotels are just that, 3* hotels, since by not working with 2-star hotels, we have no possibility of upgrading to any.

Finally, we also add a star to special rooms such as suites. For example, in a 4* hotel, we consider that the suites are 5*. This allows us to offer 5-star accommodation in places where the best hotel is only 4*. But we only do this if there is no 5* hotel in the immediate vicinity. If there is, we usually prefer a 5* hotel, than a suite in a 4* one.

Similarly, in many hotels we prefer superior rooms because they are clearly better than standard rooms. An example of this are the hotels on the coast, where having a view of the sea is much better than having a view of the town. For this reason, we are not going to hire the cheapest room in each hotel, but the one with the best quality / price ratio.

In some cities where we have more than one reference hotel in some category, we use the one that offers the best price on that date on each trip.

On the other hand, in some cities we do not work with the best hotel, considering that it is overrated. In other words, if we consider that a hotel is excessively expensive for what it offers, which happens from time to time, we do not take it into account. It is not about spending to spend, but about offering you the best hotel in quality / price ratio without wasting your money.

Well, with this explanation of how we select the reference hotels in each city, we are going to use an example to explain how we would select your hotels on a trip based on your budget.

Suppose that on an 11-day trip with 10 hotel nights along the route, the prices in each hotel category were as follows:

City	Price 6*	Price 5*	Price 4*	Price 3*
A	290 €	220 €	160 €	120 €
B		180 €	130 €	100 €
C		200 €	170 €	90 €
D	300 €	190 €	160 €	120 €
E		190 €	140 €	90 €
F		160 €	130 €	80 €
G		240 €	160 €	100 €
H	230 €	150 €	120 €	70 €
I		160 €	120 €	90 €
J		210 €	160 €	130 €

As you can see, not in all cities there are hotels in the 6 * category, in fact there are some trips in which there are none. Even some of the prices that appear in this table as 5 * are suites in 4 * hotels.

If you asked us to reserve the recommended hotels, in each city we would choose the best hotel, and the total cost would be the maximum.

In our example, these hotels together add up to 2,150 €, so the average price would be 215 € per night. But note that there are large variations, since the most expensive costs 300 € and the cheapest 160 €, that is, almost half.

But as we have commented before, we fully understand that the vast majority of our clients will not want to spend so much money on their accommodation, so we always give four cheaper options. On this tour, options were offered to adjust the budget to 175, 150, 125 and 100 € per night. The hotels that would be chosen in each option would be the following:

	Suggested Hotel		175 € Budget		150 € Budget		125 € Budget		100 € Budget	
City	Price	*	Price	*	Price	*	Price	*	Price	*
A	290	6	160	4	160	4	120	3	120	3
B	180	5	180	5	130	4	130	4	100	3
C	200	5	200	5	170	4	90	3	90	3
D	300	6	190	5	160	4	120	3	120	3
E	190	5	190	5	140	4	140	4	90	3
F	160	5	160	5	130	4	130	4	80	3
G	240	5	160	4	160	4	100	3	100	3
H	230	6	150	5	150	5	120	4	70	3
I	160	5	160	5	120	4	120	4	90	3
J	200	5	200	5	160	4	160	4	130	3
Total	2150	5.3	1750	4.8	1480	4.1	1230	3.6	990	3.0

The final line shows the total amount of each budget and the average number of stars that the hotels would have.

All hotel prices include breakfast and a very important element, the possibility of cancellation, with a maximum of 7 days in advance, so if you have to cancel your trip for any reason, do not lose the money on your reservations. And, of course, we are going to charge you the same price that the hotel offers on its website. The costs of our management will be covered by the commission that the hotel gives us as a travel agency.