

Management + Leasing Automation Blueprint

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1) Management Division — What to Automate

- Project prioritization engine (ROI, risk, deadline, capacity).
- Approval routing for budget, change orders, and phase gates.
- Cross-division dependency tracking with SLA timers.
- Executive decision queue generated daily from all blockers.
- KPI anomaly alerts for cost drift, schedule slip, and quality variance.
- Resource balancing by line, crew, and workload forecast.

2) Leasing Division — What to Automate

- Lead intake and auto-routing by property fit score.
- Pipeline stage automation: lead → tour → app → approval → signed.
- Follow-up sequences (SMS/email/call task automation).
- Document completeness checks before application review.
- Lease generation and e-sign trigger after approval.
- Renewal and retention workflows with risk scoring.

3) Shared Automation Between Management and Leasing

- Unit readiness updates from Management auto-sync to Leasing availability.
- Leasing velocity drop triggers Management action request.
- Move-in dates auto-adjust when construction or close dates shift.
- Unified forecast for occupancy, revenue, and delivery risk.

4) Dashboard Widgets (High-Impact)

- Today's critical decisions, pending approvals >24h, SLA misses by owner.
- Lead velocity, tour-to-lease conversion, occupancy forecast, margin-at-risk.
- Ready units vs promised move-ins, and delay root-cause panel.

5) 30/60/90 Day Rollout

- 30 days: approval workflows, SLA reminders, daily decision digest.
- 60 days: KPI anomaly alerts, lead pipeline automation, cross-trigger routing.
- 90 days: predictive risk model, capacity simulation, executive forecasting.