

# The Tenerife Property & Business Guide

October 2024  
Issue 240

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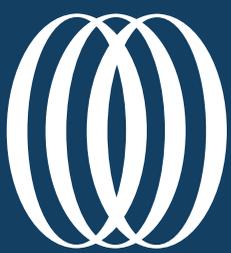
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*Tenerife Properties*

San Eugenio Alto  
€475,000

Please see our main advert on Page 10



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**€238,000**

**APARTMENT IN PLAYA PARAISO. PERFECT INVESTMENT!**



1 bedroom and 1 bathroom apartment. Sunny terrace with views. Community pool. Close to the beach!

code (287129)



**EL MADROÑAL**

**€498,000**

**TOWNHOUSE FOR SALE IN EL MADROÑAL**

Discover this charming townhouse located in residential area of Costa Adeje, just a few minutes from the commercial center X-Sur.

code (286985)



4 beds  
3 baths  
209 m<sup>2</sup>  
terrace



**FANABE**

**PRICE DROP!**

**€260,000**

**APARTMENT FOR SALE IN VILLAGE FANABE**

Apartment in residential area, near to all services. Currently is rented for 750 euros/month until September 2027. excellent investment option!

code (286462)



2 bed  
2 bath  
93 m<sup>2</sup>  
terrace



**TIJOCO BAJO**



**€330,000**

**CHARMING HOLYDAY HOUSE WITH VV LICENSE IN TIJOCO BAJO**



4 badrms and 2 bathrooms house in Tijoco Bajo, just 5 minutes from Adeje. 150 m<sup>2</sup>. Great investment!

code (284735)



**ARICO**

**€105,000**

**TRADITIONAL CANARIAN HOUSE FOR SALE IN ARICO**

Fantastic country house for sale located in the historic centre of Arico Nuevo, a place full of charm and tradition. Great opportunity!

code (286395)



2 beds  
1 bath  
600 m<sup>2</sup>  
terrace



**LAS ERAS**

**€129,000**

**CHARMING APARTMENT IN THE FIRST LINE OF THE SEA OF LAS ERAS. STORAGE AND LAUNDRY ROOMS.**

code (286394)



2 bed  
1 bath  
52 m<sup>2</sup>  
terrace on the roof



**€255,000**

**NEW CONSTRUCTION IN PUERTO SANTIAGO FOR SALE**

Great location in the center of Puerto Santiago, near Los Gigantes. Apartments have a large terrace. In the complex you will find beautiful garden areas and a community heated pool and rooftop solarium.

code (282342)



2 beds  
1 baths  
59 m<sup>2</sup>  
terrace



**PUERTO SANTIAGO**



**€475,000**

**NEW CONSTRUCTION IN LA TEJITA, SEA VIEWS, NEAR THE BEACH, PERFECT LOCATION, BRIGHT, SPACIOUS, MODERN.**

code (285882)



2 beds  
1 bath  
90 m<sup>2</sup>  
terrace



**LA TEJITA**



**ALDEA BLANCA**

**€194,900**

**APARTMENT FOR SALE IN ALDEA BLANCA. NEAR LUTHER KING SCHOOL.**

Code (284695)



49 m<sup>2</sup>  
1 bath  
2 beds  
terrace



**GUAZA**

**PRICE DROP!**

**€181,000**

**COZY AND SPACIOUS APARTMENT IN GUAZA FOR SALE**

Spacious 2 double bedrooms apartment in quiet building with few neighbors, 5 min from Los Cristianos. Great opportunity for living or invest!

code (286372)



2 bed



1 bath



88 m<sup>2</sup>



closed balcony



**LOS ABRIGOS**



**€210,000**

**APARTMENT FOR SALE IN LOS ABRIGOS**

Unique opportunity! Bright apartment with sea views on the second line of the beach. Ideal to enjoy the tranquility and beauty of the coastal environment.

code (285086)



60 m<sup>2</sup>



2 beds



1 bath



terrace



**AMARILLA GOLF**

**PRICE DROP!**

**€525,000**

**VILLA FOR SALE IN AMARILLA GOLF**

Modern semi-detached house with incredible views of the golf course and the sea, has a large garden and community pool.

code (286354)



4 beds



3 baths



318 m<sup>2</sup>



Terrace



**YACO**



**€535,000**

**BRIGHT AND SPACIOUS 4 BEDROOM HOUSE IN YACO FOR SALE**

This impressive property has been completely renovated. Located on a spacious 1,900 m<sup>2</sup> plot it offers the perfect balance between modern comfort and exterior charm.

code (272485)



307 m<sup>2</sup>



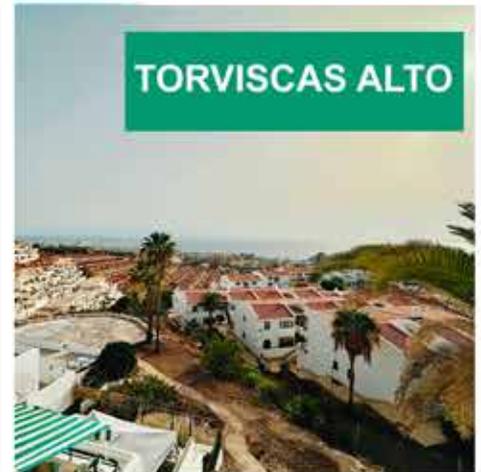
4 beds



2 bath



terrace



**TORVISCAS ALTO**

**€197,600**

**STUDIO FOR SALE IN TORVISCAS ALTO**

Bright studio in Aloha Garden complex, 10 minutes walk from the beach, large terrace with panoramic stunning views.

code (286354)



0 beds



1 bath



32 m<sup>2</sup>



Terrace



Founder and CEO Juan Casanova

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**TENERIFE SOUTH**



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2023-2024



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## 3 BEDROOM APARTMENT - PARQUE DE LA REINA



If you are looking for a family home or an investment property with long term rental potential and offering room for capital growth, due to both public and private investment into the local area, this three bedroom, two bathroom apartment could tick a few boxes. Located on the edge of the increasingly popular residential town of Parque De La Reina and situated within a gated complex, complete with underground parking space and storeroom.

Ref: OUT01191

Price: **€260,000** (approx. £216,500)

## 2 BEDROOM DUPLEX APARTMENT - AMARILLA GOLF



Overlooking the Amarilla Golf course this two bedroom, one bathroom duplex apartment is beautifully presented and ready to move into. With an evenly balanced blend of both internal and external square metres and boasting 2 spacious terraces that offer both sunshine and shade at various times of the day, this apartment would suit as a holiday home or a permanent residence in the warmer climes of Tenerife.

Ref: AMG00636

Price: **€275,000** (approx. £229,000)

## 3 BEDROOM DUPLEX APARTMENT - AMARILLA GOLF



A rather unique opportunity to become the proud new owner of a duplex apartment. The layout is more akin to that of a house than a traditional apartment, and the blend of internal and external square metres leads to a spacious and calm existence. The property is set on a secure, gated complex, which boasts, heated communal pool, trickling water fountain, pool bar/restaurant and a vibrant atmosphere. They say good things come in 3's - 3 bedrooms, 3 baths and 3 terraces!

Ref: AMG00620

Price: **€285,000** (approx. £237,500)

## 2 BEDROOM DUPLEX APARTMENT - GOLF DEL SUR



A VERY rare opportunity to purchase an outstanding two bedroom apartment with amazing views just a short walk from the beaches of Torviscas and Fañabe. Based on a well established development with two pools and within walking distance of all local amenities. Perfect as a holiday home in a great convenient location. The apartment has two terraces, one over 20m<sup>2</sup>, spacious enough for the whole family to enjoy the sun. With full amenities on site, an ideal location.

Ref: GOLFO1814

Price: **€289,950** (approx. £241,500)

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OUR OFFICE LOCATIONS:  
 CC San Blas - Golf del Sur  
 Las Adelfas I - Golf del Sur  
 CC Puerto Colon - Playa de Las Américas

### 1 BEDROOM APARTMENT - TORVISCAS ALTO



This immaculate one bedroom property is located in one of the most sought after complexes in Torviscas Alto! Due to its position on the development, this apartment has lovely views overlooking one of the community pools, and a sea view from the private terrace. Inside has been refurbished throughout to an extremely high standard, including kitchen and modern bathroom. All local amenities are a short walk away, close to the heart of the popular tourist area of San Eugenio.

Ref: LA01969

Price: **€295,000** (approx. £246,000)

### 2 BEDROOM LINKED HOUSE - GOLF DEL SUR



A rare opportunity to purchase a quality two bedroom, two bathroom, linked villa in an exclusive resort. This spacious property is ready to move into and features 3 sunny terraces, meaning the sunshine is never too far away. The lounge is a comfortable, cool environment and leads directly to the main terrace, which is perfect for sipping a cool drink and al fresco dining on those balmy summer evenings. The complex is extremely well-maintained and boasts many amenities.

Ref: GOLF01818

Price: **€340,000** (approx. £283,500)



## SEE WHAT OUR CLIENTS SAY ABOUT US



We have just completed a property purchase with Tenerife Property Shop and would say the service is excellent from start to finish. On arriving on the island, I was met by Lee from TPS who is both friendly and informative. He showed me around the property and the complex where ...

... would say the service is excellent from start to finish.

H Gray - September 2024



Could not be happier with the service from the Tenerife Property Shop! I worked very closely with Lee (Sales) and Silvia (Contracts). Lee was incredibly supportive, always available/approachable and guided me through the entire process from start to finish keeping me updated with progress at all times. A very ...

Could not be happier with the service ...

Tommy M - August 2024



I recently had the pleasure of buying my apartment through Tenerife Property Shop and I cannot recommend them highly enough! Communication was always quick and clear. Every detail was handled with precision, and their friendly, approachable manner made me feel ...

... I felt supported every step of the way.

Valentina Z - August 2024



Excellent service from Tenerife Property Shop from start to finish. Property sold quickly and was kept fully informed all the way through. Highly recommend using them for buying or selling. Very professional and helpful. Julia F...

Excellent service from Tenerife Property Shop.

Julia F - July 2024



I would highly recommend people to use this company for buying or selling. We have just sold a property. Neil, Lee, Zoe and Angela are very knowledgeable and helpful. You are kept upto date on the whole process. We had to wait for probate. Even with all that going on ...

... can't thank them enough for all their hard work.

Clifford L - July 2024



VISIT OUR WEBSITE TO VIEW MORE TESTIMONIALS



FROM OUR HAPPY VENDORS & PURCHASERS !



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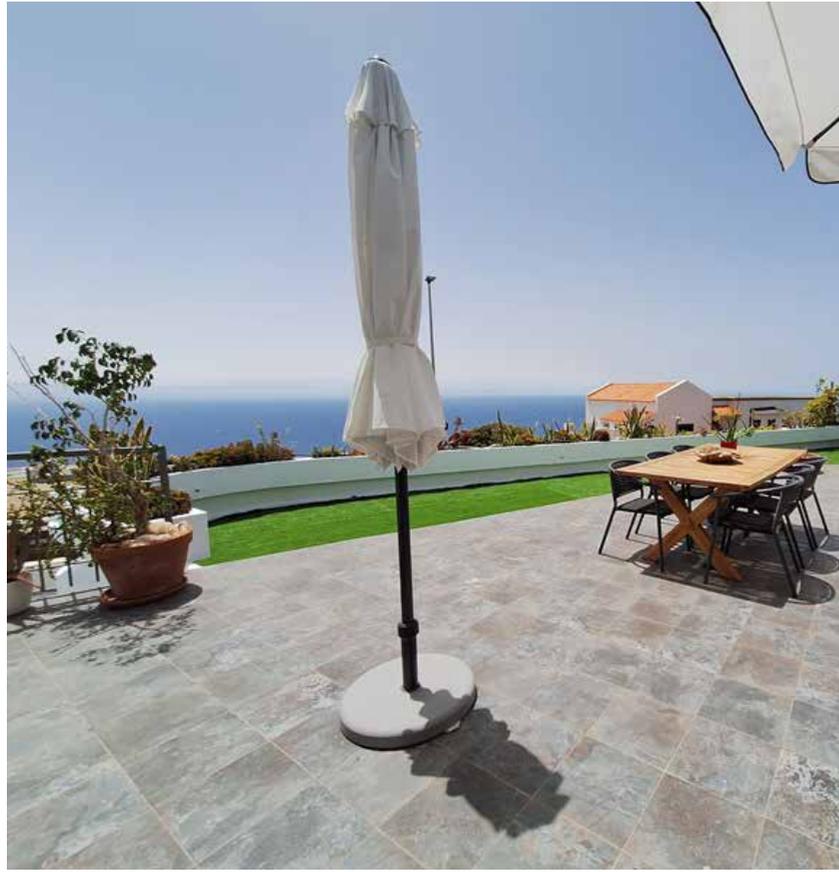
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 Local 31, CC San Blas, GOLF DEL SUR, Tenerife www.homesandaway.com

### TABAIBA ALTA



Colonial style, luxury, 4 bed, 3 bath villa in elevated location with stunning sea views. The property also boasts a 4 car garage with charging point, private security entrance and private garden with licence to construct a swimming pool



**€725,000**

### AMARILLA GOLF



Stunning detached villa in sought after area with private pool and garage. Permission to extend



**€650,000**

Inmobiliaria - Estate Agent

# Homes & Away

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Local 31, CC San Blas, GOLF DEL SUR, Tenerife www.homesandaway.com

## PROPERTIES FOR SALE

### GOLF DEL SUR



Well-presented 2 bed, 2 bath 1st floor apartment with spacious terrace offering good sea views. Secure parking space included. Elevator and Community heated swimming pool.

€279,000

### VALLE SAN LORENZO



Refurbished, spacious, corner, 1st floor (with elevator) 3 bed, 2 bath (1 en suite) apartment with 2 storerooms and a secure garage space. Community pool and roof terrace.

€235,000

### AMARILLA GOLF



Nicely presented, refurbished, 1st floor, 1 bed apartment with golf course views. Elevator and community swimming pool

€179,000

### EL PORIS



Beautifully renovated 1 bed apartment with sunny terrace on well-maintained complex with communal pools. Located in coastal village.

€189,000

### AMARILLA GOLF



Fully refurbished ground floor converted 2 bed apartment on popular complex with pool and off street parking. Close to the Golf course and the Marina.

€179,000

### LOS CRISTIANOS



Prime location, spacious holiday rental apartment with income. Rarely available in this complex. A must to view

€275,000

### GOLF DEL SUR



Fully refurbished one bed, west facing apartment in move-in condition on popular complex. Sea, golf and mountain views. Elevator, community pool and restaurant

€220,000

### AMARILLA GOLF



Spacious, light and airy, 1 bed, top floor apartment with American style kitchen, high ceilings and double aspect patio doors leading to 2 terraces with good views over the pool and gardens.

€199,000

### AMARILLA GOLF



3 bed, 3 bath villa with private garden in a good location with stunning golf and sea views. Excellent rental opportunity or second home, close to the pool. Tennis courts, restaurant and other amenities on site

€380,000



# LONG TERM RENTALS REQUIRED URGENTLY!

## MINIMUM 3 MONTHS, QUALIFIED CLIENTS WAITING !



Are you an investor and you can't get the rentability you want in Spain due to current laws? Then DUBAI is YOUR best option. Dubai is actually one of the most requested markets for investment and return. With 3.5 million residents from which 80% are foreign, and 9Million tourists visiting from Jan/June 2024, Dubai can guarantee the highest ROI from 8% to 12% in Long term or Short term lettings. What's the difference in between UAE and Spain? You don't have the risk of unpaid bills or no getting your income. You don't have squatters or debtors. And most important you don't pay income TAX!

### Projects



If you invest above 300.000€ Aprox, you get a 2 years Resident VISA, a bank act, and no matter what your investment is, you can legally explode your licensed properties with the most competitive Management agents we deal with locally

There are hundreds of projects being built at the moment as Dubai is growing really fast. WE, as WADYPROPERTIES after 5 years of getting the knowledge of the place, have finally signed contracts direct with two of the biggest Top builders: AZIZI & DAMAC for which we are authorized International brokers, and also became partners with a well established Re-Sales Agency, so we can offer ALL the rest of developments by the best builders as EEMAR, DANUBE, AARK, BINGHATTI, NSHAMA, and many more: all OFF PLAN properties available plus all the Secondary market of resales everywhere in DUBAI!!!

Every off plan, has amazing Payment plans until completion and Mortgages after deed is signed too.

Taxes to buy are 6% plus conveyance fees + registration which are aprox 4000€ more.

Prices can vary depending on location and type but in general studios from 670.000aed / 165.000€

1 bedrooms from 1.000.000aed/ 246.900€

Or More than 400.000€ in the most exclusive areas

Town houses & luxury Villas from 740.000€

Down Payment usually from 10/20% , then 10%/10%/20% balance at completion, and if you pay a deposit of 5000€, for ex Azizi, offers : flight with 3 days accommodation for one person to choose the unit. This amount is discounted fully from the price if you finally buy and so your cost to come to Dubai is 0!

\* Full Information as per request as this depends on builder.

DUBAI IS the future, they are building the biggest airport in the world : Al Maktoum, which will generate thousands of jobs and homes around will be priceless and demanded.

There are also thousands of new commercial buildings around all these new communities, that become neighborhoods. The metro is extending too to the new areas like Al Furjan. All USA and European brands are opening in Dubai and all Ibiza and Marbella beach clubs too adding to the existent amazing variety of showbiz already working in the city!

Properties are selling like hot cakes and developers working really fast!!! Don't let this opportunity pass by! Talk with me with no compromise. Our collaborators in Dubai direct can also organize zoom meetings to clarify and questions. We have lawyers and conveyance officers to assist you all the process until the purchase and after.

Get to know Dubai, you wont regret it!!!!

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Ocean View  
( San Eugenio )

Casablanca  
( Torviscas )

Ocean View  
( San Eugenio )

Sunset Bay  
( Torviscas )



EXCLUSIVE

Ref: 5RA71517      **Price: 122.000€**  
1 Bedroom - 1 Bathroom  
Interior: 41 Mts,  
NO BALCONY



Ref: 5RB9255      **Price: 420.000€**  
2 Bedrooms - 2 Bathrooms  
Interior: 64 Mts  
Terrace: 40 Mts



Ref: 5R7178      **Price: 131.200€**  
Studio  
Interior: 31 Mts,  
Community Fees 10,45 €



EXCLUSIVE

Ref: 5RB9249      **Price: 370.000€**  
2 Bedrooms - 2 Bathrooms  
Interior: 50 Mts  
Balcony: 9 Mts

El Morro  
( Chayofa )

Santa María  
( San Eugenio )

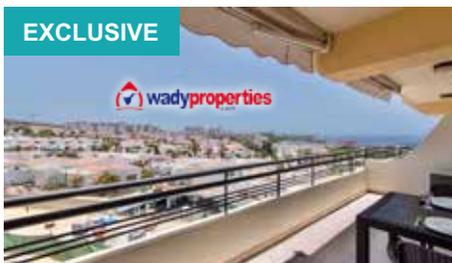
Windsor Park  
( San Eugenio )

Club Atlantis  
( Puerto Colón )



EXCLUSIVE

Ref: 5RB1037      **Price: 249.000€**  
2 Bedrooms, 2 Bathrooms  
Interior: 87,12 Mts,  
Balcony: 12 Mts



EXCLUSIVE

Ref: 5RA7158      **Price: 280.000€**  
1 Bedroom - 1 Bathroom  
Interior: 38,40 Mts,  
Terrace: 13,70 Mts



EXCLUSIVE

Ref: 5R1042      **Price: 230.000€**  
Studio  
Interior: 37 Mts,  
Terraces : 20 Mts



EXCLUSIVE

Reduced Price

Ref: 5RA7160      **Price: 370.000€**  
1 Bedroom - 2 Bathrooms  
Interior: 75 Mts,  
Terrace: 25 Mts

Balcón del Atlántico IV  
( Torviscas )

Granada Park  
( Los Cristianos )

Taicho  
( Adeje )

Los Geranios  
( San Eugenio )



EXCLUSIVE

Reduced Price

Ref: 5RA7176      **Price: 340.000€**  
1 Bedroom - 1 Bathroom  
Interior: 54 Mts,  
Balcony: 13 Mts



Ref: 4RB9249      **Price: 350.000€**  
2 Bedrooms - 1 Bathroom  
Interior: 58 Mts - Exterior: 37 Mts  
Penthouse



EXCLUSIVE

Ref: 5RC1028      **Price: 550.000€**  
3 Bedrooms - 2 Bathrooms  
Parking - Interior: 154 Mts,  
Plot: 875 Mts



EXCLUSIVE

Ref: 5R7159      **Price: 250.000€**  
Studio  
Interior: 37 Mts,  
Balcony: 15 Mts

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**FOR SALE PARQUE SANTIAGO 2  
Garage + connecting shop**

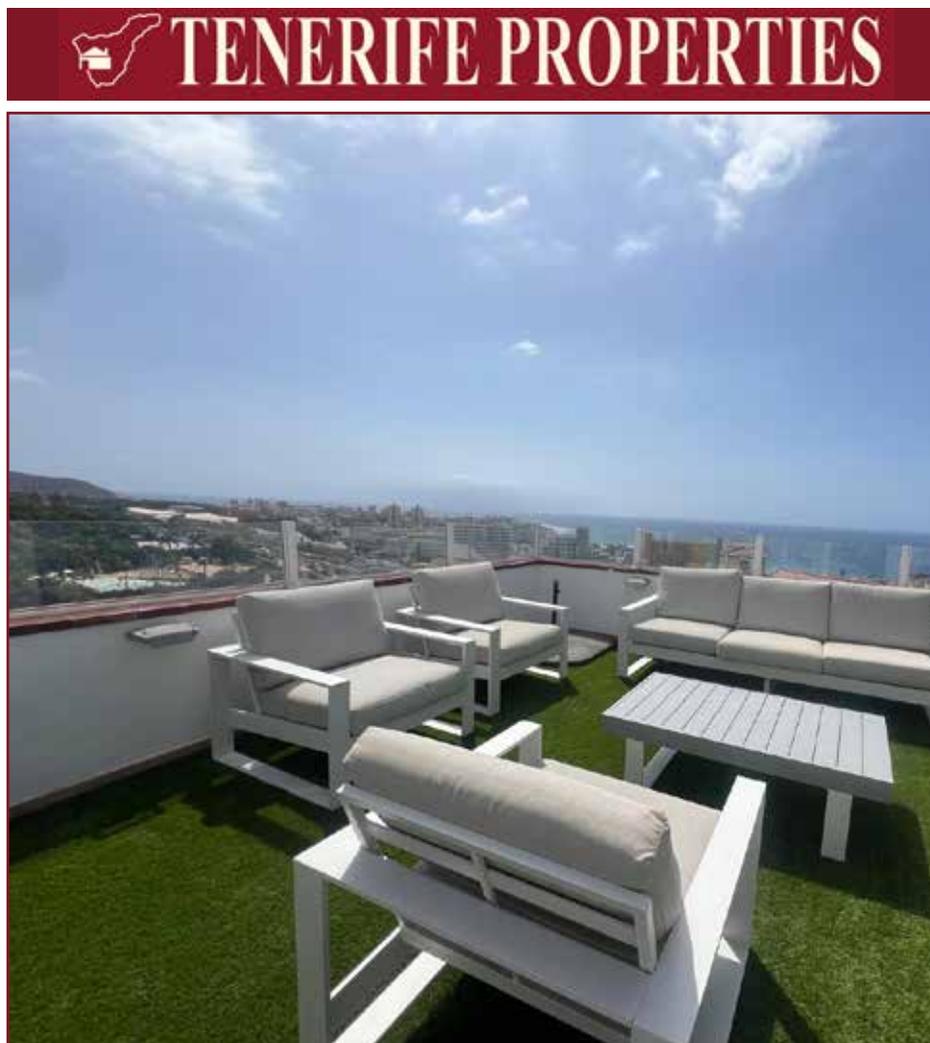
**Shop 38m<sup>2</sup> - Garage 28m<sup>2</sup>**

**Large garage with easy access!  
Properties are on separate deeds,  
but sold as 1 unit.**

**€ 125.000**

**FOR A VIEWING:**

**CALL +34 648 408 822 (WHATSAPP)**



**TENERIFE PROPERTIES**

**San Eugenio Alto**

**€475,000**

We are thrilled to present this modern 3 bedroom, 2 1/2 bathroom duplex in the prestigious area of San Eugenio Alto. On entering the property there is an entrance hall and convenient WC, a large, bright living room and separate, fitted kitchen with stylish finishes – both with access to the first terrace which enjoys views to the sea. The spacious master bedroom has fitted wardrobes and is situated close to the huge, refurbished main bathroom with its walk-in shower and bathtub! The other two bedrooms are of good size, well presented with natural light, and the second bathroom is also refurbished to a high standard with a walk-in shower. Progressing up the stairs you are taken onto the roof terrace, large and sunny with views to the sea. A workshop/office can also be found. This property is sold inclusive of a garage and is a short walk from popular attractions such as Siam Park, Siam Mall and many of Tenerife's famous beaches. Please contact Rachel or Lynne at Tenerife Properties for further information and viewings 922 724 110 / 608 573 443.

**For further and information and viewings please contact Tenerife Properties:**

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Established  
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Tenerife Properties



## The Original British Estate Agency Established in 1979

ENGLISH / ESPAÑOL / FRANÇAIS / ITALIANO - 608 573 443

### Ocean Park, San Eugenio Bajo



We are delighted to present this brilliant 1 bedroom, 1 bathroom apartment in sought after Ocean Park! The property has a well-presented living room and a fitted kitchen of American style, spacious bedroom with natural light flooding in, fitted wardrobes and access directly onto the terrace. The bathroom is set towards the back of the apartment, of good size with a walk-in shower. A large double terrace that is sunny and enjoys stunning views to the sea. Ocean Park is a popular complex in the heart of San Eugenio with a communal pool and a short distance to the beach, restaurants, shops and more.

€349,000

Ref: N1609

### El Chapparal, Costa del Silencio



Bright and spacious studio with fitted kitchen and refurbished bathroom. Terrace with views to the pool.

€155,000

Ref: A496

### Caledonia Park, Torviscas Alto



Fantastic 1 bedroom, 1 bathroom duplex refurbished with large roof terrace and great views.

€199,950

Ref: N1612

### Orlando, Torviscas Bajo



Lovely 1 bed, 1 bath apartment. Spacious and bright with an additional small room.

€255,000

Ref: N1610

### Florida Park, Costa Adeje



Amazing 2 bed penthouse apartment that is well presented with a large terrace and communal pool.

€335,000

Ref: T1282

### Roque del Conde, Torviscas Alto



Brilliant 2 bedroom, 1 bathroom apartment in the friendly and well-kept Roque del Conde. This property has an interior of 70m2 and is stylishly furnished. A bright living room of good size that flows directly onto the terrace. With an open, fitted kitchen of American style. Both bedrooms are spacious and well-presented with fitted wardrobes. The bathroom is of good size with a fitted bathtub and lots of counterspace/storage. The terrace is large and south-facing with spectacular views to the sea. A great space for relaxing, dining and more. This property is to be sold fully inclusive of furniture and fittings and comes with a garage space in the underground, communal garage.

€329,950

Ref: T1302

### Casablanca, Torviscas Alto



Brilliant 2 bed apartment of good size with an immense, sunny terrace and sea views.

€399,000

Ref: T1301

### Santa Maria, Costa Adeje

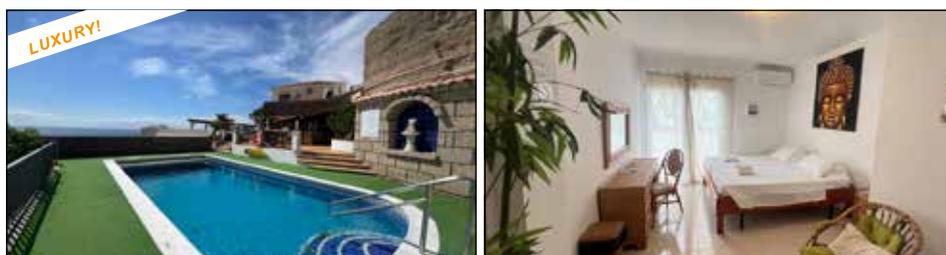


Brilliant studio. Good size. Sunny terrace, stunning pool. Great central location.

€170,000

Ref: A492

### Villa, San Eugenio Alto



Luxury Villa for sale sat on a plot of 690m2 with 5 bedrooms and a separate apartment! Located within a 10/15 minute walk to many sandy beaches, restaurants, bars and nightlife – just a 2 minute walk to Siam Park! The main house has 5 bedrooms (all of which have aircon) and 3 and a half bathrooms, large kitchen and living room. Bright and spacious with stylish furnishings. The attic is a studio with a full bathroom and kitchen that also has another bed in a small room suitable for a child. This is a villa with 3 floors in total: The entrance, the first floor and the attic. Large terraces with panoramic views to the sea. This property has a huge private outdoor space consisting of a 32-foot pool with solar heater cover, jacuzzi, BBQ, Ping pong table and pool table. Property is sold with a private garage of 200m2!

€1,995,000

Ref: I1474

### Parque Santiago II, Las Americas



Lovely 1 bed duplex apartment on the popular Golden Mile.

€420,000

Ref: N1605

### Finca, Arafo



Opportunity to acquire this 3 bed, 1 bath finca with orchard full of various fruit trees, vineyard and more.

€263,000

Ref: I1488

### Villa, Palm Mar



New build villa in Palm Mar consisting of 4 bedrooms, luxury finishes, a private pool and in a great area.

€1,750,000

Ref: I1487

### Los Geranios, San Eugenio Bajo



Lovely 1 bed apartment in a central location in front of the pool with sunny terrace.

€249,000

Ref: N1587



Translators available for any other languages.



Tel: 922 724 110  
Sales: Lynne: 699 250 870  
Rachel: 608 573 443  
www.tenerifeproperties.net  
lynne@tenerifeproperties.net



Local 3, C.C. Palo  
Blanco, San Eugenio,  
Adeje 38660,  
Playa de las Americas



Tel: 922 703 725  
Mobile: 619 180 888

C/ Luciano Bello Alfonso No. 5,  
1st Floor, Office C,  
LAS CHAFIRAS  
38639 Santa Cruz de Tenerife



### Residencial Paraiso 5 – PLAYA PARAISO - 225.000€



Modern and spacious, one bedroom apartment located next to the new shopping center in a well located quiet residential community. This quality construction offers one large bedroom with private balcony, bathroom, open plan fitted kitchen and lounge / dining room with terrace. This apartment comes with private secure parking and the community facilities include elevator, gardens and swimming pool. Rare opportunity.

### Teneguia II, PARQUE DE LA REINA 289.000€



Refurbished three and a half bedroom Penthouse apartment with amazing 65m2 roof terrace. Featuring independent modern, brand new fitted kitchen, utility room, three double bedrooms, two bathrooms, and office/bedroom on the top floor that joins the newly tiled sunny roof terrace with sea and mountain view. The property is located in a community with swimming pool and gardens and comes with a private parking space, all accessible by lift. Available to view now!

### Sueño Azul – CALLAO SALVAJE - 595.000€



Amazing three bedroom private villa with pool. With direct road access this bungalow offers three bedrooms, two bathrooms, semi separate kitchen, and lounge / dining room. Plenty of outside space and additional storeroom. Ample street parking, in this quiet secure, residential area. Close to bars and restaurants and easy walking distance to the beach. An excellent opportunity to own this detached property that also has great letting potential.

### Private Villa, LA CALETA 1.595.000€



A truly unbeatable location. This stunning villa is located in the perfect spot, right in the heart of La Caleta, with the ocean front walkway just on your door step. This spacious property offers four double bedrooms, the master en-suite. Bathroom, independent kitchen, utility room, dining room, large lounge leading to a private outside dining area with sea views. Amazing roof terrace with panoramic sea and mountain views. Front and back garden and direct access to the beautiful community swimming pool.

Tel: 922 719 643  
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 Mobile: 607 933 052  
 Mobile: 625 950 517



Calle Tagara,  
 Jardin Botanico  
 Local 8  
 ADEJE

**OPPORTUNITIES OF THE MONTH!**

**GUIA DE ISORA**



On a 5,000sqm plot, spectacular 220sqm 6 bedroom, 2 bathroom house on 2 floors, designed to offer you comfort and space. Everything you need for your family's well-being or to welcome your guests in style. you'll have a convenient garage.

Ref: 1339 €1,100,000

**LA CALETA DE ADEJE**



1 bed duplex on the exclusive front line of the beach, just 5 steps from the sea. Fully renovated with a modern design and surrounded by the best restaurants and bars, you'll enjoy a prime location close to entertainment and fine dining.

Ref: 1336 €700,000

**GUIA DE ISORA**



Finca - 10,000m<sup>2</sup> of natural beauty with 220 olive trees yielding award-winning olive oil, plus an array of fruit trees. This haven offers two furnished homes, each with independent entrances.

Ref: 1321 €2,100,000

**GRANADILLA**



Lovely house with spectacular interior in a really quiet area with lovely views, incredible pool, and gardens full of tropical trees and flowers.

Ref: 401 €570,000

With almost 20 years working in this business, we understand the land and the people! If YOU would like a piece of land and some space, WE can help! Call us!

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**CLIENTS WAITING!**

**PLAYA SAN JUAN**



Located in Playa San Juan, every corner of this estate (11,000sqm) will inspire you. This is your chance to transform this estate into the home of your dreams.

Ref: 532 €298,000

**TJOCO BAJO**



Fantastic 3 bed, 2 bath house with stunning sea views! This beautiful home features a spacious garage, and a sunny terrace perfect for relaxing while enjoying breathtaking sea views.

Ref: 342 €415,000

**ROQUE DE SAN MIGUEL**



A unique property with lots of potential. 13,000sqm plot featuring olive groves and orchard with a 120sqm main house and a quaint 30sqm cottage all at under 300 meters above sea level. Panoramic views.

Ref: 1340 €370,000

**ARAFO**



Comfortable 3-bedroom house with land. 100 m<sup>2</sup> 3 bed, 1 bath house with some updates needed. Set on a 1,600 m<sup>2</sup> fenced plot with water, electricity, fruit trees, and gardens. Includes a water tank, small storage, and potential for a large garage or pool conversion.

Ref: 1333 €263,000

**TAUCHO**



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Ref: 1325 €40,000

**GUIA DE ISORA**



Charming 3 bed, 2 bath property in historic Aripe. 3,000 m<sup>2</sup> fenced property with privacy and parking. Enjoy outdoor barbecues and space for a caravan. Fully renovated, all on one floor, with a cozy living room, home office, bright patio, and fitness room.

Ref: 1328 €546,000

**GUIA DE ISORA**



Suitable for reform - charming Canarian property with extensive land surrounding the home with gardens and entertaining areas in the middle of nature.

Ref: 1332 €76,000

**GUIA DE ISORA**



Finca with 7,500sqm plot of land with a house to reform of 40sqm.

Ref: 1331 €90,000

Tel: 922 703 725  
Mobile: 619 180 888

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1st Floor, Office C,  
LAS CHAFIRAS  
38639 Santa Cruz de Tenerife



**REDUCED!**



Ref: S-05 1380



## Oroteanda Baja. Luxury 5 bedroom villa with pool and parking on huge plot. Suitable for subdivision. Price €P.O.A.



Stunning, fully furnished and equipped, 5 bed, 3 bath (master en suite) detached villa with heated pool on 2,000sqm plot. This spacious property has a huge terrace to the front which can accommodate up to 8 cars, and a private garden/terrace with lovely sea views to the rear with BBQ area, jacuzzi, orchard and various seating areas (this significant area is eminently suitable for subdivision to create an excellent-sized plot suitable for the construction of a separate independent villa with pool, parking and lovely sea views.)

There is a large lounge/dining area, an open plan, fully equipped fitted kitchen and garage for 4 cars with

direct access. One of the bedrooms is situated in such a way that it could easily be converted into a separate studio, or granny flat. Extras include aircon and central heating throughout, and solar panel heating for hot water and the pool.

This large Villa is very well situated in a small, very central village, located between the airport and the southern resorts of los Cristianos and Playa de las Américas. With nearby property very popular as exclusive holiday let's this property has fantastic potential as a letting investment. It's rare to find such a large property on a very large plot with sea views in such an excellent location. Call now, come see for yourself!



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Calle Luis Alvarez Cruz,  
 nº6, Edf Bahia Azul, Local 8C  
 Las Galletas - Next to post office

**Costa del Silencio, Santa Marta**



Bungalow style 1 bedroom apartment with good size sunny terrace, main living room, open plan kitchen and wet room style bathroom, plus a 2nd room that can be used as an office or even a small bedroom. Extras include air-con in the living room. The complex is very well maintained with lots of garden areas and 2 well-kept communal pools (+ kids; pool) and a common, secure parking.

€186,000

Ref: CDS471-SM186

**Costa del Silencio, Coral Mar**



Great recently refurbished and tastefully furnished, centrally-located 2 bedroom, 2 bathroom investment property on 1st floor of this popular complex with pool and commercial centre. Currently, the property is registered as a Commercial unit which any potential purchaser can decide to change. The property has a semi-independent kitchen, a big and bright living room and a large double terrace. Close to all amenities.

€223,000

Ref: CDS012-CM223

**El Fraile, Modern 1 bed apt**



Beautiful, fully refurbished to a high standard, 1 bed, 1 bath apartment. This modern property has a living room with direct access to the balcony, an open and fully equipped kitchen, and a small utility room. Ready to move into! Close to all services, shops, bars and restaurants and the fishing village of Las Galletas.

€119,900

Ref: EF521-GC129

**Costa del Silencio, La Hacienda**



A beautiful 1 bedroom, 1 bathroom ground floor apartment in this sought after community with lovely pool area. The property has an open plan lounge/diner/fitted kitchen with breakfast bar and a spectacular terrace and enjoys all day sun with private car park. The location of this property is a plus point, as it is just a few minutes from everything needed for daily life.

€205,000

Ref: CDS991-H210

**San Isidro, 2 bed apartment**



Fully furnished 2 bed, 1 bath 1st floor apartment located in a quiet building with lift, it has a living room, an open kitchen equipped with appliances. There is a laundry room located on the roof and a parking space in the underground car park. San Isidro has all the necessary services, a shopping area, supermarkets, a health center, pharmacies, restaurants and is only 5 minutes from Playa del Médano by car.

€149,900

Ref: SI241-CP1149

**Puerto de la Cruz, Plot of Building Land**



Urban plot of land for sale, close to the motorway, shopping center, schools and supermarkets. Total surface 1,180m2.

€180,000

Ref: Land



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## Stunning 3 bedroom villa with own pool in Palm Mar

**NEW ON THE MARKET**



We are excited to offer this fantastic villa with its own heated swimming pool situated in the heart of Palm Mar. The property, which has been totally reformed to an extremely high standard with high quality materials and furniture, has 3 bedrooms, 2 bathrooms (1 en suite), an open plan lounge, kitchen and dining area with access to both front and rear terraces, and a lovely roof terrace with superb, uninterrupted views over Palm Mar and out to the sea. Also included is an integrated double garage.

**Price: €P.O.A**

## Palm Mar, Paraiso del Palm Mar

**NEW INSTRUCTION!**



Lovely two bedroom duplex apartment with an open plan lounge/kitchen and guest bathroom on the first floor. The ground floor consists of two bedrooms, bathroom and utility room. There is a private garden with artificial grass. Parking space is included.

**€379,000**



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## 2 BEDROOM LINKED HOUSE - TORVISCAS BAJO



**CENTRAL LOCATION**



We are pleased to be able to offer this corner duplex property located close to the beaches of Torviscas, Fañabe and Costa Adeje. This immaculately presented property is found in the heart of Torviscas Bajo, with restaurants, shops, bars and entertainment literally on your door step, whilst still enjoying the privilege of a tranquil complex. This home will be perfect for a small family to enjoy and make memories, but can also make a great rental investment property.

Ref: LA01962

**Price: €599,500** (approx. £499,500)

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(0034) 922 714 700 / From UK: 0845 862 1634

### 3-Bedroom in San Eugenio



Duplex with three bedrooms and three complete bathrooms, NEW with impressive views of the coast and the sea/La Gomera, high-quality materials. Kitchen with pantry, living/dining room, and three terraces (all with views) of 24, 48 and 42m<sup>2</sup> respectively. fitted wardrobes.

Ref.: D1301

**Price: 820,000€**

### Apartment in Torviscas Bajo



This 2-bedroom apartment is the perfect opportunity to live in one of the most desirable areas of Tenerife. The total area is 62m<sup>2</sup> with 2 modern bedrooms and a well-appointed bathroom. The living-room is connected with the kitchen. Moreover, is a lovely private balcony with partial sea view.

Ref.: D1306

**Price: 310,000€**

### Semi-detached House



Incredible semi-detached house in Tabaiba with stunning sea views, spanning three floors. It offers 4 bedrooms, 3 bathrooms, designer kitchen, and multiple terraces. The top floor features a master suite with a private terrace. Located in a quiet urbanization near the beach.

Ref.: D1308

**Price: 330,000€**

### Apartment in Santiago del Teide



For sale in Los Gigantes in Santiago del Teide: we offer this 2-bedroom apartment with a full bathroom and a large 16m<sup>2</sup> terrace offering sea and port views. The total area is 79m<sup>2</sup>, located on the second floor, fully furnished, and in excellent condition.

Ref.: D1298

**Price: 275,000€**

### 2-Bedroom in Los Cristianos

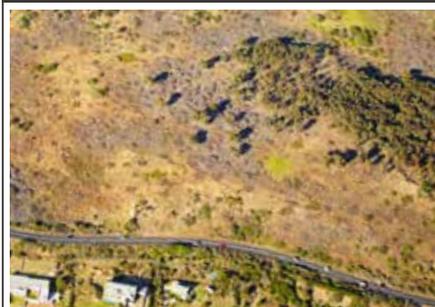


Exceptional property centrally i Los Cristianos, just 500 meters from the sea that offers breathtaking views of the sparkling ocean from every window. Newly renovated with generously-sized bathroom, American-style kitchen with open living room, sea views and 2 bedrooms. A must-see!

Ref.: D1300

**Price: 320,000€**

### Plot for sale in Roque Vento



Rustic/Agrarian plot of land for sale in the area of La Florida, Valle San Lorenzo, Arona, total M2 of the plot 3,237, with views of the coast/sea, easy access from the main road to Valle San Lorenzo. 10/15 minutes from Los Cristianos and Playa de las Americas.

Ref.: D1303

**Price: 45,000€**

### Amazing Detached Villa in Torviscas Alto



A lovely villa in El Madroñal in Torviscas Alto, offering luxury and comfort. A plot with a total area of 380m<sup>2</sup> - 160m<sup>2</sup> built with 4 bedrooms, 2 bathrooms in a spacious single-floor layout. It boasts a stunning pool with sea views, a small outdoor gym, and a peaceful ambience.

Ref.: D1309

**Price: 1,300,000€**



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**FRINA Tenerife**  
Business & Property Agency

**3 BED TOWNHOUSE IN LOS MENORES**

This townhouse offers a perfect blend of comfort and convenience in the picturesque town of Los Menores, Adeje. With three bedrooms, each featuring fitted wardrobes, and two bathroom (one en suite), this home is oozing potential. An independent kitchen leading to a terrace, while the living room opens again onto a cozy terrace, ideal for relaxing.

€299,950

REF: DOLM01

**3 BED PENTHOUSE FOR SALE IN PUERTO DE SANTIAGO**

This is quite a unique property which is located in the much sought after complex called Balcon de Los Gigantes in Puerto de Santiago. It is in a fantastic location, being within easy walking distance to Los Gigantes and Playa de la Arena. It consists of two, totally individual properties and has its own garage space as well.

€525,000

REF: AM1785

**1 BED APARTMENT IN AMARILLA GOLF**

This charming 1-bedroom apartment, set in a beautiful complex, boasts a cleverly designed extension that maximizes space and functionality. Finished to a high standard, the apartment offers a peaceful and serene atmosphere, perfect for relaxation. With its thoughtful layout and tranquil setting, this home is a must-see for those seeking comfort and style.

€195,000

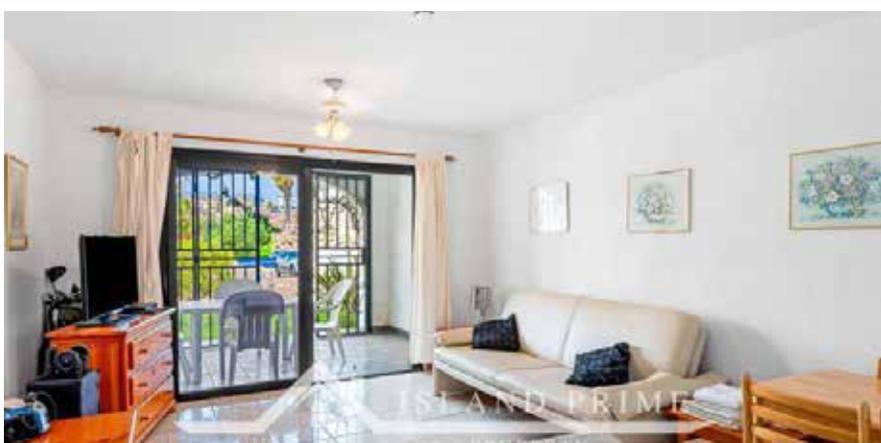
REF: DOFC508

**1 BED APARTMENT IN AMARILLA GOLF**

A fantastic opportunity to purchase a well presented first floor one-bedroom apartment with a bathroom, a balcony leading from the main living area with beautiful views of the complex in all its glory and overlooking the heated pool, plus the orientation of this property is perfect for the Tenerife sunshine all day long on the private terrace, the position of this property is in a more peaceful setting and enjoys pool and stunning mountain views.

€175,000

REF: DOFC1106

**1 BED APARTMENT IN AMARILLA GOLF**

A ground floor one-bedroom apartment with a large bathroom, an enclosed terrace leading from the living room and garden area with an open planned kitchen, situated within a very well-maintained complex, that boasts immaculate communal areas and stunning mountain views. This apartment has so much potential due to the extension and creates a very large space for a 1 x bedroom apartment.

€160,000

REF: DOFC415

**5 BED HOUSE / VILLA LA CALDERA, SANTIAGO DEL TEIDE**

The main house consists of two large bedrooms with very spacious en-suite bathrooms, there is a spacious lounge and dining room and very large kitchen. There is another bedroom and bathroom which is separate to the main house which makes an excellent guest room. This main house is surrounded by large terrace areas.

€1,950,000

REF: AM1786

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REF. 85-321 €650.000,=

**Property details:**

- Plot: 225 m2
- Construction: 81 m2
- Two bedrooms
- One bathroom
- Immaculate kitchen
- Completely renovated

**Characteristics:**

- Private pool
- Property on one level
- No community fees
- Views Atlantic
- Quiet surroundings
- All day sun



VIEWING BY APPOINTMENT ONLY

**SALES OFFICE**

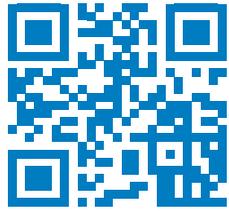
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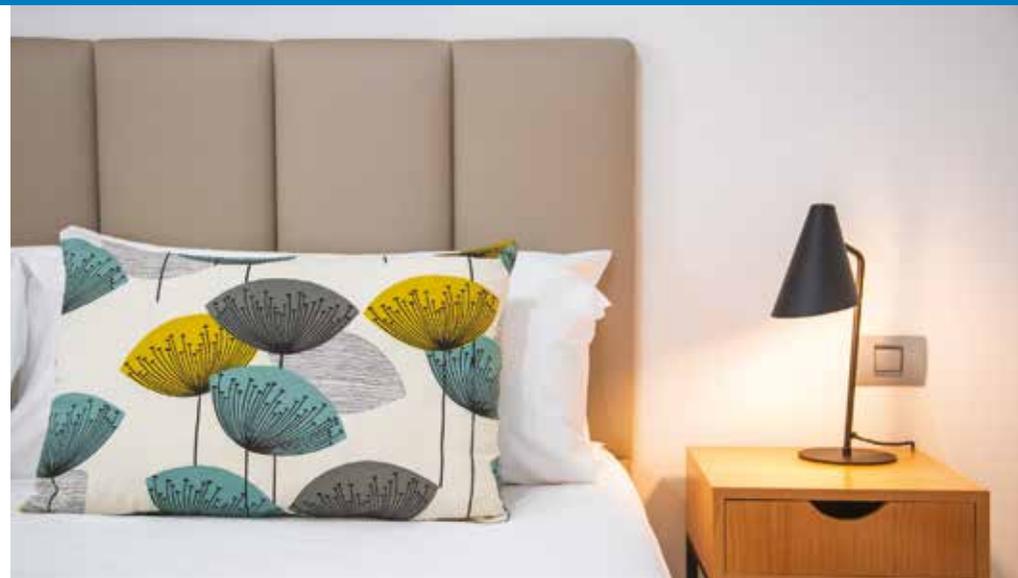
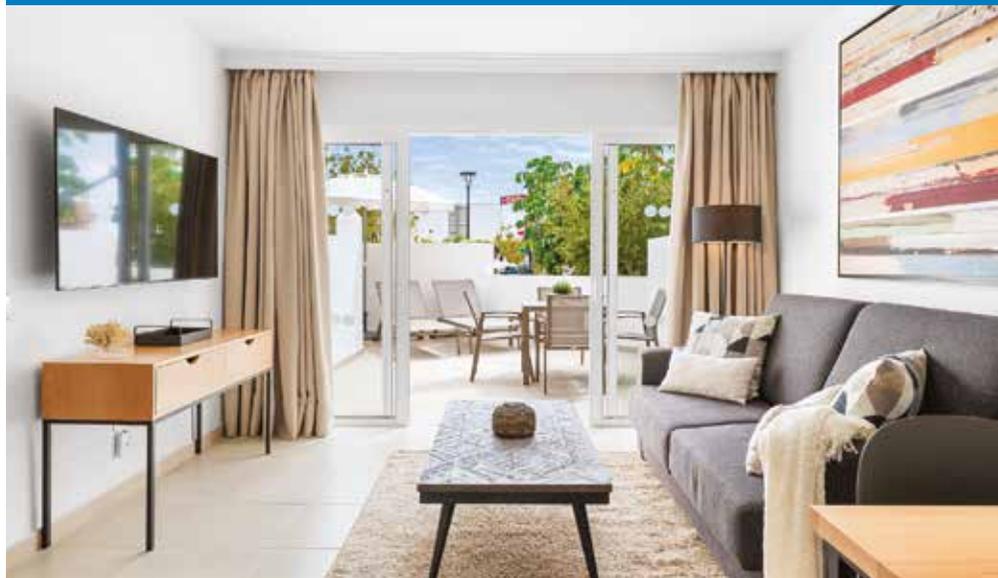


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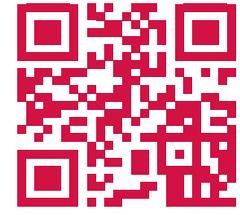
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**RESULTS**

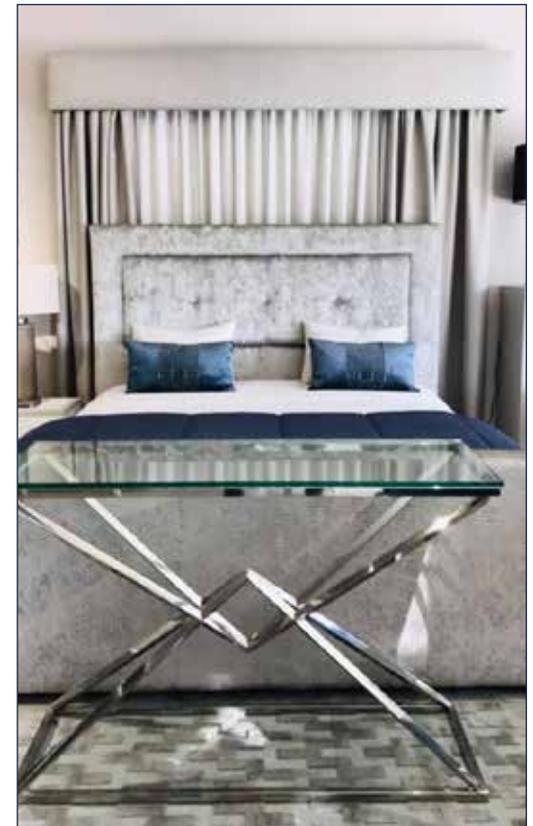
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2	Stuart Bryson (59)	37PTS
3	Fergal Flaherty (59)	36PTS

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### US dollar rebounds as investors trim Fed rate cut bets

Staying on top of the latest currency news can help you time your transfers more effectively, so find out what you should be looking out for over the next couple of weeks...

#### Latest currency news

We have witnessed some notable swings in the currency market over the past couple of weeks amid a shifting of central bank interest rate expectations. During this time, we've seen GBP/EUR climb as high as €1.20 before settling at €1.19, while EUR/GBP held at £0.83. Meanwhile, GBP/USD slumped from \$1.33 to \$1.31, while EUR/USD slid from \$1.11 to \$1.10.

#### What's been happening?

The US dollar traded in a wide range over the past couple of weeks. After initially being pressured by risk-on flows and growing bets for another bumper Federal Reserve interest rate cut, the US dollar mounted a convincing recovery as an impressive US payroll print erased bets for another 50bps Fed rate cut in November. In contrast, after soaring to new multi-month highs through the end of September, the pound the tumbled at the start of October after Bank of England (BoE) Governor Andrew Bailey suggested the bank may become 'more aggressive' in cutting interest rates if inflation remains under

control. Meanwhile, the euro faced a major setback with the release of abysmal Eurozone PMI data, which underpinned bets for another interest rate cut from the European Central Bank (ECB).

#### What do you need to look out for?

Looking ahead, the immediate focus will be the latest US consumer price index. If September's CPI figures report that inflation continues to cool at a faster-than-expected pace, it may revive bets for another 50bps Fed rate cut and reverse the US dollar's recent recovery.

The UK's own inflation figures will also be a key focus for GBP investors, particularly in the wake of recent

comments from the BoE Governor. If inflation remains above 2%, it may temper rate cut bets and lift the pound. For EUR investors, the spotlight will be on the ECB's latest interest rate decision, with the euro poised to slide if the bank cuts rates again this month.

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# What if polluters footed the climate bill?

By Isabelle Gerretsen, Journalist, BBC Future



Would polluters paying for climate damages ever alleviate the harm done?

Should rich countries and fossil fuel companies pay for the climate losses and damages they have caused?

In August 2022, Pakistan was devastated by catastrophic flooding. The unprecedented monsoon rains killed more than 1,500 people and left the inundated country with economic damages exceeding \$30bn (£27bn). Within a month, a scientific study had concluded the high rainfall was "likely increased" by climate change.

The link between greenhouse gas emissions and extreme weather events already happening today is now well established. Events such as Pakistan's floods, Madagascar cyclones and Somalia's drought are becoming more intense and more

frequent due to climate change. They have led to death and destruction and left countries facing immense economic damages, plunging them into debt and diverting funds away from other critical areas, such as healthcare and education.

What's more, these impacts are only set to get worse. If global temperatures were to rise by 2.9C, the average GDP of the world's 65 most climate-vulnerable countries will fall by 20% by 2050 and 64% by 2100.

## The US states making polluters pay

In May 2024, Vermont became the first US state to require oil and gas companies to pay for the climate damages they have caused, after signing the Climate Superfund Act into law. The law mandates polluting companies to be financially accountable for

their share of climate impacts. New York is currently deliberating a similar mechanism, which would charge fossil fuel companies \$3bn (£2.3bn) a year for 25 years to pay for climate damages.

The discussion of who should pay for climate losses and damages has become a major geopolitical issue and is expected to be high on the agenda at the upcoming Cop27 climate talks in Sharm el-Sheikh, Egypt, in November.

By 2030, vulnerable nations are likely to face \$290-580bn (£260-520bn) in annual climate "residual damages" – damages that cannot be prevented with measures to adapt to climate threats. By 2050, the total cost of loss and damage could rise to \$1-1.8tn (£890bn-1.6tn).

UN Secretary General Antonio Guterres, who has become increasingly more outspoken on the in-

justices of climate change in recent years, has described the climate crisis as a "case study in moral and economic justice". He argues "polluters must pay" because "vulnerable countries need meaningful action."

As such climate threats become a larger part of our lives, many argue that the countries and companies responsible for the pollution in the first place should be the ones footing bill.

So what if we lived in a world where polluters really did pay for the climate damage they have caused? How much would they need to cough up, and would these payouts signal the end of the fossil fuel industry? Would this funding ever be able to alleviate the harm done? And could it mean the world's most vulnerable countries recover from climate disasters and adapt to looming threats?

Responsibility for climate change can be seen on several different levels – the actions of governments, companies, communities and individuals can all be linked to emissions.

A study published earlier this year by Dartmouth College in New Hampshire, in the US, provided the first assessment of countries' liability in fuelling the climate crisis. It concluded that emissions from the US, the world's largest historical emitter, cost the world more than \$1.9tn (£1.6tn) in climate damages between 1990 and 2014. The next four largest emitters – China, Russia, India and Brazil – caused a further \$4.1tn (£3.6tn) in global economic losses in the same time period. Combined, these losses are equivalent to around 11% of yearly global GDP.

"We show that there is a scientific basis for [climate] liability claims," says Justin Mankin, co-author of the study and assistant professor of geography at Dartmouth College. "The science shows that if one country can have detectable damages; one country's foregoing [of] emissions can have detectable benefits. That's really essential... it overturns this narrative of 'what can one country do?'"

If governments were serious about covering the damage from this harm, countries could estab-



The link between greenhouse gas emissions and extreme weather events, such as Pakistan's floods, is now well-established

lish a loss and damage finance facility under the UN Framework Convention on Climate Change (UNFCCC) – the UN's climate change body – which they would pay into in line with their fair share, says Sadie DeCoste, an organiser for Tipping Point UK, a non-profit working on climate justice. The fair share could be calculated based on their historical and ongoing contribution to global emissions, she says.

Having the fund as part of the UNFCCC process, rather than an external body, would help it to be "accountable and transparent" and ensure it is a "collective commitment to reach an agreed-upon sum", adds DeCoste. Such a fund should not be based on voluntary commitments made only by the countries that are more willing to pay, she says.

the CDP, a non-profit, found just 100 fossil fuel companies are responsible for producing 71% of all global greenhouse gases emitted since 1988. Another report from consultancy Profundo and non-profit Transport and Environment concluded that Europe's five biggest oil majors are responsible for some \$13tn (£11.5tn) of damage in the past 30 years, including pollution, deteriorating public health and carbon emissions. These companies make enormous profits from extracting and selling fossil fuels, which have fuelled rising temperatures and exacerbated extreme weather events.

If the world's biggest fossil fuel companies were held accountable for these emissions, they could be forced to pay an annual sum, based on their share of global carbon pollution



Industries which use a lot of fossil fuels, such as aviation, could be taxed to generate the necessary funds for climate disaster victims

The world's most climate-vulnerable nations have called for such a facility to be set up, which would assess countries' needs after a climate disaster and request specific funds from governments based on factors including their contribution to global heating. To date, rich countries have strongly resisted these calls, insisting that humanitarian aid is enough to deal with the issue.

Fossil fuel companies are also increasingly being held accountable for their greenhouse gas emissions. A 2017 report from

that has been emitted over the past 20 years, into a polluters-pay climate fund. This could help developing countries deal with climate impacts and the costs of transitioning to clean energy.

Polluters could also be made to pay for any ongoing emissions via an international tax on fossil fuel extraction, as proposed by a coalition of climate vulnerable nations. Here, companies would be taxed for each tonne of coal, oil or gas they extract. Start-



Funds put forward by polluters would allow vulnerable countries to invest in resilient infrastructure protecting them from extreme events

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ing at a low rate and increasing every year, such

mate change. Unsustainable behaviours, such as frequent flying and eating

disasters.

Governments would play an important role in redis-



Farmer Saúl Luciano Lliuya is suing RWE for the role of its emissions in melting a glacier above his hometown in the Peruvian Andes

a tax could raise billions to help countries rebuild and recover from disasters.

"[A climate damages tax] is a way of establishing accountability and responsibility," says DeCoste. It opens up a conversation about how polluters can provide vulnerable countries with enough funding to adapt to the climate threats they are facing, she says.

Some governments today are already considering taxing the windfall profits of fossil fuel companies that benefit from high energy prices. Some of the revenues raised by such a tax could help vulnerable communities recover from extreme events, such as droughts and floods. However, a major limitation of this in the long run is that windfall taxes on fossil fuel companies are only intended to be temporary. "We need to ensure fossil fuel companies are taxed effectively and consistently all the time, not just with one-off windfall taxes," says Olivia Hanks, climate justice lead at the faith group Quakers in Britain.

However, since governments also need to set a timeline for rapid phaseout of coal, oil and gas, fossil fuel taxes could only fund climate losses and damages temporarily, says Hanks – meaning other sources of finance will also be needed to pay for climate damages.

Industries which use a lot of fossil fuels, such as aviation and bunker shipping, could also be taxed to generate the necessary funds to pay for those suffering the impacts of cli-

red meat, could also be taxed to raise finance for countries devastated by climate change, says DeCoste. The most polluting behaviours tend to be associated with the lifestyle of a small number of people with very high incomes – just 1% of the global population is responsible for 50% of flying emissions, for example, while 90% of people have never flown.

Airline travel levies, which would increase with each additional flight the individual takes, are a "fair, feasible, and suitable" way to raise loss and damage funds, some researchers say. They could generate up to \$5-10bn (£4-9bn) each year, be easily collected at international flight departures, and be channelled to vulnerable communities through international bodies like the Green Climate Fund, which was set up to help developing countries reduce their emissions and adapt to climate impacts.

Redirecting public money which currently supports polluting activities towards supporting those suffering the impacts of climate change could also make a huge difference. A recent report estimated that governments around the world currently spend a staggering \$1.9tn (£1.3tn) each year on environmentally harmful subsidies, such as support for fossil fuel production and for intensive agriculture. This is equivalent to around 2% of annual global GDP – money that in many cases could instead be used to support victims of climate

contributing money in these ways, but the courts are another important avenue through which victims of climate disasters could be compensated. Recent advances in the science of "climate attribution" are especially important here.

"Climate attribution allows us to quantify the contributions of particular fossil fuel producers on impacts such as global average temperature increase, sea level rise, and ocean acidification," says Kathy Mulvey, climate accountability campaign director at the Union of Concerned Scientists in the US.

Ongoing scientific advances in this area will enable lawyers to bring more cases against polluters, says Richard Wiles, president of the Center for Climate Integrity, an advocacy organisation in the US that works to hold polluters accountable. (Read more about why climate lawsuits are surging).

One 2014 study has been particularly influential in bringing more court cases against polluters, says Wiles. The study, written by Richard Heede from the Climate Accountability Institute, established a causal link between the actions of fossil fuel companies and climate impacts. It identified 90 fossil fuel and cement producers, dubbed the "carbon majors", as being collectively responsible for 63% of global emissions since the industrial revolution, and pinpointed the share of emissions each of these companies are responsible for.

"This was critical to getting [legal] cases off the

ground," says Wiles. "[As a lawyer], you needed to be able to say that Exxon was responsible for a portion of those damages with data and that the company you're accusing of crimes can actually be proven to have contributed to the damage."

A spokesperson for ExxonMobil says the company has "long acknowledged the reality and risks of climate change and has devoted significant resources to addressing those risks."

"We have announced our ambition to achieve net zero greenhouse gas emissions for operated assets by 2050," he says, adding that the company is developing roadmaps for reducing emissions from its facilities and assets.

### A climate damages tax is a way of establishing accountability and responsibility – Sadie DeCoste

An important case which aims to use attribution science to sue for climate damages is a lawsuit brought by a Peruvian

the cost of building flood defences to protect Huaraz – which would amount to around €20,000 (£17,600; \$19,600). The amount is based on an update to Heede's study by the Climate Accountability Institute which attributes this share of global emissions to RWE.

Lliuya's lawyers are building their case on climate attribution science, including a 2021 study which concluded that the melting of the Palcaraju glacier is "entirely attributable" to rising temperatures and that the change geometry of the glacial lake and valley has "substantially increased the outburst flood hazard".

"We have a very clear picture of climate change being responsible for creating this very large lake that now threatens a city," says Rupert Stuart-Smith, the study's lead author and a research associate in climate science and the law at the Oxford Sustainable Law Programme.

The power of precedent "could mean that we will see more and more successful claims being brought before courts," he says. These could po-

coal, oil and gas?

It would certainly incentivise fossil fuel companies to switch to producing clean energy, such as wind and solar, instead of producing more carbon-intensive fuels, says Hanks. "If polluters knew they had to pay the full cost of their activities, we'd see the energy transition happen much faster."

Could this bankrupt fossil fuel companies? "If polluters are held responsible for the harm done as a result of their emissions, then you could be looking at vast sums of money," says Stuart-Smith. "I don't think it is unreasonable to talk about numbers in the billions of dollars. We could see payouts large enough that they would substantially impact [fossil fuel companies'] profits."

The fossil fuel industry is estimated to have made \$2.8bn (£2.5bn) in profits per day over the last 50 years – \$1tn (£891bn) a year and a staggering total of \$52tn (£46tn). In a scenario where fossil fuel companies were asked to foot the entire bill of climate damages (projected to reach \$290-580bn (£260-520bn) per year by



Advances in the field of climate attribution are enabling lawyers to bring more cases against polluters

farmer against Germany's largest utility company, RWE. The lawsuit is the first case of its kind and could set a precedent for whether polluters should provide compensation for climate damages on a pro rata basis.

In the case, which is ongoing, farmer Saúl Luciano Lliuya aims to hold RWE accountable for the role of its emissions in melting a glacier above his hometown, Huaraz, in the Peruvian Andes. Lliuya says RWE should pay 0.47% of

tentially be in jurisdictions across the globe and target a great number of companies, he adds. "If corporations with large emissions can be held responsible for their impact, then it could really be a game changer for pay action [polluters paying for climate damages] in many ways."

If court cases and taxes which made fossil fuel companies more accountable for the impact of their emissions did pile in, would this be the death knell for the industry – the end of

2030), this is equivalent to roughly 30-60% of their current annual profits.

Lawsuits can also directly impact a polluter's business model going forwards, adds Stuart-Smith. "We're seeing cases brought, for instance, challenging corporate and national emission reduction plans as inadequate," he says. A 2021 Dutch court ruling, for example, ordered Shell to reduce its emissions in line with the Paris Agreement on cli-

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mate change.

The ramifications of this also go beyond any direct damages paid by the companies, says Wiles. "[The real damage] is the reputational risk and the loss of their social license." He compares this to the reputational damage the tobacco and opioid industries suffered after they were forced to disclose the health risks associated with their products and make public key documents which highlighted these. In the case of opioids, this disclosure led to hundreds of new lawsuits seeking to hold the industry accountable. This could also happen to the fossil fuel industry, Wiles notes.

For climate-vulnerable countries, funds put forward by polluters would be a lifeline. The long-term finance would allow them

to invest in resilient infrastructure protecting them from extreme events, such as hurricanes and floods, as well as slow-moving threats, such as rising seas.

Funds put forward by polluters would be a lifeline for climate vulnerable nations

The money would also enable countries to strengthen their public health systems and cover the climate-related health costs, such as waterborne diseases, which are increasing due to climate change.

It could also provide compensation for workers losing jobs in polluting industries. The global coal industry, for example, is estimated to lose 4.7 million jobs in the clean energy transition, while the mining industry is expected to lose 4 million jobs. Compensation could also sup-

port workers who have lost their jobs due to climate impacts, such as farmers and fishers, says Mulvey.

Many developing countries are heavily reliant on fossil fuels to meet their energy needs and grow their economies. "But the path to development is dirty; it's industrialisation," says Mankin.

Mankin says it is unclear whether loss and damage funding would put these countries on a cleaner path and allow them to develop and at the same time adapt to climate threats. But Hanks says loss and damage finance would create "financial and decision-making space" for developing countries to focus on the energy transition, rather than having to "relentlessly deal with disaster after disaster with no money to do so".

Loss and damage finance could also make a

huge difference for people who have been permanently displaced due to climate change. It is estimated that by 2050 up to 216 million people will be forced to leave their homes due to climate impacts such as water scarcity, declining crop productivity and sea-level rise.

The money could also pay for the restoration of vital ecosystems, such as mangroves and coral reefs, which have been damaged or destroyed by storms and floods and can provide vital protection against climate impacts.

#### CARBON COUNT

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here.

In a world where polluters did pay their fair share, would it be enough to compensate communities for the losses they have suffered? Wiles says no matter what is paid it will "never be enough", because many communities will continue to see climate impacts into the future.

What's more, there are some climate impacts which polluters could never pay for – because they cannot be quantified or recovered at any cost, says Mulvey. "No amount of money can compensate for some climate loss and damage: lost human lives, cultural heritage, animal and plant species, and ancestral lands are among the most profound impacts," she says. "The sovereignty of a country that has lost its physical territory [due to rising seas, for instance] can't be brought

back with money."

Still, polluters paying for damages would help redress global climate injustice and recognise that those who are disproportionately harmed by climate change tend to not be the ones who are responsible for causing it.

"It would help us think differently about responsibility," says Hanks. "It's about calling out the moral wrong, [and] also imagining the world and those power relations differently."

Capitalism teaches us a competitive mindset where as a country we shouldn't give money to another country and thus risk our strategic advantage, she adds. "But it is possible to think in more cooperative terms and realise that if [vulnerable nations] are thriving it makes [rich countries] more likely to thrive."

# What does spending more than a year in space do to the human body?

By Richard Gray, Editor, BBC Future



Frank Rubio has set the US record for the longest single trip into space at 371 days, but it will have taken a toll on his body

The record for a single trip into space currently stands at 437 days.

But prolonged periods in orbit can alter an astronaut's body in some sur-

prising ways, changing their muscles, brains and even their gut bacteria.

With a few handshakes, a brief photoshoot and a wave, Nasa astronaut Frank Rubio bid farewell to the American-football-field-sized col-

lection of modules and solar panels that had been his home for 371 days. His departure from the International Space Station (ISS) and return to Earth in October 2023 marked the end of the longest single spaceflight by

an American to date.

His time in orbit – which surpassed the previous US record of 355 consecutive days – was extended in March 2023 after the spacecraft he and his crewmates had been due to fly home in developed a coolant leak. The extra months in space allowed Rubio to clock up a total of 5,963 orbits around the Earth, travelling 157.4 million miles (253.3 million km).

Even so, he was still around two months short of the record for the longest ever spaceflight by a human – Russian cosmonaut Valeri Polyakov spent 437 days onboard the Mir Space Station in the mid 1990s.

And in September 2024, two Russian cosmonauts – Oleg Kononenko and Nikolai Chub – broke the record for the longest stay on the ISS after spending 374 days in orbit. The pair departed the ISS in the Soyuz MS-25 spacecraft along with US astronaut Tracy Dyson, who had spent six months onboard. With a huge grin on his face, Kononenko gave a double thumbs up as he was helped from the re-entry capsule after it bumped back to Earth in a cloud of dust near the remote town of Dzhezkazgan on the Kazakhstan Steppe. He now also holds the record for the longest cumulative time in space – a total of 1,111 days in orbit.

Kononenko and Chub travelled more than 158 million miles during their 5,984



The journey back to Earth from the ISS can be pretty rough, despite boosters and parachutes slowing the descent

orbits of the Earth in the latest mission to the ISS. But spending so much time in the low gravity environment of the space station took a toll on their bodies, so they had to be lifted out of the capsule by the recovery teams.

Rubio's own extended trip in space has been providing valuable insights into how humans can cope with long-duration spaceflight and how best to counteract the problems it can present. He is the first astronaut to participate in a study examining how exercising with limited gym equipment can affect the human body.

It is information that will prove vital as humans set their sights on sending crews on missions to explore deeper into the Solar System. A return journey to Mars, for example, is expected to take around 1,100 days (just over three years) under current plans. The spacecraft they will travel in will be far smaller than the ISS, meaning smaller lightweight exercise devices will

be needed.

But problems keeping fit aside, just what does spaceflight do to the human body?

#### Muscles and bones

Without the constant tug of gravity on our limbs, muscle and bone mass quickly begins to diminish in space. The most affected are those muscles that help to maintain our posture in our back, neck, calves and quadriceps – in microgravity they no longer have to work nearly as hard and begin to atrophy. After just two weeks muscle mass can fall by as much as 20% and on longer missions of three-to-six months it can fall by 30%.

#### Weight loss

Although weight means very little while in orbit – the microgravity environment means anything not tethered down can float around the ISS habitat freely, including human bodies – main-

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taining a healthy weight is a challenge while in orbit. Although Nasa tries to ensure its astronauts have a diverse range of nutritious foods, including most recently a few salad leaves grown on board the space station, it can still affect an astronaut's body. Scott Kelly, a Nasa astronaut who took part in the most extensive study of the effects of long-term spaceflight after staying onboard the ISS for 340 days while his twin brother stayed back on Earth, lost 7% of his body mass while in orbit.

Researchers examining Scott Kelly after his trip to the ISS found that the bacteria and fungi living in his gut had altered profoundly compared to before he flew into space

#### Eyesight

On Earth, gravity helps to force the blood in our bodies downward while the heart pumps it up again. In space, however, this process becomes messed up (although the body does adapt somewhat), and blood can accumulate in the head more than it normally would. Some of this fluid can pool at the back of the eye and around the optic nerve, leading to oedema. This can lead to changes in vision such as decreased sharpness and structural changes in the eye itself. These changes can start to occur after just two weeks in space but as that time goes on, the risk increases. Some of the vision changes reverse within about a year of astronauts returning to Earth, but others can be permanent.

Exposure to galactic cosmic rays and energetic so-



Scott Kelly's 340 day trip to the ISS allowed researchers to study how space affected him compared to his twin brother back on Earth

lar particles can also lead to other eye problems. The Earth's atmosphere helps to protect us from these but once in orbit on the ISS, this protection disappears. While spacecraft can carry shielding to help keep out excess radiation, astronauts onboard the ISS have reported seeing flashes of light in their eyes as cosmic rays and solar particles hit their retina and optical nerves.

#### Neural shuffling

After his long stay on the ISS, however, Kelly's cognitive performance was found to have changed little and had remained relatively the same as his brother's on the ground. However, researchers did notice that the speed and accuracy of Kelly's cognitive performance did decrease for around six months after he landed, possibly as his brain readjusted to the Earth's gravity and his very different lifestyle back home.

A study on a Russian cosmonaut who spent 169 days on the ISS in 2014 also revealed some changes to the brain itself seem to occur while in orbit. It found there were changes in the levels of neural connectivity in parts of the brain relating to motor function – in other words, movement – and also in the vestibular cortex, which plays an impor-

tant role in orientation, balance and perception of our own motion. This is perhaps unsurprising given the peculiar nature of weightlessness while in space; astronauts often have to learn how to move efficiently without gravity to anchor them to anything and adjust to a world where there is no up or down.

A more recent study has raised concerns about other changes in brain structure that can occur during long-term space missions. Cavities in the brain known as the right lateral and third ventricles (responsible for storing cerebrospinal fluid, providing nutrients to the brain and disposing of waste) can swell and take up to three years to shrink back to normal size.

#### Friendly bacteria

It is apparent from research in recent years that a significant key to good health is the make up and diversity of the microorganisms that live in and on our bodies. This microbiota can influence how we digest food, affect the levels of inflammation in our bodies and even alter the way our brains work.

Researchers examining Kelly after his trip to the ISS found that the bacteria and fungi living in his gut had altered profoundly compared to before he flew into space. This is perhaps not entirely surprising, given the very different food he was eating and the change in the people he spent his days with (we obtain a horrifying amount of gut and oral microorganisms from the people we live alongside). But exposure to radiation and the use of recycled water, along with changes to his physical activity could all also have played a role. (Find out more about how exercise affects your gut mi-

crobes.)

#### Skin

Although there have now been five Nasa astronauts who have spent more than 300 days in orbit, we have Kelly to thank again for insights into how his skin fared while in orbit. His skin was found to have heightened sensitivity and a rash for around six days after he returned from the space station. Researchers speculated that a lack of skin stimulation during the mission may have contributed to his skin complaint.

#### Genes

One of the most significant findings from Kelly's prolonged journey into space were the effects it had on his DNA. At the end of each strand of DNA are structures known as telomeres, which are thought to help protect our genes from damage. As we age, these get shorter, but research on Kelly and other astronauts has revealed that space travel seems to alter the length of these telomeres.

"Most striking, however, was the finding of significantly longer telomeres during spaceflight," says Susan Bailey, a professor of environmental and radiological health at Colorado State University who was part of the team studying Kelly and his brother. She has done separate studies with another 10 unrelated astronauts who have taken part in shorter missions of around six months. "Also unexpected was that telomere length shortened rapidly on return to Earth for all crewmembers. Of particular relevance to long-term health and ageing trajectories, astronauts in general had many more short telomeres after spaceflight than they did before."

Exactly why this happens

is still being unravelled, she says. "We have some clues, but additional long-duration crewmembers – like Rubio, who spent one year in space – will be critical to really characterising and understanding this response and its potential health outcomes."

One possible cause could be exposure to the complex mix of radiation while in space. Astronauts who experience long-term exposure while in orbit show signs of DNA damage, she says.

There were also some changes in gene expression – the mechanism that reads the DNA to produce proteins in cells – seen in Kelly that may have been related to his journey into space. Some of these related to the body's response to DNA damage, bone formation and the immune system's response to stress. Most of these changes, however, had returned to normal within six months of his return to Earth.



Astronauts can spend up to 2.5 hours a day working out on the ISS in an effort to maintain their muscle mass and bone density

In June 2024, a new study highlighted some potential differences between the way the immune systems of male and female astronauts respond to spaceflight. Using gene expression data from samples obtained from the crew of the SpaceX Inspiration 4 mission, who spent just under three days in orbit in the autumn of 2021, it identified changes in 18 proteins related to the immune system, ageing and muscle growth.

Comparing their gene activity to those of 64 other astronauts on previous missions, the study found in the expression of three proteins that play a role in inflammation compared to before the flight. The men tended to be more sensitive to spaceflight, with more disruption to their gene activity and they took longer to return to a normal state after return-

ing to Earth.

In particular, the researchers found the gene activity of two proteins known as interleukin-6, which helps to control levels of inflammation in the body, and interleukin-8, which is produced to guide immune cells to sites of infection, were more affected in the men compared to the women. Another protein, called fibrinogen, which is involved in blood clotting, was also affected more in male astronauts.

But the researchers say they still need to unravel why women appear to be less sensitive to these particular effects of spaceflight, but it could be related to their response to stress.

You can hear Nasa astronaut Peggy Whitson describe how her own time in space has changed her body in the video below. With an accumulated 675 days in space, she has spent more time in orbit than any other American, although the world record is currently held by Russian

cosmonaut Oleg Kononenko, who has clocked up 878 days in space.

#### Immune system

Kelly received a series of vaccines before, during and after his trip into space and his immune system was found to react normally. But Bailey's research has found that astronauts do suffer some decreases in white blood cell counts that fall in line with the doses of radiation they receive while in orbit.

There are still many questions to be answered, however, about what impact space travel can have on a bipedal, big-brained species that evolved to live on Earth. As researchers pour over Rubio's medical tests, blood samples and scans following his 371 days in space, they will doubtless be hoping they will learn more.



The microgravity environment of the ISS can have significant affects on the human body that will be a challenge as humans explore farther into the Solar System

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# Influence: The unseen key behind powerful persuasion

By David Robson, Science Writer



Forty years ago, Bob Cialdini published a groundbreaking book on the power of influence.

In our digital age, these rules may have become even more powerful.

One day Robert Cialdini was in his university dorm, when he answered the door to another resident who was selling subscriptions to Sports Illustrated magazine. "I was a starving student; I didn't have a lot of discretionary income," Cialdini recalls. "So I wasn't going to buy his magazine."

The guy was persistent, however. He told Cialdini that he would be missing out on a unique sale

that would only last for that weekend. He emphasised the fact that the top pundits rated the magazine very highly. And he casually mentioned that he'd already sold a lot of subscriptions to the other dormmates. Cialdini soon gave in.

When the man had left, he leant back against the door and took stock of what had just happened. "I thought, 'You spent your money, and it wasn't because of the merits of the thing – it was the way he presented it,'" Cialdini recalls. "And I thought, 'Isn't that interesting? Isn't that worth studying?'"

Cialdini's curiosity would lead him to write *Influence: The Psychology of Persuasion*, published in

1984. Melding academic research on behavioural science with apposite case studies and personal experience, it arguably created the mould for "smart thinking" authors such as Charles Duhigg, Adam Grant or James Clear. After numerous updated editions, his book has now sold more than seven million copies, according to his publishers.

On the book's 40th anniversary, I sat down with Cialdini in a London hotel to discuss its conception and impact, and the ways that the psychology of persuasion has evolved in the decades since its first publication – and its implications for today's fractured

societies.

## The six principles of persuasion

As part of his research, Cialdini had decided to spend time studying people he defined as "compliance professionals" – those in sales, marketing, recruitment and fundraising whose livelihoods depend on changing others' opinions. In many cases, this would involve formal interviews. In others, he went "undercover" – applying for positions and then learning the tricks of the trade from his colleagues. "If you find your effect in the field, you know that it is powerful."

I ask Cialdini which experience stands out, and he describes accompanying a stellar salesperson offering heat-triggered firealarms on door-to-door visits. On their trips, Cialdini's mentor always brought a big book of sales material detailing the different products – but repeatedly left it in the car. Then, as the homeowners performed a safety test of their house, he would ask if he could borrow their keys so he could go to collect it and let himself back into the house. "It was the only thing that he did differently."

After repeated questioning, the man eventually explained his reasoning. "He said, 'Bob, who do you trust? You trust people who you will allow in and out of your house by themselves, and I wanted to be associated with that,'" Cialdini recalls. "And I remember thinking to myself, 'Oh, wow, this guy understands human behaviour.'"

After three years of comparing these experiences with the published research, he identified six overarching principles that appeared to underline any persuasive campaign. They were:

- Scarcity
- Authority
- Social proof
- Liking
- Reciprocation
- Commitment and consistency

The student selling Sports Illustrated perfectly illustrates three of these principles. The time-limited sale created a sense of scarcity. That's the feeling that we're competing for a limited resource, and the fear that we might be about to lose an opportunity. The



The Tupperware Party craze that started in the 1950s showed that certain people had powerful persuasion skills

student also appealed to authority by citing all the experts who read the magazine. And he offered social proof – evidence that other people like us are taking the same action by describing how many of Cialdini's dormmates had taken up the offer.

This is not simply a question of conformity, though that does play a part. "It shows that the action is valid, and demonstrates that it's feasible to undertake," says Cialdini. Today, we can see the importance of social proof in various arenas. We are more likely to download a song, for instance, if we have been told it's popular with other listeners, and people were more likely to wear a mask during the Covid-19 pandemic if they saw others do the same.

Once we make a choice or take a stand, we en-



Finding out someone likes the same sports team as us, Bob Cialdini says, may make them more favourable in our eyes

counter personal and interpersonal pressure to think and behave consistently with that commitment – Bob Cialdini

The liking principle – that we are more likely to agree to someone's suggestions or demands if we warm to them personally – may seem self-evident, but a quick look at the invective of political debate suggests that many fail to put it into practice when trying to convince others of their opinions. In the first edition of his book, Cialdini pointed to studies of "Tupperware parties" – a business

model in which a member of a community could earn a commission by hosting a gathering and then selling the kitchen containers. The research showed that the greater people's social connection to the host, the more likely they were to buy a product – irrespective of its quality or features. Reciprocation reflects the adage that "you scratch my back, I'll scratch yours", but in *Influence*, Cialdini showed that very small favours can pay great dividends – as shown by the famous "Coca Cola" experiment, in which the psychologist Dennis Regan invited participants into the laboratory. Their task was to evaluate paintings. At one stage of the experiment, Joe, who was ostensibly another participant, but really a research assistant, left the lab for a minute. In some



Bob Cialdini's research showed the more people felt a social affinity to someone, the more likely they were to buy a product from them

Continued on page 38

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# MOTORWORLD

## WHAT HAPPENS AT AN ITV TEST

With thanks to Emma Swain, Motorworld, Las Chafiras

Most cars require an ITV inspection once they reach 4 years of age (this is different for some vehicles registered as Camiones, large 4x4 and pickup trucks and Mlxos, such as Berlingos, Partners etc ...), but we will only talk about those registered as Turismo Particular in this article.

You may have bought your car brand new, in which case you would not need to worry until the car was 4 years old (as shown as Item 1 on the Permiso de Circulacion). Different provinces have differ-

ent ITV stations - the most common being APPLUS ITVueve but there are others. You can go to any ITV testing station but in general you would go to the nearest one to your home or garage.

Most garages offer a service where they will check your vehicle then take it for its ITV. Ofen this is the best option as only some staff at some of the stations speak English (they are not obliged to and as you are required to follow instructions so a reasonable level

of Spanish is essential.

So what happens ... well, firstly, an ITV is nothing like a UK MOT test. In the UK one man tests the vehicle and you are not required to do anything other than drop your car into them. In Spain you must have an appointment (unless of course you are a legally registered garage) and this can be made online, in person at the station or on the phone.

On the appointed day and time you will present yourself and the car along with the car's Permiso de Circulacion (com-

monly known as the green card and the Ficha Tecnica (which is like the car's log book with all the technical data). You will be checked in, asked to confirm the owner's details including contact information and to pay the appropriate fee by card or cash. You will then be instructed to join a line and wait.

The first part of the test is for general items such as windscreen wipers, horn, tyres, general aesthetics of vehicle (eg there are no sharp pieces of metal exposed), seat belts, opening

and closing of doors and windows and checking that all lights are fully functioning, including, where fitted, fog lights (almost never required in Tenerife). Hazard warning lights are also checked.

After this comes the Emissions and checking Chassis Numbers under the bonnet and other areas of the vehicle. Then on to Test Brakes on a rolling road, and finally the vehicle goes over the pit to check suspension, steering, oil leaks or wear on any items

under the car.

If you are lucky, you will get a new ITV sticker for the appropriate period of time. In general cars will get 2 years until the vehicle reaches 10 years of age and then it will go down to yearly or in some cases 6 monthly.

Happy motoring! Remember to make sure your car ITV does not expire as technically, and legally, your insurance would not be valid if the ITV has expired. It's the owner's responsibility to ensure that this does not happen!

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they had heard Joe acting rudely to someone at the start of the experiment. In this instance, reciprocation appeared to trump liking.

Finally, there's commitment and consistency. Cialdini phrases it like this: "Once we make a choice or take a stand, we encounter personal and interpersonal pressure to think and behave consistently with that commitment." Simply asking someone to say whether they are going to vote can increase the chances that they will cast a ballot, for instance, since a failure to do so would seem inconsistent and cause an uncomfortable feeling of "cognitive dissonance".

#### The power of unity

In the updated editions of *Influence*, Cialdini has added a seventh principle – unity, the fact that people are "inclined to say yes to someone they consider one of them". He says he was inspired, in part, by the increased tribalism he sees in society. "I always saw unity as an amplifier: if you had unity, then scarcity

or social proof were going to be more powerful. But then I started to see that it had a force that was independent of any of the others."

He points to one study of fundraising on a college campus, in which a young woman asks for contributions to a charity. "When she began her pitch with the sentence 'I'm a student' she increased her contributions by 450%." And he is aware of its influence in his personal life. "A while ago, I read a newspaper article that looked at celebrities who had allegiances to the various NFL teams, and I learned that Justin Timberlake and Lil Wayne, were both avid Green Bay Packers fans," he explains. "And I immediately became more favourable to their music, and wanted them to succeed in the future."

I ask Cialdini if his studies of persuasion have armed him against manipulation from canny salesman. Does he still consider himself to be a "patsy"? He says that his reaction to

other's charm offences depends on the fidelity of the information they are conveying. "When it's a trick, then I'm equipped to say no." If the information is honest and well-sourced, however, "I'm more likely to say yes, since these principles can guide us correctly."

He points out that it is perfectly rational to care if a product has been popular with other people, for instance – since that increases the chance it will have personal appeal. "And I would have been foolish not to know what the true authority consensus is about this pain reliever, or about this automobile, or about this subscription."

**Forge the kinds  
of connections that  
are traditionally  
associated with  
kinship or  
friendship –  
Bob Cialdini**

This seems like an important distinction. Provid-

ed that we are using them honestly, then his principles are only directing us to give the most relevant information for someone making a decision. "You've simply been informed, or educated, into assent." He argues that anyone who chooses to apply them dishonestly will soon have their comeuppance. "You'll eventually be discovered as a cheat, and who will want to do business with you again?"

#### Persuasive politics

In the decades following *Influence's* publication, Cialdini's advice has been highly valued by business leaders and politicians alike. He worked with both former US president Barack Obama and candidate Hillary Clinton, for instance, as part of a "dream team" of psychologists advising their presidential campaigns.

One of their suggested changes concerned the ways that the campaign declared its donations. Beforehand, they had given a round number of the

total money received. Afterwards, they described the total number of people who had contributed. "That provides social proof. It tells you that there are a lot of other people who have decided to do this, and that this is something that I should pay attention to."

He says that their services were not always welcomed by those close to the candidates. "The traditional campaign advisors were threatened by this information coming from the academic community, because they didn't have access to it," he claims. "And so they sometimes deflected some of that advice away."

I ask Cialdini how we might promote a greater sense of unity in today's polarised world. He has no quick fixes, but suggests that we might all make a greater effort to build bridges with those holding opposition opinions. "Forge the kinds of connections that are traditionally associated with kinship or friendship," he suggests. You might in-

vite a colleague to dinner, for instance – even if their worldview clashes with your own. "And you don't treat them like guests. You treat them like family, you ask them to help set and clear the table." Once again, this hinges on feelings of trust, and "that allows us to bridge those identity gaps". You might expect fireworks to result from those conversations, but the psychological research suggests that we are often better at bonding with our political "enemies" than we believe.

Cialdini certainly makes it sound easy and achievable to apply these psychological principles in our day-to-day lives; I leave the interview feeling that I have a much better handle on the ways that I might improve my communication – and the strategies that others might employ to sway my thinking. Perhaps it's his own powers of influence, but he has convinced me that the psychology of persuasion is even more relevant today than it was in 1984.

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### San Eugenio Bajo, Bar/Cafe

€325,000

FRINA Tenerife is happy to offer a Modern and Stunning Cafeteria-Bar for Sale in San Eugenio Bajo. If you are looking for picture-perfect premises in a busy location, you cannot miss this stunning opportunity! The premises are 150m2 with an open kitchen and a terrace of 30m2. Altogether are tables for 90 guests. The premises were fully renovated in 20... For full information see website or contact: **Ref: 2489 | FRINA Tenerife SL - Business Sales | 922 085 191**

### Los Cristianos, Freehold Pub

€320,000

FRINA Tenerife is happy to offer this long-established and very popular Freehold Pub for Sale in Los Cristianos. This business had the same owner for many years and is known for its lovely atmosphere and food, so no doubt you will have guests from day 1. Note the owners wish to keep the sale very discreet, hence we can only provide limited details here... For full information see website or contact: **Ref: 2422 | FRINA Tenerife SL - Business Sales | 922 085 191**

### Los Olivos, Empty Local

€280,000

2 bed · 2 bed, 5 bath commercial, local for sale. **Ref: IPPDOAL01 | Island Prime Property | +34 922 09 69 75**

### Playa San Juan, Restaurant

€250,000

This modern Restaurant for Sale in Playa San Juan is located centrally on the main street. It is known for its international menu offering brunch, burgers, and Spanish specialties. This business has fast become one of the most visited restaurants in the area and the guests just keep coming back to enjoy the menu, lovely style, and amazing atmosphere. ... For full information see website or contact: **Ref: 2504 | FRINA Tenerife SL - Business Sales | 922 085 191**

### San Eugenio Bajo, Bar/Cafe

€250,000

FRINA Tenerife offers this famous Tenerife café for sale. The café is in San Eugenio and is known for its international menu and live music. It has been open for years and has a good reputation among residents, tourists, and on social media. And whether you are looking for an investment or a well-established business to run yourself, you cannot miss th... For full information see website or contact: **Ref: 2505 | FRINA Tenerife SL - Business Sales | 922 085 191**

### Puerto Colon, Excursion Business

€250,000

FRINA Tenerife is excited to offer this Unique Diving Business for Sale in Puerto Colon. If you dream about a great water sport business on the island of external spring, you

cannot miss this! It has been established for many years and has no direct competition. The diving experience is offered on underwater scooters making it possible for everyone to par... For full information see website or contact: **Ref: 2409 | FRINA Tenerife SL - Business Sales | 922 085 191**

### Las Americas, Restaurant

€250,000

FRINA Tenerife offers for sale this Large Front-Line Restaurant in Las Americas facing the beach promenade which is always busy and offers a lovely view. Moreover, the restaurant is located on a corner, so you have even more people passing and a large terrace! If you are looking for that amazing location to open a large restaurant or lounge bar you... For full information see website or contact: **Ref: 2459 | FRINA Tenerife SL - Business Sales | 922 085 191**

**€249,999 - €150,000**

### Costa del Silencio, Bar/Cafe

€230,000

FRINA Tenerife is now offering this Belgian Bar/cafe for sale. Located in the Tenbel commercial centre. Tenbel is a well-known centre and attracts both tourists and residents. This bar is well-known with the Belgian residents on the island. also, this bar offers a wide range of Belgian beers. The premises are 100m2 of interior space with a 15m2 kitc... For full information see website or contact: **Ref: 2538 | FRINA Tenerife SL - Business Sales | 922 085 191**

### Golf del Sur, Commercial Property

€220,000

FRINA Tenerife is now offering this investment property for sale, in Golf del Sur. This property has an established business and good tenants The premises of this freehold is a 66m2 interior and a terrace of 40 m2. If you wish to know more about this commercial property investment contact FRINA Tenerife. Para información en español llámenos: +34 ... For full information see website or contact: **Ref: 2523 | FRINA Tenerife SL - Business Sales | 922 085 191**

### Los Gigantes, Freehold Property

€219,000

Clear Blue Skies Group SL are delighted to offer this freehold business premises to the open market, located in Los Gigantes on the sunny west coast of Tenerife. Los Gigantes is the biggest resort town on the west coast of Tenerife, situated just along the coast from the delightful towns of Puerto Santiago and Playa de la Arena. Los Gigantes is named aft... For full information see website or contact: **Ref: 8344 | Clear Blue Skies SL | 922 714 772**

### Torviscas Bajo, Bar/Cafe

€210,000

FRINA Tenerife this Busy Cocktail Bar For Sale in Torviscas Bajo, which is known as one of the best cocktail bars in the area and has excellent reviews on TripAdvisor, Facebook and other social media. It has been established for years and you will take over a genuinely

successful business. Moreover, the owner only works limited hours hence, this is a g... For full information see website or contact: **Ref: 2567 | FRINA Tenerife SL - Business Sales | 922 085 191**

### La Caleta, Italian Restaurant

€190,000

A new business for sale is this Italian Food & Wine Restaurant in La Caleta. The business is known for a delicious Italian menu with pizzas, fresh shellfish, homemade desserts, and quality wines. This cozy restaurant is a must-see if you are looking for a wine-bar and restaurant with an ambitious menu. The premises are spacious 150 m2 with a large a... For full information see website or contact: **Ref: 2403 | FRINA Tenerife SL - Business Sales | 922 085 191**

### Los Cristianos, Bar/Restaurant

€190,000

FRINA Tenerife now offers this Famous and Successful Asian Restaurant for Sale. This restaurant is located centrally in Los Cristianos and is very busy. An amazing reputation secures many guests every day and evening both new and returning. If you are looking for a successful business with a good and steady income you cannot miss this! The premises ... For full information see website or contact: **Ref: 2542 | FRINA Tenerife SL - Business Sales | 922 085 191**

### San Eugenio Alto, Pool Bar

€175,000

FRINA Tenerife presents this new Freehold opportunity Poolbar in San Eugenio Alto. A perfect located Freehold Poolbar inside a complex which is approximately a twenty minutes driving from Reina Sofia airport in the south. Almost opposite the resort there is Aqualand, a water park more suited to younger family members. The Freehold Poolbar is nearby att... For full information see website or contact: **Ref: 2603 | FRINA Tenerife SL - Business Sales | 922 085 191**

### Los Cristianos, Bar/Cafe

€170,000

FRINA Tenerife now offers this Sea View Bar for sale in Los Cristianos, it is a unique and perfect option for the demanding buyer! You find this Sea View Bar in San Telmo which is busy all year and both days and nights. The current owner has designed the Sea View Bar and decorated it to perfection. Furthermore, the bar overlooks the large a busy Playa ... For full information see website or contact: **Ref: 2584 | FRINA Tenerife SL - Business Sales | 922 085 191**

### Los Cristianos, Bar/Cafe

€169,000

FRINA Tenerife now offers this Well-Known British bar Los Cristianos. It is known for its high-quality food and entertainment. The bar is located in a busy area that attracts many tourists and residents. This bar has been for almost 10 years and has a great reputation and a high income. So if you are looking for a bar in Los Cristianos you can't miss this... For full information see website or contact: **Ref: 2550 | FRINA Tenerife SL - Business Sales | 922 085 191**

**Tel: 922 703 725**  
**Mobile: 619 180 888**

C/ Luciano Bello Alfonso No. 5,  
 1st Floor, Office C,  
**LAS CHAFIRAS**  
 38639 Santa Cruz de Tenerife



**FOR SALE!**

Wonderful opportunity to purchase 10 businesses on the West coast of the island offering the best dishes from around the world (Sushi from Japan, National dishes from Morocco, tapas and other classic dishes from the Canary Islands, the absolute best steaks on the island, Burgers to die for and even the best British cod and chips!). Each business can be purchased individually – either via traspaso or, in three cases, freehold. Discounts are available for quick sale!

Canarian cheeses and wine	Moroccan Cuisine
Canarian Cuisine	Traditional British fast foods
Tapas with a twist	The best steaks in Tenerife
Sushi from Japan	Dishes from around the world
<b>Burgers to die for!</b>	

**SALE PRICE: €1,500,000**

**Contact us for more information or to arrange a meeting with the Vendors**

# FRINA Tenerife

tenerifebusinessforsale.com

## Bargain 24-H Supermarket

**Bargain**



This supermarket in Torviscas Bajo is currently closed but has a 24-hour license, which is very beneficial in this location where people go out 7 days a week all year! It is 170m<sup>2</sup> plus a large terrace. Monthly rent: 1,200€

Ref.: 2817

Price: 15,000€

## Cleaning & Maintenance

**NEW**



Whether you are looking to start your own cleaning business or expand your existing portfolio, this is a good opportunity to acquire 18 rental properties located in the area of Golf del Sur. More than 10 years history and a perfect reputation.

Ref.: 2839

Price: 15,000€

## Excursion Boat, Shop & Berth



DO NOT MISS THIS OPPORTUNITY! Here you get the full package, this unique business opportunity includes a fully licensed and operational whale & dolphin excursion boat, a freehold berth, and a freehold excursion shop.

Ref.: 2823

Price: 310,000€

## Freehold Bar-Cafe for Sale



This bar-cafe is in a complex and is for sale as a leasehold or a freehold. The premises are 120m<sup>2</sup> and was fully refurbished in 2022. The leasehold price is 50,000€ with monthly rent: 1,000€. The freehold price is 250,00€.

Ref.: 2814 / 2815

Price from: 50,000€

## Rental Vacation Equipment

**NEW**



This company offers a wide range of quality equipment like push-chairs, fans etc. that makes the vacation better and stress-free for many tourists. The company has contracts with several large hotels securing a steady income.

Ref.: 2722

Price: 90,000€

## Sea View Bar in Puerto Colon

**REDUCED**



This bar spans 49m<sup>2</sup>, equipped with a large serving area and a small stage perfect for live music. The terrace is 20m<sup>2</sup> and offers stunning views of the harbour, La Gomera and sunsets. Monthly rent: 1,500€.

Ref.: 2793

Price: 39,000€

## Large Freehold Commercial Space



With this freehold you get 512m<sup>2</sup> with a flexible layout: potential to divide into two separate units. Whether you plan to open a gym, shop, office, or salon, this commercial space is move-in ready and fully wheelchair accessible.

Ref.: 2829

Price: 650,000€

## Freehold Pub in Los Cristianos



This busy freehold pub in Los Cristianos offers stunning sea views from the terrace and windows, space for 100 guests, live entertainment and moreover a studio apartment. Successful today and still option to grow.

Ref.: 2831

Price: 750,000€

## Sports Bar in Los Cristianos



This bar in Los Cristianos has a great reputation and is especially popular among British residents and tourists. It was recently refurbished, is located centrally in the town and can be taken over without any changes. Monthly rent: 1,091€

Ref.: 2819

Price: 49,000€

## Bar Restaurant in Los Cristianos



This bar-restaurant is 60m<sup>2</sup> with a spacious terrace. In total, the premises can accommodate 35 people and is in a commercial center. It is open from early morning to late evening with many regular guests. Monthly rent is: 1,300€

Ref.: 2766

Price: 65,000€

## Busy and Successful Cafe



This café in San Eugenio was completely refurbished to a high standard in 2020 and accommodates up to 38 guests. It has been a success from day 1 and is perfect if you are looking for a finished concept that works.

Ref.: 2821

Price: 100,000€

## Bar with Stunning Sea Views



This bar has a prime location in Los Cristianos overlooking Play las Vistas. The bar was fully refurbished in 2020, it measures about 60m<sup>2</sup> plus a cozy terrace with stunning views of the beach and sea. Monthly rent: 1,700€

Ref.: 2812

Price: 75,000€

## Italian Bar & Restaurant

**NEW**



Located in a busy commercial center in Los Cristianos for more than 8 years this place has many fixed clients. It is small but busy all week, run by the owner and 2 employees. Perfect if you specialise in the Italian kitchen.

Ref.: 2834

Price: 45,000€

## Freehold in Puerto Colon

**REDUCED**



This freehold local is 92m<sup>2</sup> and offers a large open office area, a meeting room, a directors office, a toilet, a storage and a kitchen. It was fully refurbished in 2019 and is perfect as office, shop or a beauty salon.

Ref.: 2477

Price: 135,000€

## Bar & Bistro in Las Americas

**REDUCED**



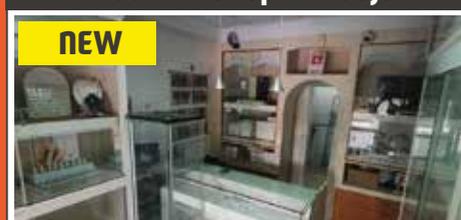
You find this bar facing a busy street in Las Americas and surrounded by large hotels and complexes. The whole premises are 65m<sup>2</sup> inside with a terrace of 60m<sup>2</sup> and newly refurbished to high standards. Monthly rent: 1,900€

Ref.: 2811

Price: 30,000€

## Freehold Shop in Adeje

**NEW**



This freehold is a fully equipped jewellery shop with an alarm system, security cameras, and an armored door. It occupies a 28m<sup>2</sup> space and faces a busy street, ensuring high foot traffic and excellent visibility.

Ref.: 2824

Price: 160,000€

## Grill Restaurant in Las Americas

**REDUCED**



This popular grill and steak restaurant is in the middle of Las Americas. It is spacious 260m<sup>2</sup> and accommodates more than 100 guests. It is a turn-key opportunity for the right couple or investor. The monthly rent is: 10,000€

Ref.: 2762

Price: 150,000€

## Freehold Investment Opportunity

**REDUCED**



This freehold of 135m<sup>2</sup> in Puerto Santiago is just minutes from the frontline. It is located in a complex and commercial centre. It can be used commercially or even converted into 1 or 2 residential properties.

Ref.: 2825

Price: 225,000€

## Electric Scooter Business



This busy business includes 2 shops in the South and offers rental, sales and repair of high-brand electric scooters which they have a sales exclusivity agreement on. The monthly rent of the shops is 1,390€ altogether.

Ref.: 2832

Price: 150,000€

## Thriving Boat Rental Business



This business in Puerto Colon rents out self-operated boats so the clients can enjoy a private day at the ocean. Each boat accommodates up to 6 passengers and can be sailed without a license. Monthly rent: 1,050€

Ref.: 2792

Price: 175,000€

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we are here too

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English, Spanish, Italian, Dutch, German, French, Danish

