
Cap d’Antibes from above · IGN BD ORTHO
No property is marked in a sample

VERA

NEGOTIATION BRIEF · SAMPLE · NB-SAMPLE-20260928

VERA NEGOTIATION BRIEF · INCLUDED IN THE VALUATION BRIEF

Five numbers for the negotiation

Cap d’Antibes · a villa publicly marketed at €4,500,000 · address withheld

43°33′ N · 7°07′ E

Peninsula centroid, rounded

REFERENCE	PREPARED	RECORD AS READ	STATUS
NB-SAMPLE-20260928	28 Sep 2026 · 17:35 CEST	28 Sep 2026	Sample · not for reliance

VOR Media Technologies · 470 Promenade des Anglais · 06200 Nice · France · brief@vorapi.com

01 THE FIVE NUMBERS

Where to open, what to defend, when to walk

The negotiation, to scale

The moves, in order

Built to the structure of the International Valuation Standards and set against the asking price.

1. **Open at €2,956,000.**
2. **Defend €3,192,000 – €3,463,000.** This is the range the evidence supports.
3. **The centre is €3,326,000.**
4. **Walk away above €3,589,000.**
5. The asking price, €4,500,000, is the seller's. It sits €910,792 clear of the walk-away.

Between the walk-away and the asking price: **€910,792** of premium the evidence does not support.

THE EVIDENCE BEHIND THE NUMBERS

RECORDED SALES	METHODS	SIMULATIONS	RANGE	ASKING RATE
194	6	1,000,000	Middle 50%	+63%
on the peninsula, 2021–2025	run separately, weighted	area, condition, method error	of simulated outcomes	over the local rate

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The moves, with a number on each.

ABOUT THIS BRIEF

Five numbers that define the negotiation – where to open, the range to defend and the price above which to walk away – built to the structure of the International Valuation Standards.

Included in the Valuation Brief.

SOURCES

Case study: the VERA engine run published on veraapi.co – central value €3,326,000.

Conveyances: Demandes de Valeurs Foncières, DGFiP, 2021–2025, Etalab geolocated edition, read 28 Sep 2026.

HOW TO VERIFY

Every figure traces to a public register named on this page; a delivered Brief lists each source line.

Your notaire – the title, the ownership and what binds the land.

Your insurer – the cover, from the rebuild value, not the price.

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