



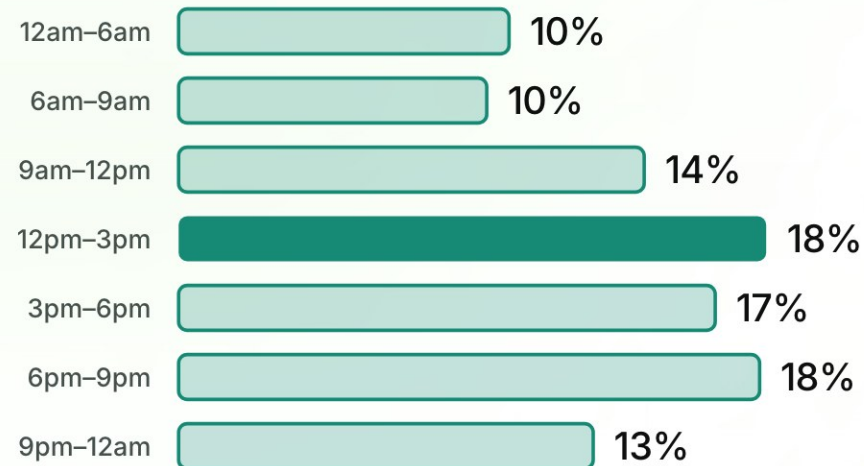
• KARYA TENANT CAMPAIGN · LEADFINS · OCTOBER 2026

When Meta leads come in

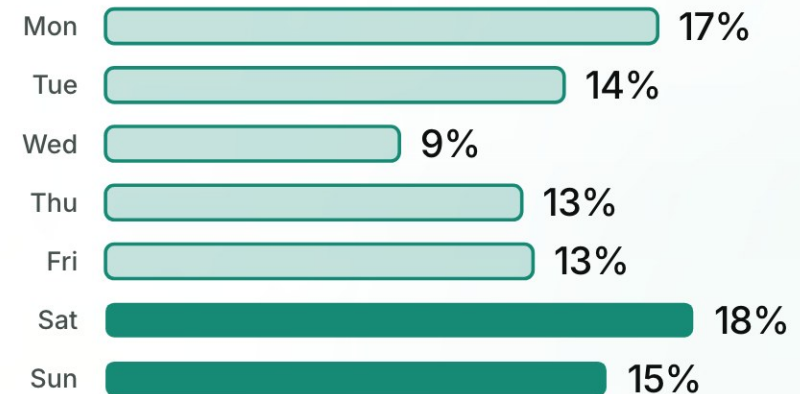
September Meta leads · 8 properties · each property's local time · Karya CRM pulled October 13

Most leads arrive when no one is texting back

Share of leads by time of day



Share of leads by day



65%

of **1,454** leads arrive outside weekday **8am-6pm**, and wait a median **11.5 h** for a first message.

1.0 h

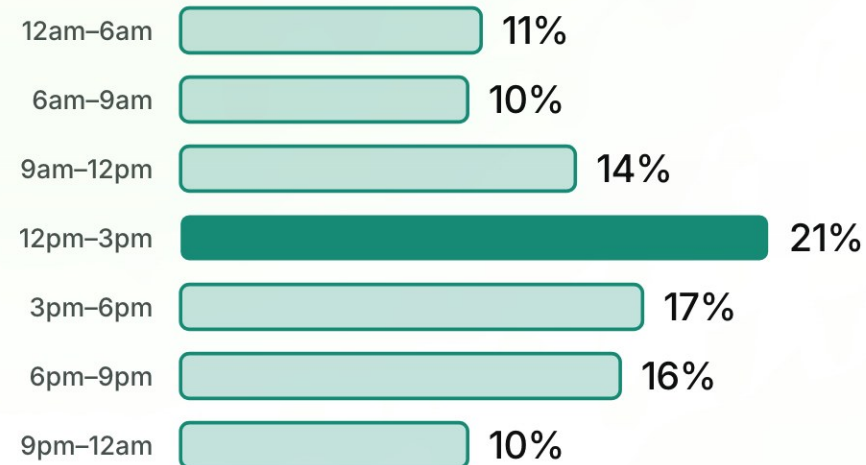
Median wait for leads arriving on a weekday, **8am-6pm**.

12.5 h

Median wait for weekend leads, which are **34%** of all leads.

Tolleson

Share of leads by time of day · Arizona time



615 leads. Busiest window: 12pm-3pm.

58%

of leads arrive outside weekday 8am-6pm. They wait 11.6 h for a first message.

32%

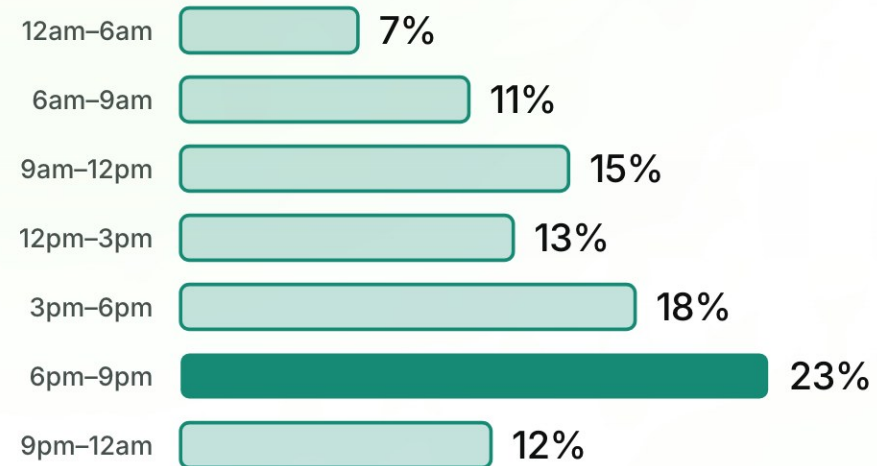
arrive on a weekend. They wait 13.5 h.

15.8 h

Median wait for leads arriving on a weekday, 8am-6pm.

Legend

Share of leads by time of day · Indiana time



229 leads. Busiest window: 6pm-9pm.

69%

of leads arrive outside weekday 8am-6pm. They wait 15.5 h for a first message.

40%

arrive on a weekend. They wait 37.3 h.

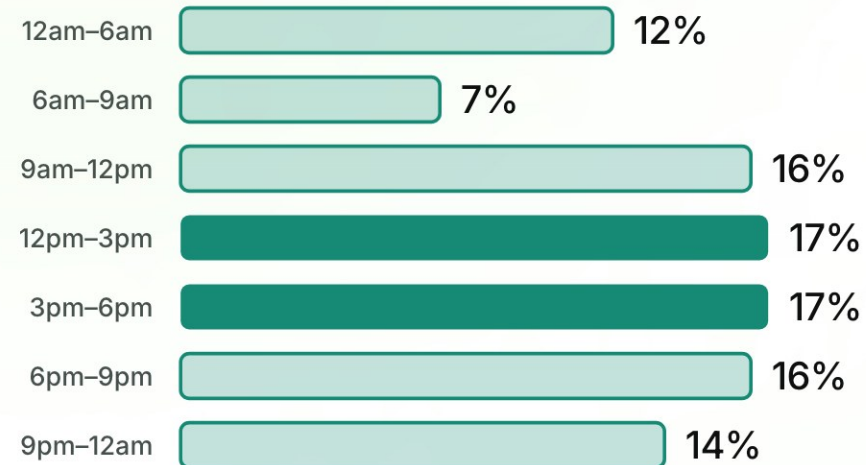
1.5 h

Median wait for leads arriving on a weekday, 8am-6pm.



La Primavera

Share of leads by time of day · Texas time



202 leads. Busiest window: 12pm-3pm.

66%

of leads arrive outside weekday 8am-6pm. They wait 9.7 h for a first message.

31%

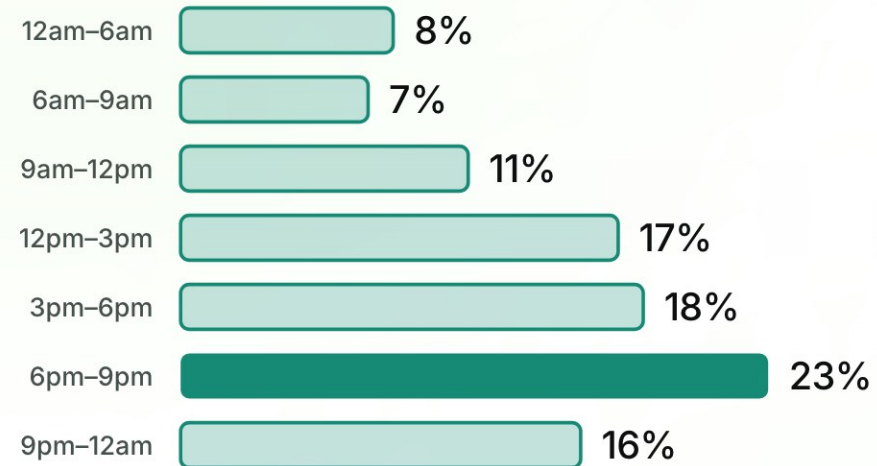
arrive on a weekend. They wait 2.8 h.

0.4 h

Median wait for leads arriving on a weekday, 8am-6pm.

Palace

Share of leads by time of day · Texas time



206 leads. Busiest window: 6pm-9pm.

71%

of leads arrive outside weekday 8am-6pm. They wait 13.2 h for a first message.

33%

arrive on a weekend. They wait 15.7 h.

1.8 h

Median wait for leads arriving on a weekday, 8am-6pm.



Lakeside

101 of 115

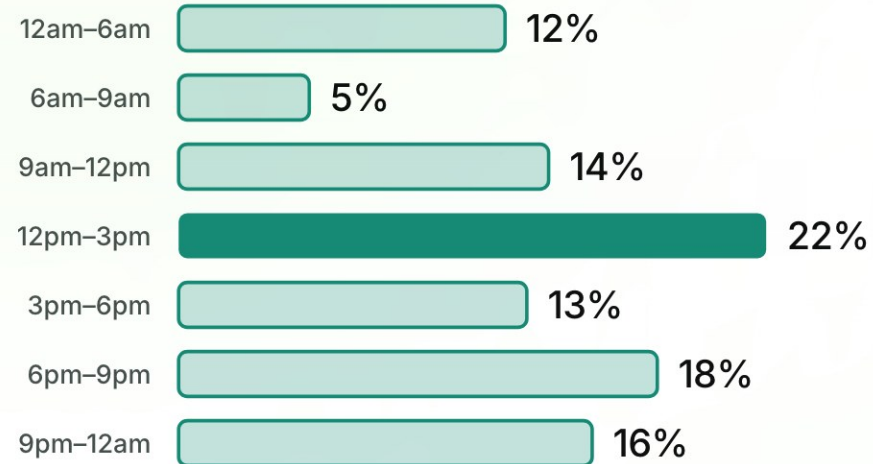
Lakeside Meta leads entered the CRM in batch imports (28 on Sep 15, 19 on Sep 16, 55 on Sep 25), not when the form was filled.

Can't read

So the CRM can't show when Lakeside leads come in. Meta's own lead export would.

Res. McDowell

Share of leads by time of day · Arizona time



122 leads. Busiest window: 12pm-3pm.

72%

of leads arrive outside weekday 8am-6pm. They wait 8.8 h for a first message.

37%

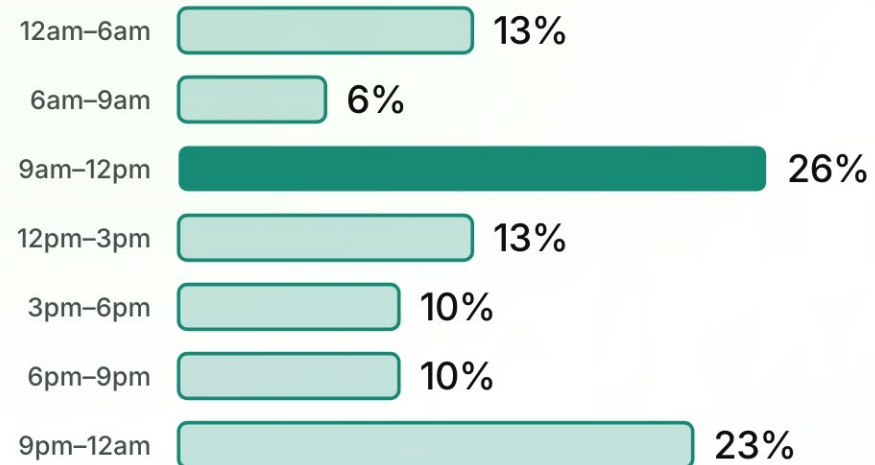
arrive on a weekend. They wait 2.2 h.

0.4 h

Median wait for leads arriving on a weekday, 8am-6pm.

Eden Pointe

Share of leads by time of day · Texas time



31 leads. Busiest window: 9am-12pm.

74%

of leads arrive outside weekday 8am-6pm. They wait 7.7 h for a first message.

39%

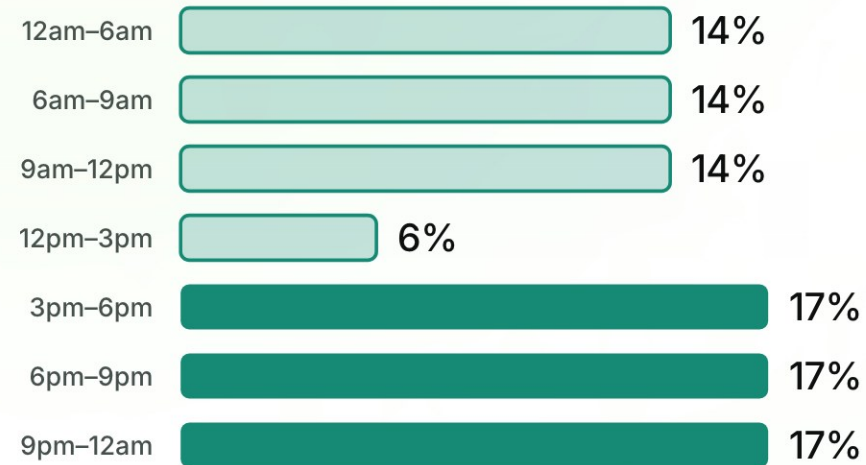
arrive on a weekend. They wait 0.4 h.

0.4 h

Median wait for leads arriving on a weekday, 8am-6pm.

Bay Oaks

Share of leads by time of day · Texas time



35 leads. Busiest window: 3pm–6pm.

77%

of leads arrive outside weekday 8am–6pm. They wait 7.5 h for a first message.

34%

arrive on a weekend. They wait 2.3 h.

0.4 h

Median wait for leads arriving on a weekday, 8am–6pm.

All properties side by side

Property	Leads	12am–6am	6am–9am	9am–12pm	12pm–3pm	3pm–6pm	6pm–9pm	9pm–12am	Outside office hours	Median wait
Tolleson	615	11%	10%	14%	21%	17%	16%	10%	58%	11.9 h
Legend	229	7%	11%	15%	13%	18%	23%	12%	69%	13.2 h
La Primavera	202	12%	7%	16%	17%	17%	16%	14%	66%	6.1 h
Palace	206	8%	7%	11%	17%	18%	23%	16%	71%	12.3 h
Lakeside (batch imports)	14	–	–	–	–	–	–	–	–	–
Res. McDowell	122	12%	5%	14%	22%	13%	18%	16%	72%	3.9 h
Eden Pointe	31	13%	6%	26%	13%	10%	10%	23%	74%	6.6 h
Bay Oaks	35	14%	14%	14%	6%	17%	17%	17%	77%	7.3 h
All	1,454	10%	10%	14%	18%	17%	18%	13%	65%	10.7 h

Local time at each property. Office hours = weekday 8am–6pm. Wait = form to first text, call, email or chat in the CRM; Client Harbor's AI calls are not logged there. Leads that entered the CRM in a batch import are excluded (Tolleson 23, La Primavera 7, Lakeside 102).



What this means

Instant reply

An automatic text and AI call at the moment of the form, every day of the week.

Evening cover

Someone replying until 9pm, when about 1 in 6 leads arrive.

Weekends

A weekend owner for replies, since weekends bring 34% of leads.

Most leads arrive outside office hours, so the first reply has to come from automation, then a person the next morning.