

LORENZA VON STEIN

REAL ESTATE BY ANGELA KLEIBER

By Force One Monaco



Since twenty years, Angela Kleiber has been a reference in the Principality of Monaco in the luxury real estate business on the French Riviera. She explains why this market is so peculiar and how her personal touch makes the difference, while dealing with clients looking for exclusive properties.

F.1.M. : *Tell us about your agency...*

A.K. : It has always been clear to me that the distinctive element of an important real estate agency is the level of service you provide. When you deal with extremely demanding clients, every detail is important: multilingual employees, discreet yet hospitable environment to welcome the customers, support in all the aspects of administration, legality, and logistics. At Lorenza von Stein we take care of everything, and more.

This standard has to be consistent, whenever you sell a luxurious villa or a small apartment. It must be in the DNA of every person who works here, starting with myself. I'm not that kind of owner that you never see; I always do my best to follow personally and directly with each client: it takes passion and involvement.

F.1.M. : *Monaco's real estate market is different from the rest of the world. Could you please explain...*

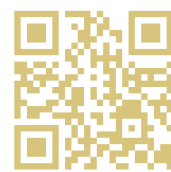
A.K. : Firstly, the prices: they are extremely high. The clientele is quite demanding: people living here are successful, and are used to receiving a high level of information. Moreover, there are a limited number of apartments on the market. By the way, we also handle offices and shops.

F.1.M. : *Considering the big changes that will be brought by all the renovating works in the Casino Square, etc, how will the market be influenced ?*

A.K. : I don't have a personal opinion about these works, but it is sure that having so much noise for several years won't be easy. But we see that there is, however an increase of the requests from foreigners to live in Monaco. In my opinion, this happens because the Principality has become, more and more, simply the best place to live!



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In a luxurious residence at the entrance of the Principality and overlooking the Larvotto beaches, a three-bedroom apartment on a high floor, with a beautiful view overlooking the sea.

It consists of an entrance hall with built-in closet, a large living room, a fully separate equipped kitchen, three bedrooms with closets, two bathrooms, a guest toilet, a large terrace that circle around the apartment.

The apartment is sold with a cellar and a parking space in the basement.

This elegant and secure residence has a swimming pool and a landscaped garden.

Price: 8.500.000 €

Lorenza von Stein
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