How to recognise good asset management in a workout

Not every asset manager is suited to a workout case. These eight criteria help when selecting one and when insisting on quality.

By Ronny Sager, Managing Director of Balandra Wohnservice GmbH and Balandra Verwaltungs GmbH · As of October 2026

	GOOD WORKOUT MANAGEMENT	WARNING SIGN
☐	✓ Asset management leads property and facility management under one roof	× External service providers with no direct control
☐	✓ A dedicated strategy and business plan for each property	× Standard processes with no dedicated strategy
☐	✓ Physical presence on site	× Remote management without regular inspections
☐	✓ Targeted levers and quickly visible improvements	× Measures without focus or measurable impact
☐	✓ Vacancy is actively managed by asset management	× Vacancy is administered passively
☐	✓ Investment prioritised by impact, energy obligations met with a sense of proportion	× Investment from a standard list rather than by impact
☐	✓ Regular reporting to banking standards	× Irregular reports that are hard to follow
☐	✓ Factor in the question of disposal from the outset	× Reactive action only when it comes to the sale

Tick what your asset manager already does today.

Why it matters

When residential property falls into distress, several things usually come together: there is no active strategy for the individual property, property management and facility management have too little operational depth, and the reports do not make early warning signs visible.

The good news: this is exactly where good asset management comes in. The most effective lever often lies in operational intervention on site, not in the location of the property.

Tip: go and see for yourself

Visit two or three of your properties and look out for small things: doorbell panels, tidiness and cleanliness, bulky waste and litter in the green spaces, letterboxes, the stairwell and the paths to the building. Do you get the feeling that someone is looking after things? Afterwards, ask your asset manager about exactly these details. You will quickly see whether they really know their properties. Good work shows in detailed knowledge of the properties, not in reports.

Balandra Asset Management GmbH
Sickingenstraße 70 · 10553 Berlin · Germany

Talk to us, in confidence.
info@balandra.de · www.balandra.de