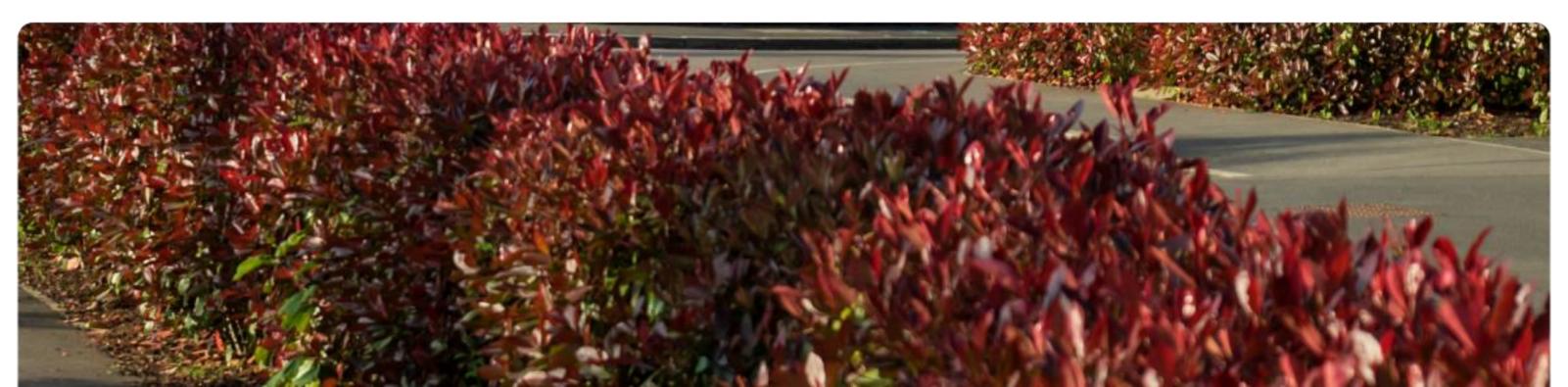


## New Homes Membership Guide

rightmove Compelieve it









# Making the most of Rightmove

"In this membership guide, we highlight all the ways you can reach our unique, in-market audience both on and off Rightmove.

You'll also learn more about the tools and reports included in your membership to help you plan your marketing strategy.

Your dedicated Rightmove Account Manager is on hand to advise you on your options, make sure that your Rightmove package is cost effective and delivers the results you expect."



"With all the marketing opportunities available to you, it's important you have a partner to help you make the right decisions on the best mix of products for you."

**Alex Slater**Director – New Homes

## Get more eyes on your properties on Rightmove

8 in every 10 minutes spent on property portals is on Rightmove<sup>1</sup>

76 million property email alerts sent every month – putting your properties in home-hunters' inboxes<sup>2</sup>

67% of our audience is open to moving, wanting or needing to move and they visit Rightmove more often<sup>3</sup>











# Helping developers reach our in-market audience

Through the development lifecycle

#### Off-plan

We help New Home Developers market their developments off-plan during the build phase. Leveraging our powerful property data to target interested buyers before construction is even complete, you'll be able to:

- Drive early sales
- Reduce time to sell
- Minimise the risk of unsold plots

#### Available now

Once construction is complete, seamlessly transition to an exclusive new homes package designed for developers:

- Stand out against the resale market
- Maximise your visibility
- Generate quality leads to get your plots sold faster

#### Direct marketing

We offer direct marketing campaigns, helping you reach and re-engage buyers when they're not on Rightmove via channels like email, SMS and Facebook. We identify buyers based on:

- Where they're looking to move
- What they can afford
- Type of property they're looking for
- Size of property they're looking for

#### **Property marketing products**

# Enhance your listings

Promote your properties and give each plot the best exposure by selecting one of our listing options:

- **Featured New Home** boosts your listings to the top of search results. Be seen first and twice.
- **Premium New Home** a larger highlighted listing to stand out from the crowd.
- **Standard Listing** the building blocks to get your properties seen by our in-market audience.



£450,000

**Guide Price** 

#### Park Lane, Chelmsford, CM2

Semi-Detached | 🖴 3 | 🟝 2

Park Lane has everything you need for modern living. Downstairs there's a front aspect kitchen, spacious living room with French doors leading into the rear garden, a large storage cupboard under the stairs and a...

NEW HOME

Added by Halwood Homes











Park Lane has everything you need for n there's a front aspect kitchen, spacious doors leading into the rear garden, a larg the stairs and a WC. The first floor is ho



Guide Price

£450,000

from

PREMIUM LISTING **NEW HOME** 

Added by Halwood Homes





£450,000



Terraced House 🗏 3 🖺 2

An exceptional three bedroom terraced house with a large garden and modern interior. Close to the town center, the house retains.

Added by Johnson & Rankin







#### Advanced property marketing products

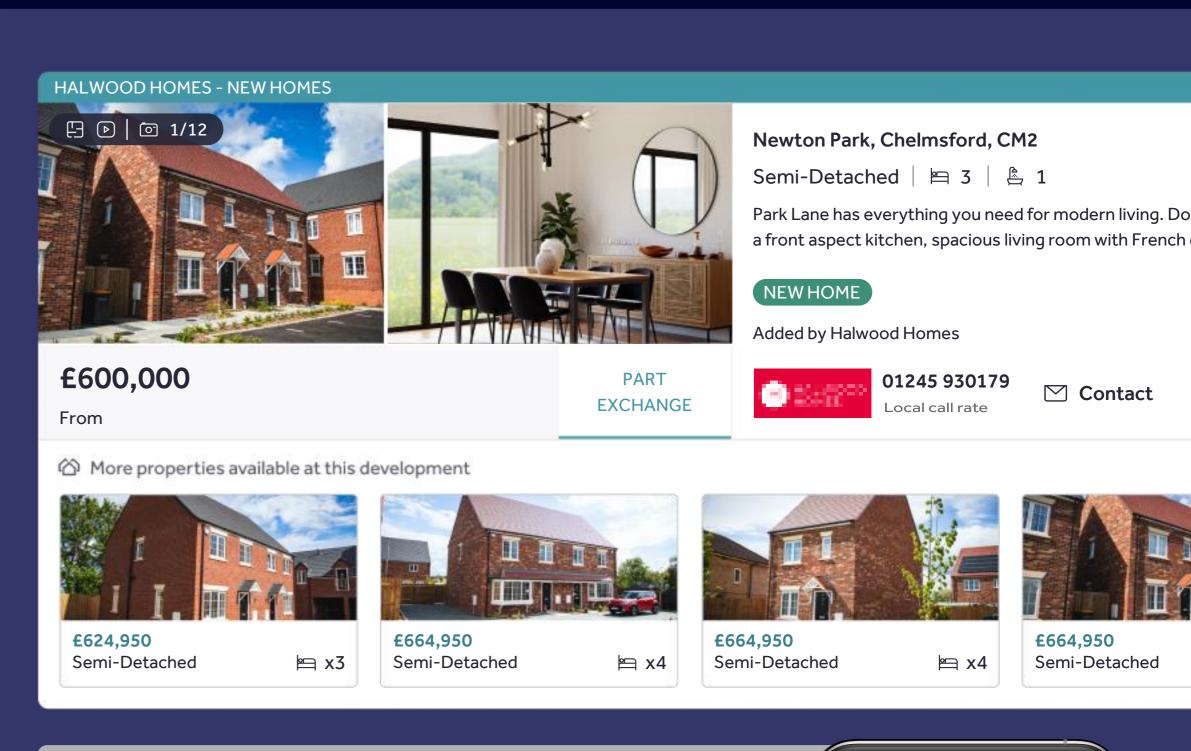
# Influence more buyers, earlier

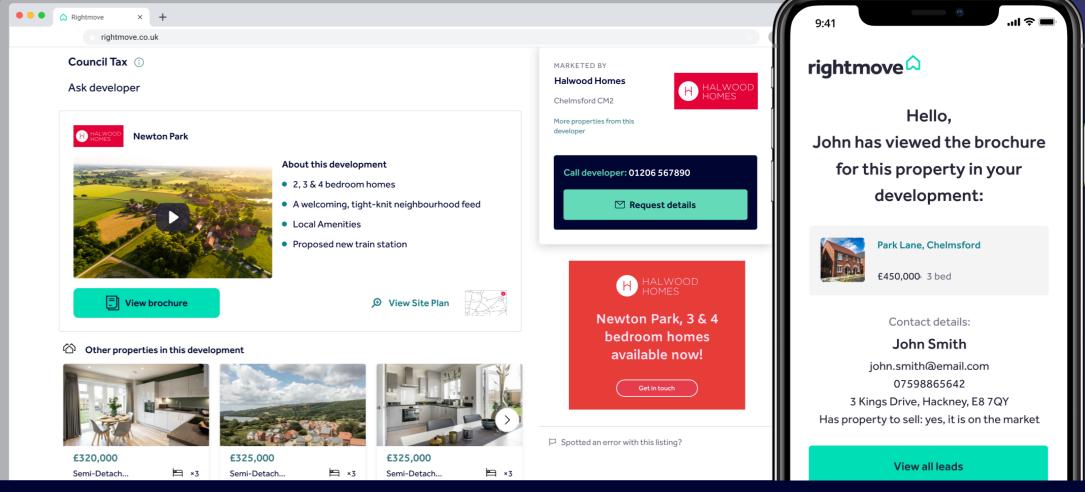
#### Advanced Development Listing

- Interactive carousels to promote your whole development
- Cross-sell and upsell plots with quick links promoting more properties on the same or other developments

#### **Brochure Requests**

 An additional source of high-quality leads from buyers earlier in their journey





#### Advanced property marketing products

# Take your leads to the next level

Surface quality buyers, faster

#### **Buyer Profiles**

An enhanced lead form giving you a more complete profile of your buyer

#### **Appointment Request**

An easy way for home-movers to request an appointment at your development within the Rightmove experience.

#### About your move

When do you want to move?

Within 3 months

Within 3 - 6 mont

Within 6 - 12 months

O Within 1 - 2 years

What is your current status?

I'm a first time buyer

O I have a property t

O I've sold my property

O I'm an investor

O I'm a cash buyer

O I'm a renter

Have you checked your affordability? I have:



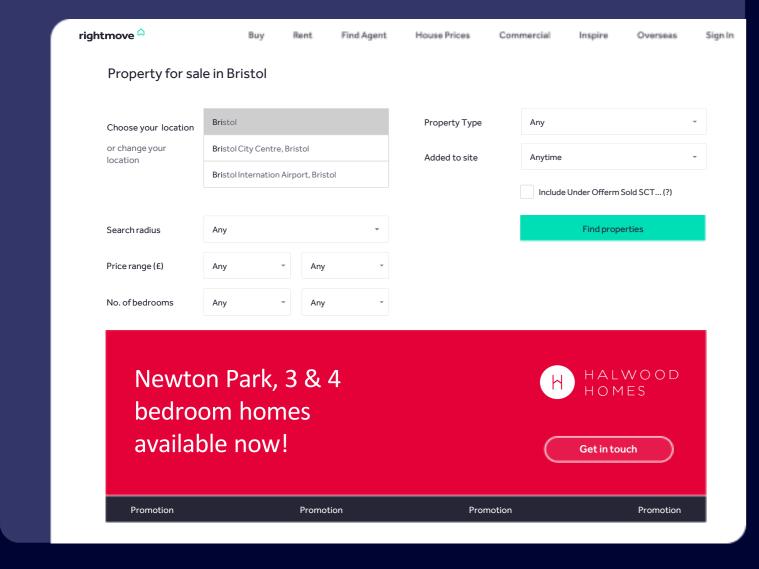
A Mortgage in Principle

#### **Brand marketing**

#### Build your brand and exposure with our in-market audience

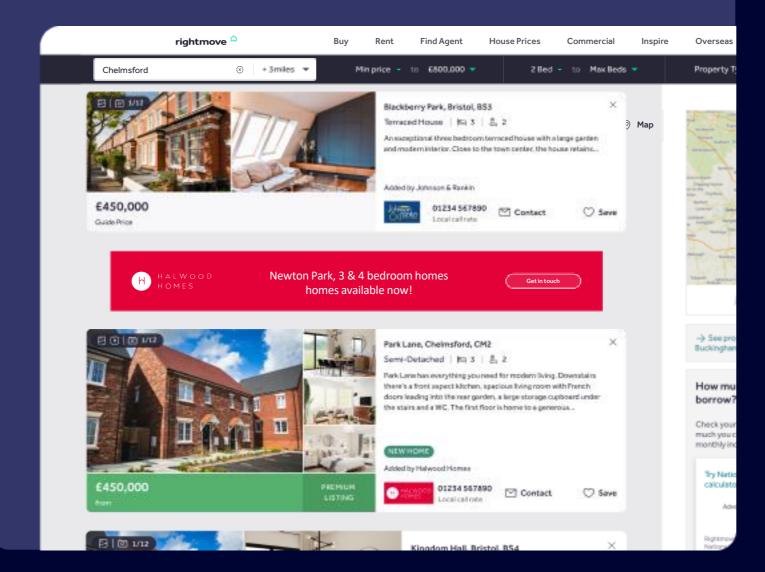
#### Local Homepage

 Our largest advertising space puts your advert at the start of the buyers' journey



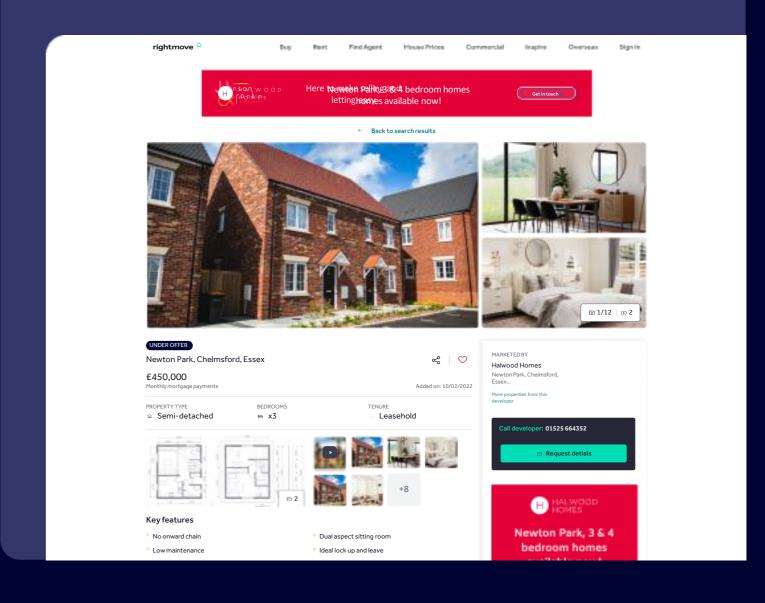
#### Featured Developer

 Repeatedly show your advert in the lettings search, the page buyers visit most



## Additional branding opportunities

 Showcase everything in one place with a Microsite, and link to it with banners and ads across all your listings



#### **Native Search Adverts**

# Get seen by more buyers more often

In the place they search for property

#### What is Native Advertising? Native Adverts are designed to look less like adverts and more like helpful content, increasing engagement. Did you know that... 73% 48% of buyers consider of buyers look more than one at 3 or more different areas\* area\* Source: Rightmove Spring Survey 2023, based on 4125 responses

That's why Native Search Adverts target buyers on Rightmove when they search different areas



Buyer visits
Rightmove to
search for their
next property



They see your Native Search Adverts among the search results



If they search a new area, we'll retarget them with your adverts

#### Dynamic Retargeting

Your brand, messaging and plots visible in more searches, including:



#### Filtered searches

Appear in buyers' search results no matter what additional filters they apply



#### Out of area searches

Appear in searches that your property listings don't usually appear in

#### Digital Marketing Campaigns

# Reach your audience when they're on Rightmove, and again when they're not

#### What makes our campaigns different?

- It all starts with our unique audience, that we know are self-selected, active and engaged.
- We'll build you a database in minutes, as well as helping you design and optimise your campaigns.
- We'll help you move fast and make your marketing work harder.

### Our campaigns help you reach buyers even when they're not searching on Rightmove:

#### **Targeted Email Campaigns**

Our most targeted option – reach buyers according to their location, price range, bedrooms and property type

#### **Multi-Channel Campaigns**

Land the right message at the right time. Boost your exposure across email, Facebook and SMS

#### **Regional Email Campaigns**

Target buyers regionally where you have developments

#### Follow up campaign

Increase frequency by re-targeting motivated buyers who click on your email - exclusive to Regional campaigns

#### Reporting and insights

# Self-service tools included in your membership

#### **Property Performance Report**

See how much engagement your listings are receiving

#### **Lead Reports**

The home of all your Rightmove email and telephone enquiries, including call recordings if activated

#### **Best Price Guide**

Your one-stop-shop for valuing a property. Find similar properties that have sold or remain on the market, to help you price competitively

#### **House Price Index**

Stay in-the-know about the market with our asking price index, based on the UK's largest sample size of properties

#### The Rightmove Hub

Your go-to place for stats, research, training and marketing materials

#### Insights available from your Account Manager



Your Account Manager has market-leading tools to help you make informed decisions about your developments

#### **Supply and Demand Reports**

See the demand for developments you're planning

#### Fair Share Reports

See how your developments are performing against your competitors

#### **Buyer Insight Report**

Discover how best to target buyers outside your area

#### **Featured New Home Report**

Understand the uplift in detail views