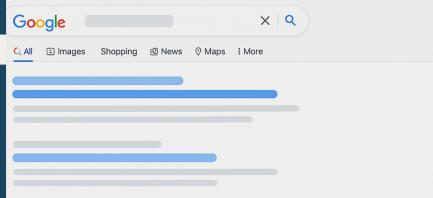


From Third-Party Dependence to Digital Independence

The Corporate ILS as the New Multifamily Frontier

Presentation Team:

Martin Canchola, Co-Founder/CSO of ApartmentSEO.com
Kelli Turner, Marketing Director of AnchorPacifica.com
Justin Godwin, Sr. Director of Marketing/Communications of CushWake.com



DIGITAL REAL ESTATE GRAB IN THE MULTIFAMILY INDUSTRY

for those who can create their own Corp ILS strategy and join the race to claim their top spot





The Corporate ILS

- **SEO Control**
- Organic/Paid Lead Generation
- **Better Brand Identity**
- Greater Flexibility and Customization





What We Can Learn from ILS Platforms?



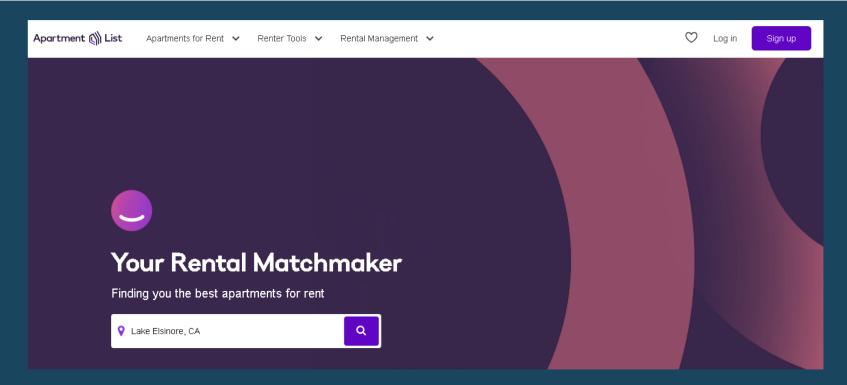


Apartments.com - Category Killer



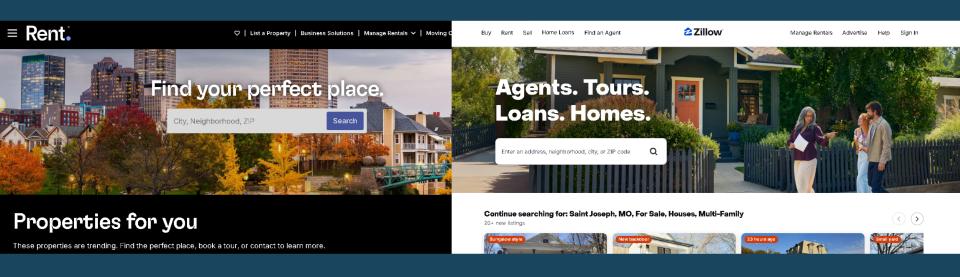


ApartmentList.com - Personalized Search & EDU Backlinks





Rent.com + Zillow.com - Stronger Together



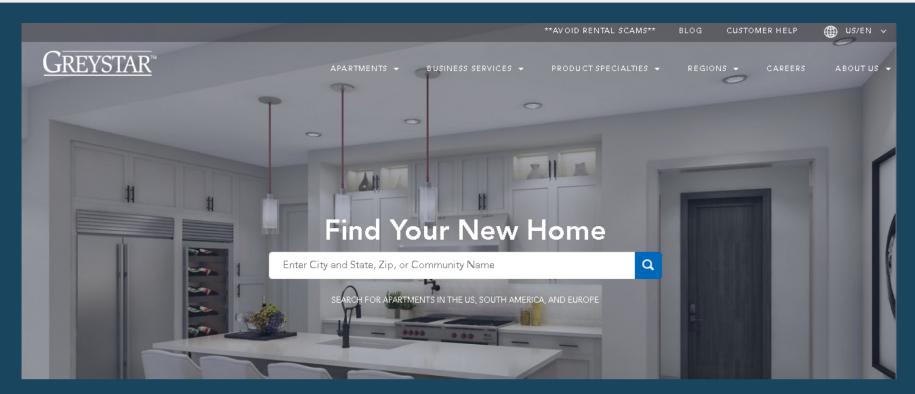


What We Can Learn from Property Management Companies?





aimconf.com







APARTMENTS *

BUSINESS SERVICES .

PRODUCT SPECIALTIES .

REGIONS ▼

CAREERS

ABOUT US

Apartments / California

CALIFORNIA APARTMENT COMMUNITIES

Whether you're SoCal born and raised, a NorCal native or new to state entirely, you'll find California living at its finest in our Greystar apartments. Browse our diverse communities across The Golden State and discover a home as iconic and inspiring as the city in which you choose to reside.



Greater Sacramento



Inland Empire Metro



Los Angeles Metro





APARTMENTS ¥

BUSINESS SERVICES ¥

PRODUCT SPECIALTIES .

AVOID RENTAL SCAMS

REGIONS

CAREERS

QUSTOMER HELP

ABOUT US .

US/EN V

Apartments / California / Los Angeles Metro

APARTMENTS FOR RENT IN LOS ANGELES, CA

Welcome To The Los Angeles Metro Area: The Entertainment Capital Of The World!

This sprawling Southern California metropolis is home to glittering Hollywood, sun-soaked beaches, and a diverse tapestry of cultures. As the birthplace of the film industry and host to the first-ever Academy Awards in 1929, LA continues to shape global pop culture. Whether you're seeking apartment communities in the San Fernando Valley or exploring metropolitan neighborhoods like Echo
Park, the City of Angels offers something for everyone.

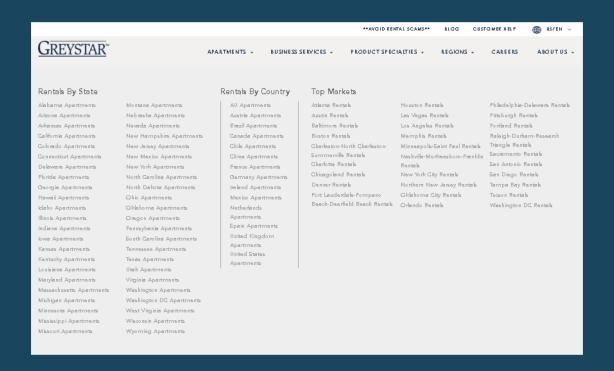
Diverse Neighborhoods

From the trendy apartments in East Hollywood to the luxurious residences of Beverly Grove, each neighborhood has a flavor uniquely its own. West LA boasts proximity to prestigious UCLA, while Downtown LA neighborhoods like Lincoln Heights and Little Tokyo are experiencing a revival with chic lofts and bustling nightlife. These areas are home to a rich cultural tapestry, allowing residents to explore global cuisine without having to stamp their passports.

Entertainment and Culture

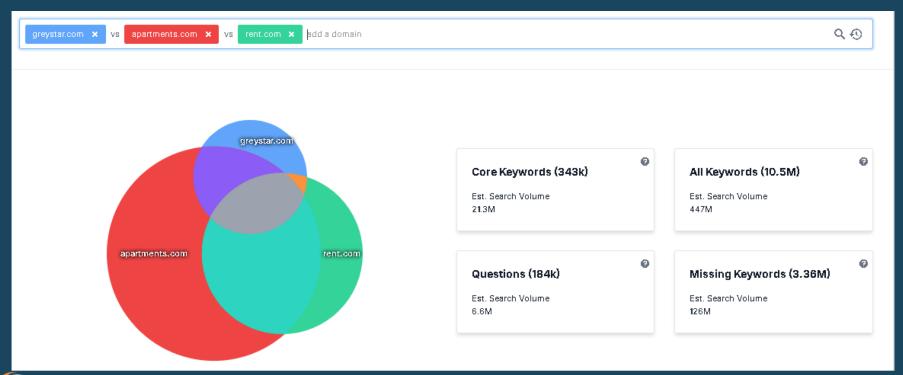
LA's entertainment scene is unparalleled. Catch a show at the iconic Hollywood Bowl, explore world-class museums like the Getty Center, or stroll along the Sunset Strip in West Hollywood. The city's culinary landscape is equally as impressive, featuring everything from food trucks to Michelin-starred restaurants.





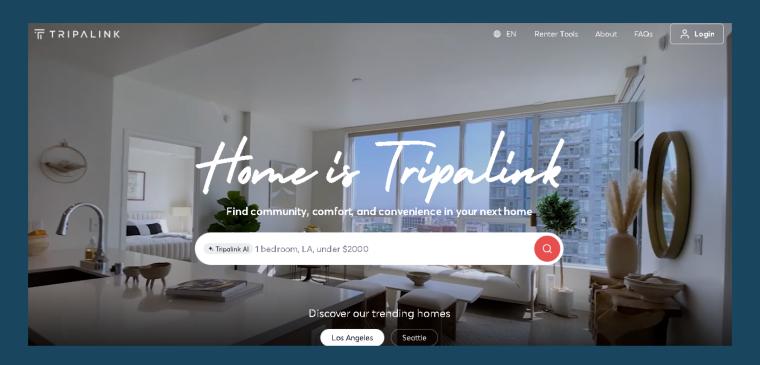


Greystar.com - Shared Organic Keywords



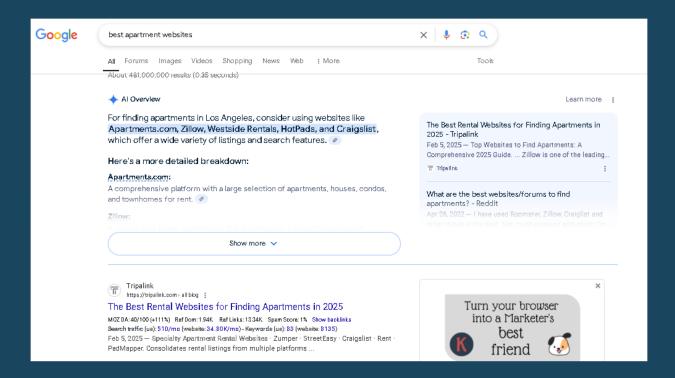


Tripalink.com





Tripalink - Google SERPs





Tripalink - Blog Strategy

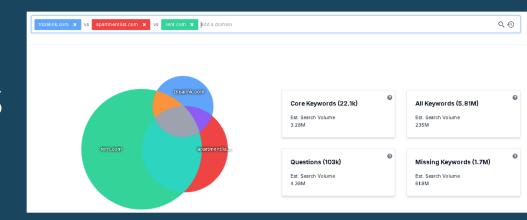




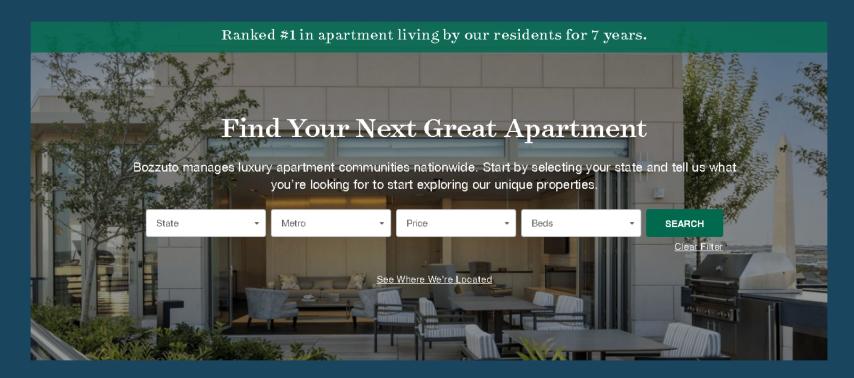
Tripalink.com - Shared Organic Keywords

Tripalink - Shared Organic Keywords

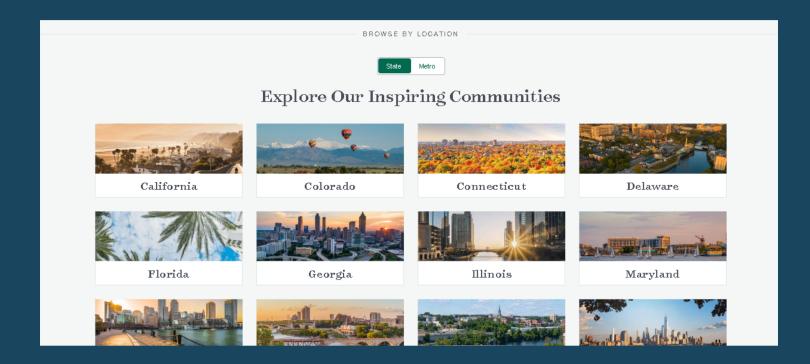
 Tripalink is a Major Contender Locally and Proves to Be a Major Resource for Co-Living and Off Campus Housing



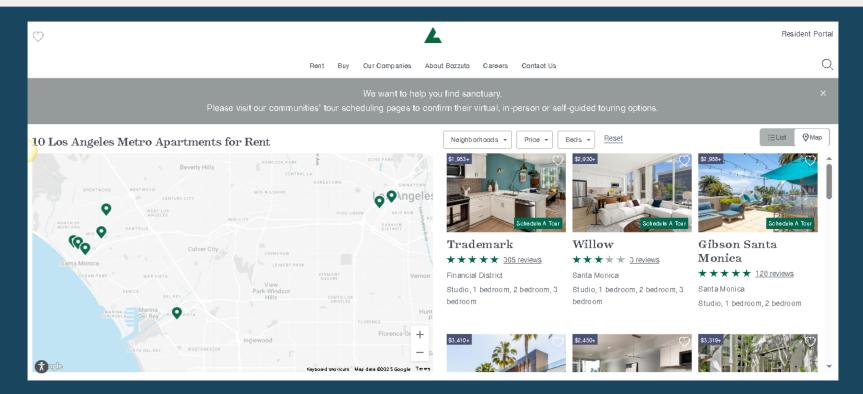




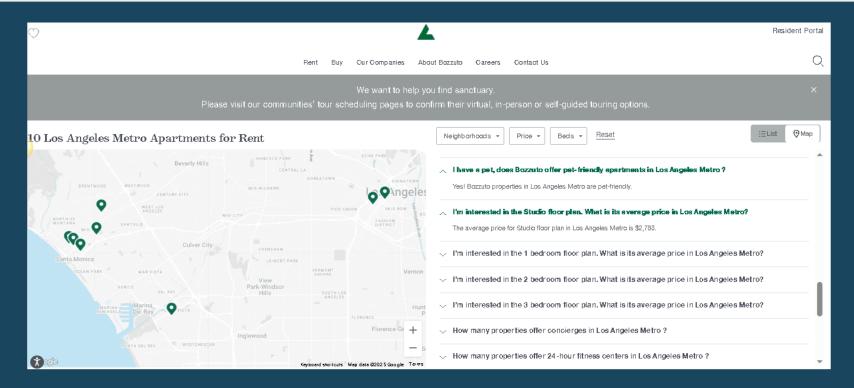






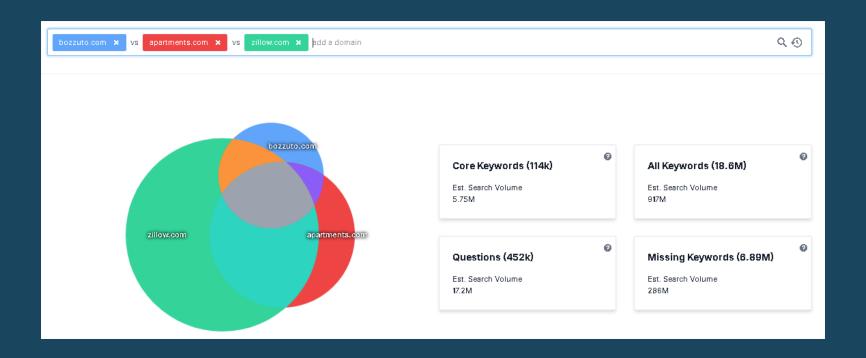








Bozzuto - Shared Organic Keywords





From Invisible to Indexable: Cushman & Wakefield's Story

A Case Study on Design, SEO & Scale





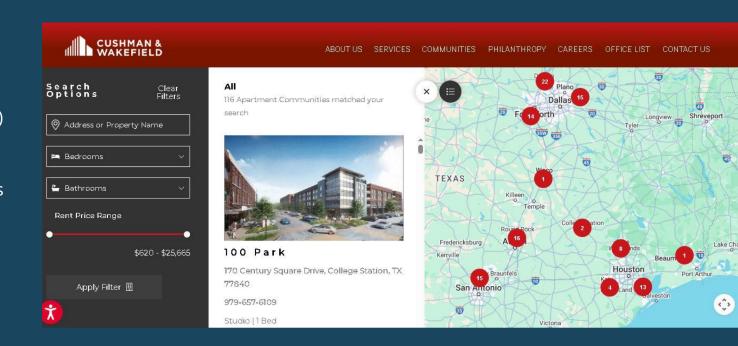


Justin Godwin, Sr. Director of Marketing/Communications of CushWake.com



The Problem - Why CushWakeLiving.com Was Invisible to Google

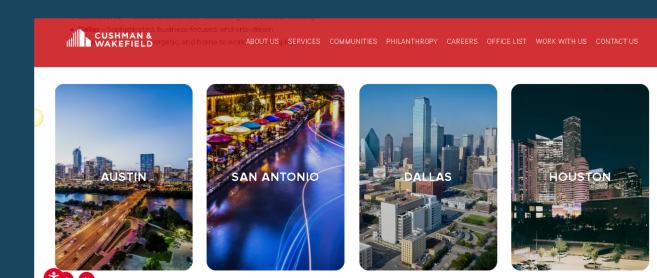
- No crawlable pages (state/city/property)
- Missed organic traffic opportunities
- Limited brand visibility in search





The Strategy - Building a Corporate ILS Strategy from the Ground Up

- Partnered with Razz
 Interactive + Apartment SEO
- Goal: Create indexable State and City pages
- Initial test: Focused on Texas metros (Dallas, Houston, Austin, San Antonio)





- Created SEO landing page templates for State + City
- Determined layout, URL structure, and internal links
- Collaboration across dev, design, SEO, and content
- Hero section Prominent visual element above the fold





Why Live in City/State
 Section



WHY LIVE IN TEXAS?

Living in Texas is like stepping into a vast, ever-changing canvas where the skies stretch endlessly, and the sunsets blaze with colors no artist could truly capture. The Lone Star State is a fusion of rugged cowboy spirit and modern innovation, where sprawling ranches meet towering cityscapes, and small-town diners serve up the best barbecue alongside five-star urban cuisine.



 Points of Interest (POIs) for Showcasing Local Expertise

WHAT MAKES TEXAS A GREAT PLACE TO LIVE?

Texas is a land of endless adventure, where history, culture, and natural beauty collide to create a truly unforgettable experience. From the bustling streets of Houston to the rolling hills of the Hill Country, the state offers a diverse range of attractions for every kind of traveler. Explore the rich history of The Alamo in San Antonio, marvel at the futuristic skyline of Dallas, or embrace the vibrant live music scene in Austin.











Why Choose Cushman
 & Wakefield Section w/
 Call to Action (CTA)



WHY CHOOSE CUSHMAN & WAKEFIELD?

At Cushman & Wakefield, we do more than just help people find homes—we create tallored real estate solutions for buyers, renters, and investors across Texas. Whether you're moving to the Lone Star State, searching for your dream home, or investing in Texas' thriving real estate market, our local expertise, exclusive listings, and personalized service make us the best choice.

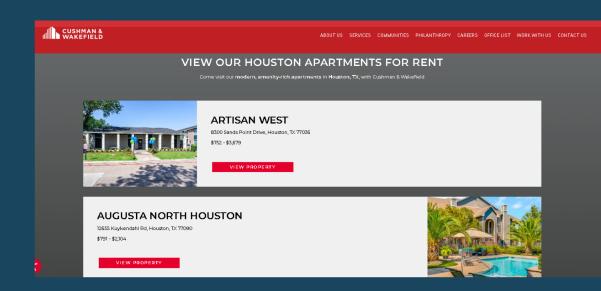
WHAT SETS US APART?

Cushman & Wakefield stands out as a leader in Texas real estate due to our deep market expertise, exclusive property access, and personalized approach.



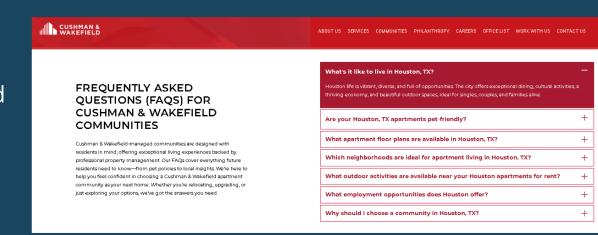
Content & Optimization - More Than Just Pages – We Built Experiences

- View Our Communities Section
- Automatically updated listings based on State/City
- Easily Manage a Large Amount of Communities with Minimal Manual Updates





- FAQs w/ Schema markup Section for More Context and Relevance
- Boost Placement in Al | Overviews and Instant Answers





Launch & Tracking - From QA to Live Rankings





Launch & Tracking - From QA to Live Rankings

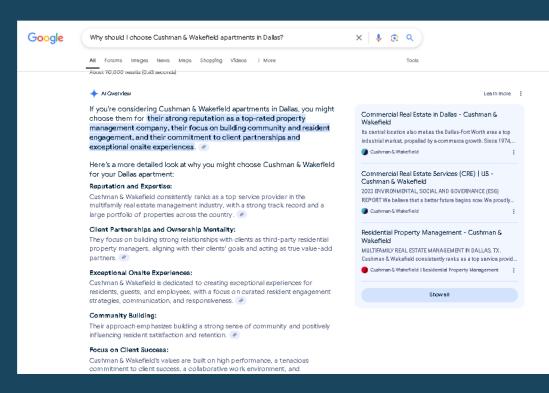
 Before and After Local Rankings for Local Brand Terms, Local Search Terms and FAQs

Keyword ~	Google Location ~	Organic Rank (Before) 03/19/2025 v	Organic Rank (After) 04/29/2025 v	Δ Overall ~
Are Cushman and Wakefield's ap	United States	Not in Results - (Organic)	1 - (Organic) 16 - (Organic)	1 New
What amenities can I expect from	United States	Not in Results - (Organic)	4 - (Organic) 9 - (Organic)	1 New
What sets Cushman & Wakefield	United States	Not in Results - (Organic)	<u>0 - (Featured Snippet)</u> <u>4 - (Organic)</u>	† New
How do I start renting an apartm	United States	Not in Results - (Organic)	<u>1 - (Organic)</u> <u>4 - (Organic)</u>	↑ New
Why should I choose Cushman &	United States	Not in Results - (Organic)	<u>1 - (Organic)</u> <u>3 - (Organic)</u>	† New
What outdoor activities are near	United States	Not in Results - (3-Pack)	3 - (Organic) 5 - (Organic)	↑ New
Why choose Cushman & Wakefid	United States	Not in Results - (Organic)	1 - (Organic) 4 - (Organic)	↑ New



Early Wins - Momentum in Motion

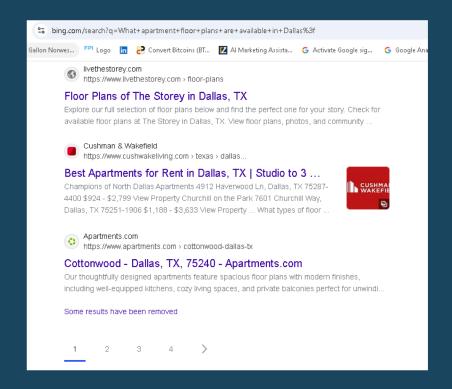
 Now Being Showcased for Local Branded Search Terms in Google Al Overviews





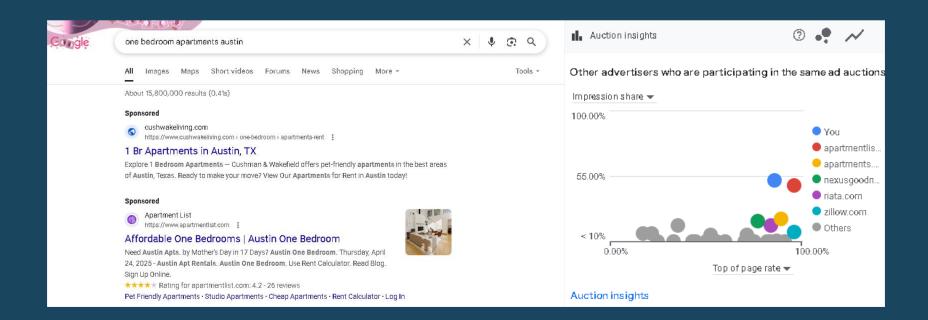
Early Wins - Momentum in Motion

 Gaining Local Organic Rankings in Bing for Long Tail Search Terms



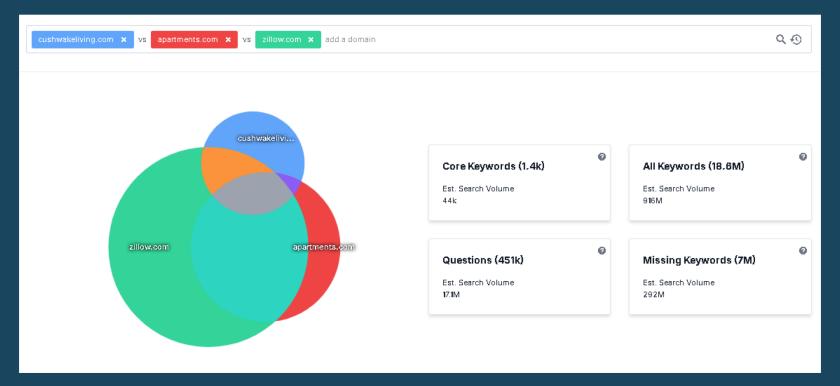


Early Wins - Momentum in Motion





CushWakeLiving.com - Shared Organic Keywords





Anchor Pacifica's Digital Makeover: From Outdated WordPress to Corporate ILS Dominance

A Case Study in Corporate Website Redesign, Search Visibility, and Future-Proofing







Kelli Turner, Marketing Director of AnchorPacifica.com

The Problem - The Limitations of an Outdated WordPress Setup

Click Here to See All Properties

- Outdated design and limited scalability
- No true Corporate ILS structure
- Missing SEO
 fundamentals for state,
 city, and property
 visibility





The Problem - The Limitations of an Outdated WordPress Setup

- Limited City Page/ Community Profile
 Visibility on Search Engines
- Needed More Schema Markup to Identify Community
- Needed Real Time
 Pricing and Availability
 for Floor Plans







The Solution - Brand New Corporate ILS Theme Design

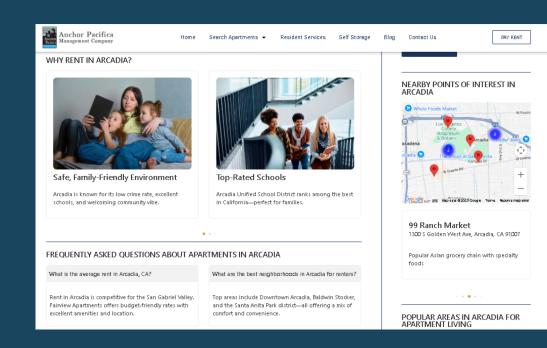
- Introduced a new, SEO-first
 Corporate ILS theme
- Focus: Better design, performance, functionality
- Built to support scalable organic growth + conversion-focused design





SEO Content & Schema Strategy - Smart Copy That Performs in Local & Al Search

- Created original content for:
 - o Blogs
 - Localized FAQs
 - o "Why Rent Here" lifestyle sections
- Applied schema markup:
 - FAQs
 - LocalBusiness
 - Article
- Designed to appear in Google AI Overviews
 + ChatGPT-style engines





Community Profiles - Turning Each Property into Its Own Digital Asset

- Each community profile optimized for:
 - Organic SEO (Local keywords, schema)
 - Paid landing pages (PPC-ready)
 - Local Google/Bing/ChatGPT search visibility





Live Rankings Add PS Anchor Pacifica Screenshot

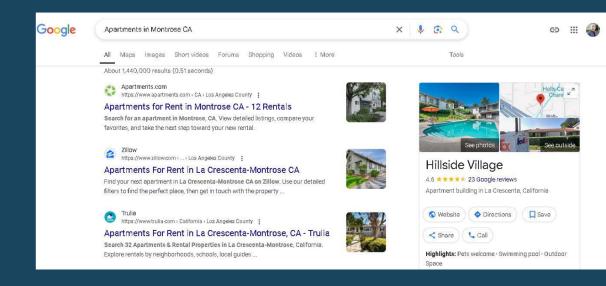
 Before and After Local Rankings for Local Brand Terms, Local Search Terms and FAQs

Keyword ~	Google Location ~	Organic Rank (Before) 11/01/2024 v	Organic Rank (After) 04/28/2025 v	Δ Overall ~
Van Nuys CA Apartments for Rer	United States	Not in Results - (3-Pack)	<u>17 - (Organic)</u>	1 New
Apartments for Rent in Arcadia C	United States	Not in Results - (Organic)	<u>21 - (Organic)</u>	1 New
Apartments for Rent in Glendora	United States	Not in Results - (3-Pack)	<u>16 - (Organic)</u>	1 New
Apartments for Rent in Los Feliz	United States	Not in Results - (3-Pack)	<u>72 - (Organic)</u>	1 New
Apartments in Montrose CA	United States	Not in Results - (3-Pack)	1 - (Knowledge Panel) 16 - (Organic)	↑ New
Montrose CA Apartments for Re	United States	Not in Results - (3-Pack)	<u>15 - (Organic)</u>	1 New
Apartments in Baldwin Park CA	United States	Not in Results - (3-Pack)	74 - (Organic)	↑ New
Baldwin Park CA Apartments for	United States	Not in Results - (3-Pack)	<u>58 - (Organic)</u>	1 New
Apartments in Sherman Oaks CA	United States	Not in Results - (3-Pack)	<u>37 - (Organic)</u>	† New



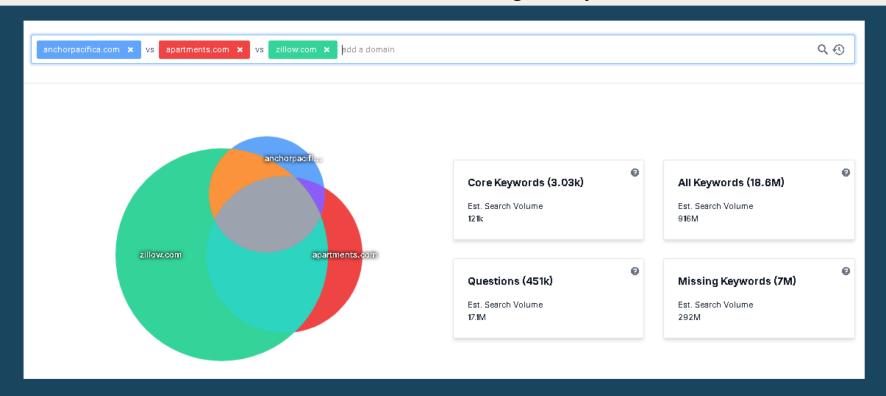
Search Engine Indexability - Now Fully Discoverable Across Google & Bing

- Before: minimal indexation
- Now: site architecture optimized for:
 - Search engine crawlers
 - Featured snippets
 - Google/Bing/ChatGPT





AnchorPacifica.com - Shared Organic Keywords





Strategic Implementation: Building Your Own Corporate ILS



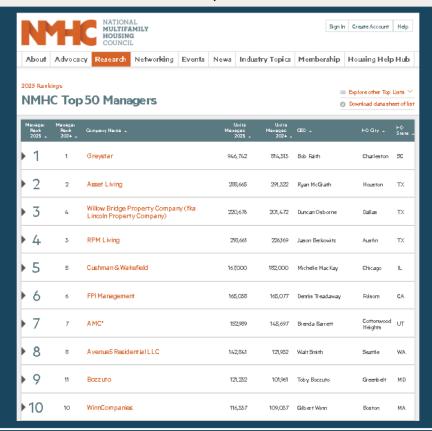
Strategic Implementation: Building Your Own Corporate ILS

- Define the Vision & Goals
- 2. Choose Your Platform
- 3. Design the Site Architecture
- 4. Develop Localized SEO Content
- 5. Build & QA the Site
- 6. Launch & Submit to Search Engines
- 7. Track Performance & Iterate
- 8. Layer in Paid Ads & Campaigns



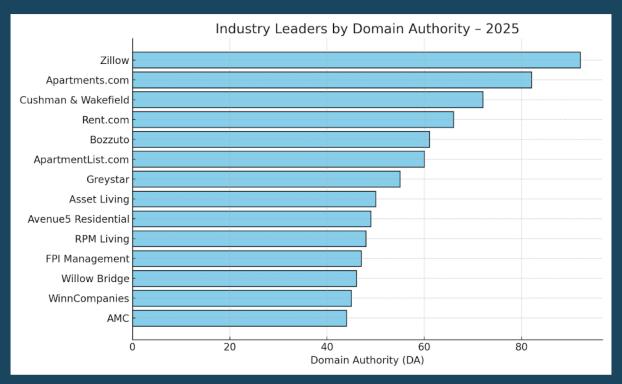


NMHC Top 10 PMC's





Top Players By Domain Authority





Presentation Team:

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Kelli Turner, Marketing Director of <u>AnchorPacifica.com</u>
Justin Godwin, Sr. Director of Marketing/Communications of <u>Cushman & Wakefield</u>

Thank You!

Download Presentation & Corp. ILS Action Plan



