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Dear friend,

In recent years we have been made to think a great deal, particularly about our colleagues in the profession, in which nobody knew what was happening and the greatest uncertainty was whether we would ever be as attractive as we were before.

I was fortunate enough to spend a few years working in my profession in Germany, thinking that perhaps I could learn something from the "mighty" Germans, and I even considered moving permanently to do business there.

I soon realised this would not be the best decision, since I would leave behind me a country with huge potential and a promising future. Many of you will think I'm out of touch with reality, but those of you who believe this will have a hard time convincing me otherwise: I have complete faith in Spain and I will do my bit to change the situation of recent years.

Spain's future depends primarily on the business fabric, in which the big challenges ahead make great teams essential.

Today I would like to introduce the GERMANIA IBÉRICA business group, which I have the pleasure of managing. In this big challenge I have been fortunate enough to have a team of professionals who have got behind the cause without hesitation. I place this great group at your disposal so that everyone in the industry has company they can turn to that understands the needs of the sector.

I invite you to visit GERMANIA IBÉRICA, where you will see the influence of these two great countries.

Finally ... A new way of working.

Oliver Lange





Our property development department is run under the name of IBERLIVING SL, which specialises in urban planning and land management.

Our group of companies has undertaken many property development projects in recent years, spanning the region from the Axarquía to the edge of the province of Cadiz, and also including projects in the city of Berlin.

We are currently working on a project of 59 homes in Benalmadena (Malaga), which is the result of the joint efforts of the owners, financial institution and Germania Iberica Estates SL.

The tandem of Germania Iberica Estates and Iberliving allows us to carry out even the most challenging building development projects, which can be seen in our track record: several financial institutions signed agreements to have our group develop plots of land that initially seemed challenging but which ultimately proved to be a resounding success for all those involved.



At GERMANIA IBERICA BUILDING AND RESTORATION, we are committed to making your project a success.

Our experienced and dynamic team aims to give you peace of mind and will help you every step of the way.

Whether you want to undertake a building project or restore an existing property, our commitment will remain the same, to help you until the job is done.

Our offices in Malaga, Madrid and La Coruña are strategically located to meet the needs of the Spanish market, while our offices in Germany are located in Frankfurt and Berlin. With over 30 years of experience in Spain and Germany, we are keenly aware of what our clients need and demand, which is why our highly qualified personnel is on hand and ready to undertake any type of project, from a simple restoration to the most demanding building projects.

LET'S TALK ABOUT YOUR PROJECT...



Experience,
professionalism and
a proven reputation
of over 30 years.



Germania Iberica Estates is an estate agency specialising in large developments in the Costa del Sol area.

Since our founding in 1995, hundreds of professionals, banks and customers have trusted in our team to sell their homes and properties.

Part of our success stems from our network of partner agencies, located both in Spain and abroad, whom we have worked with closely over the years and developed excellent business ties.

We offer comprehensive services to developers and bankers to help sell their products, paying close attention to every essential detail that will lead to a successful sale in the shortest amount of time possible.

We carry out all of the necessary tasks and bureaucratic processes to achieve the sale, including the following:

- Promoting the sales of building developments, with a sales agreement.
- Coordinating operations between the developer, financial institution and end client.
- Sales plans.
- Viability studies.
- Pricing strategies.
- Display and exposure of the real estate product to the most important real estate markets in Europe.
- Optimizing corporate image.
- Specialised staff for every building development.
- Personalised attention in several different languages.
- Sales offices open seven days a week.
- Equipping and furnishing pilot property.
- Legal and administrative management and coordination of document signing.
- Key delivery and home reception.
- Post-sale services.
- Rental and resale services.



Oliver Lange / General Manager

Our general manager Oliver Lange is a graduate in international marketing with extensive experience in the real-estate industry. He is fluent in Spanish, English and German.

In 1995 he opened the first estate agency in the city of Malaga, where he developed and sold a large number of homes and shopping centres on the coast of the Malaga province.

In 2002 he had the foresight to expand with a branch in Berlin, a great success in terms of sales of both homes and blocks, advising on investment funds and renovations for later sale. It is during this stage of his career that he began to plan his return to Spain to offer collaborators and partners old and new a business group specialising in the real-estate industry.

An expert in residential development and promotion as well as construction, in 2009 he decided to create the Germania Ibérica Group, which currently has three companies that cover all of the industry's needs.



J. César Herrero / Member of the Board of Directors of the Germania Ibérica Group

Joining as an associate of the Germania Ibérica Group in 2012, José César Herrero played a key role for the group both in its definitive consolidation and in the launch of new projects.

From 2003 to 2012 his impressive career saw him managing a leading hotel on the Costa del Sol and from 1999 to 2002 he was the Consum Supermarket (Eroski) Director of Expansion and Development for Andalusia, Ceuta and Melilla.

In his role as a corporate representative he has held executive positions in various associations such as the AEHCOS executive board, the Andalusian Regional Government Advisory Board for Axarquía, CEDER Serranía de Ronda, CEDER Axarquía, the Malaga Fisheries Development Group, APTA Axarquía, etc.

During a career that has spanned 30 years he also worked at the University of Malaga as a lecturer on the Master's in Tourism Marketing course, acted as an online marketing consultant, participated in various projects as an entrepreneur, etc.



Juan Lumbreras Krauel / Member of the Board of Directors of Iberian Germania Group

Juan Lumbreras Krauel brings the experience and credibility that every business group needs in its structure in order to push forward firmly and securely.

During his long career he has been closely involved in construction, residential development and the real-estate world in general.

As a developer, he has led numerous building and urban development projects in Malaga, Ceuta and Melilla. He has developed around a thousand homes.

In sales, he has been involved in estate agencies since 1993, managing important property portfolios such as those of Banco Hipotecario and Banesto.

He has also been a partner in various construction companies, undertaking sizeable projects primarily in the province of Malaga.

With an academic background in economics, during his long career, among other complementary activities, he was manager of the Malaga Architects Association from 1980 to 1993.



Alba Jiménez / Administration and Sales Manager

Involved in the Germania Ibérica Group since its inception, Alba Jiménez holds a Diploma in Tourism and a Master's in Land Management from the University of Granada.

Her professional career began in 2005 when she joined the sales team of the El Fuerte Group hotel chain. She then joined the group's real-estate development, sales and marketing department, in which her main project was in Torrox Costa.

In 2009 she decided to expand her horizons and moved to London, where she continued her professional career in a market research company operating across Europe.

Since joining the Germania Ibérica Group she has been managing sales for Germania Ibérica Estates S.L., the group's estate agency, coordinating wholesale, formal signings, delivery of homes to end clients and the after-sales service.



Amaya de Lorenzo / Manager of the Obras y Rehabilitaciones Germania Ibérica Production Dept.

Combining youth, training and experience, Amaya de Lorenzo plays a key role in our structure. She is a civil engineer with a first-class degree. She was awarded the Uralita Civil Engineering Award in 2004 and received first prize in her year for her dissertation piece, granted by the A Coruña Civil Engineering Faculty.

She has also undertaken extensive additional training in the form of specialised construction courses.

Professionally she also has an outstanding résumé, joining an important Spanish construction firm as project manager for the Madrid region.

Her abilities did not go unnoticed by the senior management of the construction company and in less than two years she was promoted to group leader for the central region and within a few months she was in charge of the area, managing an extremely important portfolio of private and public clients.

She held this position for four years until, in 2011, she decided to take on new challenges, joining several innovative projects in Madrid and the Germania Ibérica Group.



Susana Alonso / Associate and Head of the Obras y Rehabilitaciones Germania Ibérica Administration Dept.

With all the expertise required for her roles in our structure thanks to her professional experience and training, Susana Amador holds a Degree in Business and Economics specialising in Finance from the University of A Coruña and a MBA from the Caixanova Business School in Vigo, along with extensive additional specialised training.

Professionally she honed her skills in senior positions in various prestigious organisations within the country.

In addition to her responsibilities in our team, she is a financial advisor at BILBAO VIDA GESTORES FINANCIEROS, part of the Catalana Occidente Group in A Coruña, and has worked as director of the finance, economics and HR departments of an important Spanish construction firm, head of the planning and market control department at TELEFONICA MÓVILES ESPAÑA, S.A. for the north-east region and Spain and Portugal representative for telephone and communications department of SAN LUIS, part of the GADISA Group.