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SKYAD.COM

2023 PLAN EXCLUSIVE ADVERTISING AND MARKETING PROGRAM

CENTURY 21. JUDGE FITE

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MARKETING

NATIONAL & GLOBAL EXPOSURE FIT FOR 2023 PLAN

SKY Advertising® is excited to present exclusively to Century 21 Judge Fite, a curated, multi-media marketing selection of offerings to bring awareness of Century 21 Judge Fite to the high net worth population.

This strategic blueprint is composed of print media, and digital products that are highly targeted and measurable reaching the hard to find luxury property buyer looking for high-end living in Dallas/Fort Worth.

This plan when combined with the Century 21 brand's syndication and marketing puts your property front and center.

Approaching the marketing strategy from these different directions will help you to saturate your market in the most effective way, bringing deserved recognition to Century 21 Judge Fite's brand and property listings.

LET'S DO GREAT THINGS TOGETHER

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CENTURY 21.

Digital Offerings

IMPRESSIONS CAMPAIGN



IMPRESSIONS PROGRAM TARGETING SITES

We identify the best sites to feature your property, and your ads appear only on your approved sites. The number of prominent, respected and relevant sites available is exceptional. We take care of the research to provide handselected and white-listed sites most relevant to your campaign.











TexasMon

Fort Worth Star-Telegram The Pallas Morning News

Many more websites available for local to global targeting.

» GFO TARGETING

We identify where potential buyers are found and use the information to identify the areas to geotarget. We can target locally to globally.



CREATIVE - SAMPLE BANNER ADS FOR IMPRESSIONS PROGRAM

We create and produce banner ads for your campaign that best reflect your property and company image. We assist with photo selection and editing as well as ad design and sizing.

Ad Units: 920x250, 728x90, 300x600, 300x250, or custom sizes.

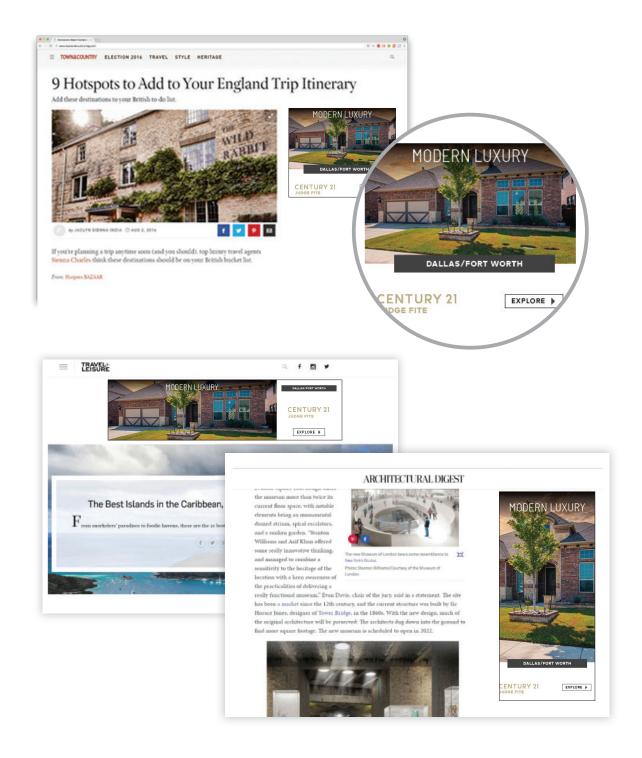








SAMPLE BANNERS FOR IMPRESSIONS PROGRAMS AS THEY APPEAR ON SITES

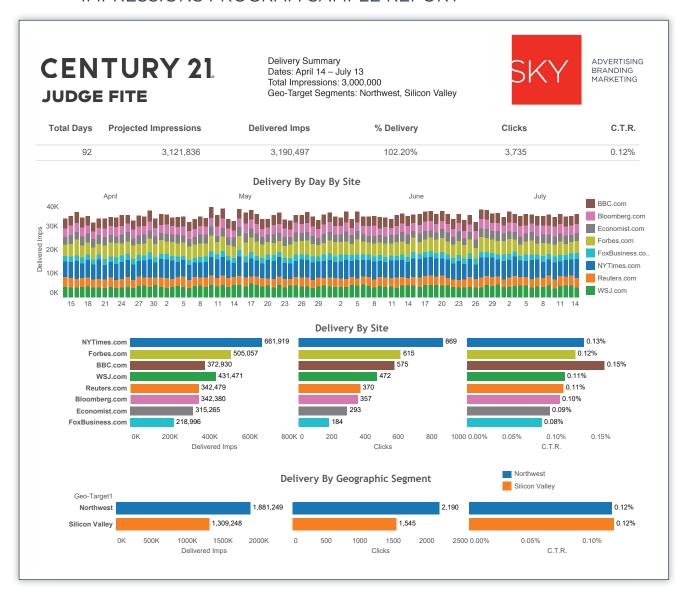


COMPREHENSIVE REPORTING FOR YOUR CUSTOMIZED CAMPAIGN

After the launch, we give you complete and comprehensive reporting for the duration of your campaign. We can also give 30 day reports for you to evaluate the effectiveness of your targeting and to adjust it

- We project the number of impressions (number of times the ad appears on each site) during your campaign.
- The number of impressions are broken down by number and site for the duration of the campaign.
- The delivery by site is broken down into delivered impressions, clicks and click-through rate. This allows
 you to see on what sites your ads are performing well and where there needs to be improvement. With this
 information we are able to adjust the campaign for maximum effectiveness.

» IMPRESSIONS PROGRAM SAMPLE REPORT



IMPRESSIONS SCHEDULING & PRICING

After researching, we have put together an integrated program that targets a high-net-worth audience across key towns in the Dallas-Ft Worth Metro and top major metro feeder markets (Boston Chicago, NY Metro, Houston, Austin, Atlanta, Denver, Los Angeles, and San Francisco.

The program is scheduled to start on March 1st and run for six months and deliver an estimated 6,000,000 impression.

This will include:

- · A site-specific segment of Global leading business/finance and local news websites.
- An in-market segment that will allow us to show banners to people living in the Dallas-Fort Worth Metro and actively in-market for residential real estate.
- A custom intent segment, that will allow us to show banners to adults who are living in the top feeder metro markets and actively searching for Dallas real estate.

» SITE SPECIFIC

This segment consists of premium global business, finance architecture and design websites such as WSJ. com, Star-Telegram.com, Bloomberg.com and more to extend the overall reach of the program.

» BEHAVIORAL TARGETING

We can target people on behavior first based on their online behavior (sites visited, content consumed and search activity). Since this segment targets behavior first, the banners could end up showing on any site across the web.

To ensure that the banners are seen in a premium environment, we have created a "whitelist" of sites. Ads will only show to people who have met our targeting criteria (behavior, income, and geo-target) on one of these sites. The site list includes top news, business, finance, sports, politics, and tech sites.

» MEASUREMENT

Key metrics (KPI's) that will be tracked include impressions, clicks, click through rate (CTR), and (if tracking codes are installed on the landing page) Sessions, Pages Per Session, Average Time Spent, Conversions.

» REPORTING

We will provide monthly reporting that will summarize the KPI's (Key Performance Indicators) and provide optimization recommendations.

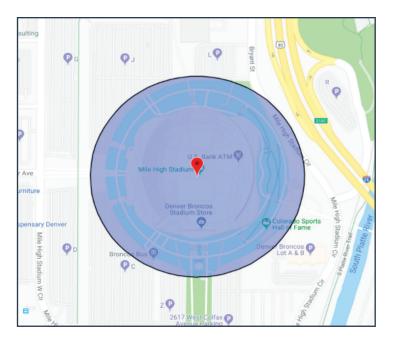
IMPRESSIONS SCHEDULE

	Impressions					2,250,000						1,500,000		1,250,000	1,000,000	
August	07 14 21 28															
July	03 10 17 24 31															
June	92															
1 - Judge Fite	08 15 22 29															
April	03 10 17 24 01															
March	27 06 13 20 27															
	Geo-Target					Dallas-Ft Worth Metro						Dallas-Ft Worth Metro		Dallas-Ft Worth Metro	Boston Chicago, NY Metro , Houston, Austin, Atlanta, Denver, Los Angeles, San Francisco	
	Media	Bloomberg.com	WSJ.com	Barrons.com	Investors.com	Reuters.com	Forbes.com	Bizjournals.com	FoxBusiness.com	CNBC.com	DallasNews.com	Star-Telegram.com	TexasMonthly.com	In-Market Real Estate	Custom Intent - Dallas Forth Worth Area Real Estate	

DIGITAL EVENT TARGETING

GEOFENCE REACHES YOUR AUDIENCE ON THE MOVE

- Event targeting Target customers who attend specified events within a specific time frame.
- Custom audiences Target customers that are within or have recently visited a specific Geo-Fenced location.



» GEOFENCE SELECT LOCATIONS OR EVENTS AND THEN RETARGET THE AUDIENCE AFTER.

» TIER 3

• Investment: \$1,325

• Monthly Impressions: 66,890

»TIER 2

• Investment: \$2,575

• Monthly Impressions 133,780

» TIER 1

• Investment: \$3,750

• Monthly Impressions 200,670

COMPREHENSIVE DIGITAL

» OVER-THE TOP (OTT) AND CONNECTED TV (CTV)

OTT and CTV works to reach audiences en masse, build brand awareness, and drive sales lift. The relative cost efficiencies realized through digital TV allows advertisers to sustain crucial, growth-driving efforts at a reasonable price point. Additionally, CTV is essential to filling the (large) gaps in a fragmented media landscape.

With **46%** of adults watching TV on a connected device each day, it's simply too vast of an audience to ignore.

Benefits of OTT and CTV advertising

With OTT and CTV advertising, you can reach viewers beyond the reach of traditional Linear TV (i.e. cable, satellite, and antenna).

This new audience includes a growing number of cordcutters or those who don't pay for standard cable or satellite services.

The rise of OTT and CTV viewership provides more meaningful ways for you to engage at the right time with the right target audience at the right moments—bringing together the targeting precision of digital with the high impact of TV viewership.

Connected TV and over-the-top (OTT) advertising benefits

- User-controlled viewing experiences lets advertisers get in front of the right audiences at the right times.
- User-registration data allows for cross-screen targeting.
- IP-based delivery permits the application of 1st and 3rd party audience data to target households watching ad-supported content.

PRICE: \$3,000/MONTH





YOUTUBE

WORLD'S 2ND LARGEST SEARCH ENGINE

INSPIRE POTENTIAL LUXURY HOME BUYERS TO TAKE ACTION

Cross device in stream ads play like a TV style ad before or during another video from a YouTube partner. Viewers see 5 seconds of your video and then can keep watching or skip it.

Targeting Layers

- Geographic | Dallas/Fort Worth
- Topics | luxury homes, living in Dallas/Ft Worth, new home builds
- 1:1 | customer match from email
- Persona

PRICE: \$3,000/MONTH





SMART SOLUTIONS EBLAST

Our team of email experts make your message stand out from your competition with compelling subject lines, engaging copy, powerful images and strategic deployment scheduling. Our campaigns are 100% responsive, meaning your message is optimized for all devices and email platforms in order to expand your reach and foster engagement with customers.

TARGETING

Use high-quality data to reach new customers

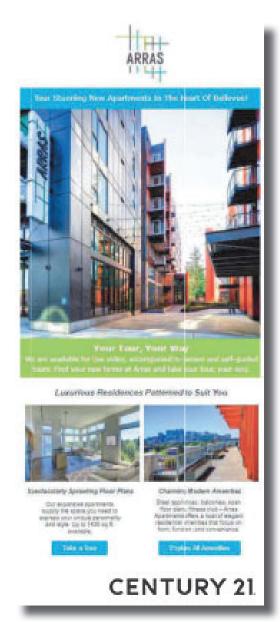
DELIVERABILITY

Make it to more customer's inboxes every time.

Audience

Select High Income Zip Codes Net Worth > \$13 Million Household Income > \$500K 20,000 Total Emails

CUSTOM EMAIL: \$2,295



GOOGLE ADWORDS

Target consumers who are "inmarket", active in the Real Estate market, when they are searching and motivated to take action.

No other medium can target as effectively. Pay only when people click through to your listing/site.



Campaign Setup & Optimization

Which can include:

- Set up Keyword List
- Set up Ad groups
- Develop understanding of urgent search terms/ phrases of client and competitors
- Run fresh estimates for potential new keywords
- · Write/Edit copy as needed
- Ensure all tracking is in place
- Add segment targeted towards sellers

Monthly Management

Includes:

- Campaign review
- · Analytics reporting
- Campaign Adjustments

PROGRAM COST: PROGRAM SETUP: \$750 MONTHLY MANAGEMENT: \$350/MONTH (6 MONTH MINIMUM) MEDIA: SPEND BASED ON PROGRAM

FACEBOOK ADVERTISING

We recommend a campaign using Facebook and Instagram as advertising channels.

facebook.

Facebook

Geo-targeting to local and feeder markets.

We will drive the audiences to select landing pages.

» Retargeting

We will re-target the audiences who visit the site but do not convert.

We will revise and optimize campaign based on performance.

PROGRAM COST: PROGRAM SETUP: \$750 MONTHLY MANAGEMENT: \$350/MONTH (3 MONTH MINIMUM) MEDIA: SPEND BASED ON PROGRAM

FACEBOOK ADVERTISING

» MINI-LEAD CAMPAIGN

Real Estate Leads Made Simple

Not just a promoted post! These campaigns use Likely Mover Profile to display your ads to qualified people in the area

Leads You Own in Real Time

Using new 'Lead Capture' technology, these ads simplify the process for a user to become a lead and you get immediate notifications.

3 DAY SOCIAL CAMPAIGN , GUARANTEED 4-8 LEADS: \$275/LISTING

7 DAY SOCIAL CAMPAIGN , GUARANTEED 8-12 LEADS: \$475/LISTING

7 DAY SOCIAL CAMPAIGN , GUARANTEED 16-32 LEADS: \$500/LISTING





DALLAS MORNING NEWS

The Dallas Morning News has been delivering credible, trustworthy local news coverage for nearly two centuries. As the No. 1 news source in North Texas, they reach 1.6 million people every week through their print and digital products.

- Audience: 108,702
- 38 Average age
- 59% 25-49 Years old
- 48% / 52% Female/male
- **\$214k** average net worth (39% have hhi of \$100k+)
- **34**% More likely to earn \$250k+ annually
- 79% College graduates or some college
- 58% Homeowners
- **45**% Management, business, finance or professional occupation

TARGETED EBLAST: \$4,250



NOB HILL GAZETTE

Nob Hill Gazette reaches the most affluent homes on the Peninsula & Silicon Valley reaching 7 of the top zip codes in the US.

- \$20,025,000 Average Net Worth
- \$2,170,000 Average Income
- 57% Percentage of Female Readers
- 41 Years Average Age



ON THE MARKET - an exclusive promotional e-newsletter showcasing top residential listings with click-through to the property's own websites.

SAN FRANCISCO, PENINSULA AND SILICON VALLEY

PRICE: \$500 PER LISTING



Formerly G E N T R Y

«Gazett



» FEATURED PROPERTY UPGRADES

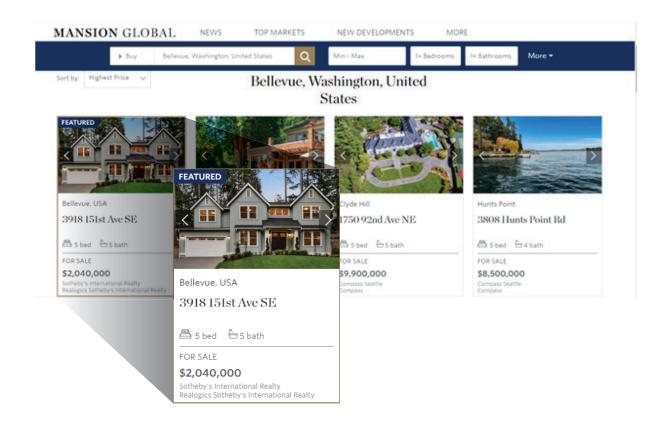
WSJ.com and Mansion Global Featured Property Upgrades place your listings at the top of the search results pages in the town where the property is located. The property you wish to feature comes directly from your brand's WSJ.com feed and click-throughs go to the website of your choice.

Multiple properties can be featured and will be rotated equally. Each property appears for one month. The window to redeem Property Upgrades is valid for one year after purchase.



10 PROPERTIES: \$1,200 25 PROPERTIES: \$2,070 100 PROPERTIES: \$5,500

BONUS WITH PRINT PLACEMENT



» MANSION GLOBAL HOMEPAGE HERO

With 3,000,000 affluent unique visitors on Mansion Global, the Homepage Hero immediately entices readers as the first listing seen on the Mansion Global homepage. It provides premium, full-page visibility and the best opportunity for your listing to reach the most qualified buyer

- 164,000 Unique Visitors
- 1.75% Click-Through Rate
- 2.5% Share of Voice
- Can rotate up to 5 properties



\$2,150/MONTH OR \$2.650/W VIDEO



» MANSION GLOBAL DAILY (M-F) ENEWSLETTER

- 5 Drops Monday Friday
- 100% SOV
- 17,000 Opt in subscribers

COST: \$3,680



» @WSJREALESTATE INSTAGRAM

Spotlight your brand to our mobile-first audience with a social Instagram post directly on @WSJRealEstate editorial handle.

• Followers: 154K

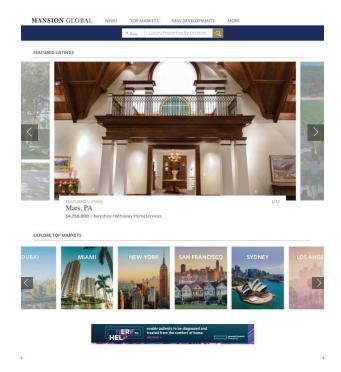
\$3,600 POST



» THE HOMEPAGE FEATURED LISTING

Module offers prominent positioning on the Mansion Global homepage and showcases listings regardless of region.

\$1,275/MONTH



CENTURY 21.

Print Offerings

THE WALL STREET JOURNAL

The Wall Street Journal represents credibility and influence and continues to be the leading environment for luxury real estate clients to connect with the world's most affluent home-buying audience. With new and exciting content alignment opportunities in "Mansion" WSJ's luxury real estate section, we are able to further strengthen our brand, expand visibility and deliver our message with more resounding results than ever before.

Circulation: 786,294
Readership: 4,500,000
Male / Female: 62% / 38%
Average HHI: \$278,000
Average age: 50

2 X 7, SOUTHERN CENTRAL REGION, COLOR: \$1,510 BUY 5 GET 2 FREE

PROPERTY GALLERY, NATIONAL, COLOR: \$2,355



ARCHITECTURAL DIGEST REGIONAL PAGES

Inspire Affluent Buyers

With over 60 local and feeder market regions available with exclusive rates, you can reach these high-income, luxury buyers when they're inspired to buy.

Inspire the decisions and feed the fantasies of your potential buyers with a full-page, full-color ad in Architectural Digest.

FULL PAGE, COLOR DALLAS FORT WORTH: \$2,530

Circulation Per Region: up to 16,000
Readership Per Region: up to 117,390
Median Household Income: \$134,318

• Median Age: 54

• Male / Female: 46% / 54%







DALLAS MORNING NEWS

The Dallas Morning News has been delivering credible, trustworthy local news coverage for nearly two centuries. As the No. 1 news source in North Texas, they reach 1.6 million people every week through their print and digital products.

- The Dallas Morning News Insert
- HHI: \$350K+NW: \$5M+
- Age **35-65**
- Target Counties: Dallas, Tarrant, Collin, Denton and Rockwall
- 115,627 distribution
- Print & deliver 10" X 11", 8.5" X 11"

INSERT: \$10,750



FINANCIAL TIMES

The Financial Times showcases the finest residential properties on the market and provides sage advice to a discerning audience of highend private owners, as well as investors, every Saturday in its stand-alone "House & Home" section. Targeting upscale readers who are passionate about home and living, this full-color supplement is the world's only weekly property and lifestyle section, which is internationally focused and globally-distributed every weekend.

• Circulation: 214,131

• Geographic distribution: Global

• Readership: 1,993,418

Male / Female ratio: 86% Male / 14% Female
Average household income: \$338,000

• Median age: 51

PROPERTY GALLERY: \$1,250

Global



LUXE MAGAZINE

» LUXE INTERIORS + DESIGN

Luxe Interiors + Design is the largest architecture and design brand in the United States. We have a direct line to local businesses and design professionals, and target highly affluent consumers, 6 times a year, in the top 14 major markets.

- **4%** Delivered to luxury homeowners in the wealthiest zip codes in each LUXE region
- **8%** Distributed to a proprietary list of trade professionals, showrooms and design centers
- **8**% Distributed to private air travelers via exclusive MediaJet newsstands in 250+ FBOs and on newsstands in Barnes & Noble, Hudson News, Whole Foods and Central Market

Audience:

- 93% Net Worth of \$1 Million or more
- 72% Net Worth of \$5 Million or more
- 35% Net Worth of \$10 Million or more
- 94% Own a Home Valued and \$1 Million or greater

FULL PAGE: \$3,625 DALLAS





luxe



CENTURY 21.

Circulation/Distribution/Reach



ADVERTISING BRANDING MARKETING

CIRCULATION/DISTRIBUTION/REACH 2023

Media	Circulation
Digital	
Million Impressions*	
Digtal Banner Program	6,000,000
Targeting - Dallas/Fort Worth, Major feeder metros	
Google Adwords	
Digital PPC program	
Facebook Advertising	
Digital Banner program	
Facebook Mini-Lead Campaign	
7 Day Social Campaign - guaranteed 8-12 leads	
Comprehensive Digital	
Behavioral Custom program	
Geofencing - Event and Location	
Target specific events and locations	133,780
Smart Solutions Eblast	
Custom Email	116,000
Dallas Morning News	
Targeted Eblast	326,106
Nob Hill Gazette	
OTM On the Market eNewsletter	19,500
WSJ.com	
Mansion Global Homepage	492,000
Daily Monday-Friday	17,000
Property upgrades	8,539,860
WSJ.com Instagram	154,000
Mansion Global Homepage Featured Listing Module	492,000
Print	
The Wall Street Journal	
4 x 7	101,320
Property Portfolio	1,933,272
Dallas Morning News	
Insert	115,627
Conde Nast Magazines	
Full Page	32,000
Financial Times	
Property Gallery	580,011
Luxe Interiors + Design	
Full page	60,000
GRAND TOTAL	19,112,476



Schedule and Pricing

Media	Ad Description	March	April	Мау	June	July	PΓ	August	Media Total	
Digital										
Million Impressions*										
Million Impressions	Digtal Banner Program	\$ 2,450.00	\$ 2,450.00	\$ 2,450.00) \$ 2,450.00	↔	2,450.00 \$	2,450.00	\$ 14,	14,700.00
Million Impressions	Targeting - Dallas/Fort Worth, Major feeder metros	rth, Major feeder	metros							
Google Adwords										
Google Adwords	Digital PPC program	\$ 2,100.00	\$ 1,350.00	\$ 1,350.00) \$ 1,350.00	Ŷ	1,350.00 \$	1,350.00	\$,8	8,850.00
Facebook Advertising										
Facebook Advertising	Digital Banner program	\$ 2,100.00	\$ 1,350.00	\$ 1,350.00	1,350.00	↔	1,350.00 \$	1,350.00	\$,8	8,850.00
Facebook Mini-Lead Campaign										
Facebook Mini-Lead Campaign	7 Day Social Campaign - gu	1 \$ 425.00	\$ 425.00	\$ 425.00) \$ 425.00	❖	425.00 \$	425.00	\$ 2,5	2,550.00
Comprehensive Digital										
Connected TV and You Tube	Behavioral Custom prograr	3,000.00	\$ 3,000.00	\$ 3,000.00	00.000,8 \$ 0	↔	3,000.000 \$	3,000.00	\$ 18,0	18,000.00
Geofencing - Event and Location										
Geofencing - Event and Location	Target specific events and \$	1,325.00		\$ 1,325.00					\$ 2,0	2,650.00
Smart Solutions Eblast										
Smart Solutions Eblast	Custom Email		\$ 2,295.00		\$ 2,295.00	0			\$ 4,5	4,590.00
Dallas Morning News										
Dallas Morning News	Targeted Eblast	\$ 4,250.00		\$ 4,250.00		\$ 4,2	4,250.00		\$ 12,	12,750.00
Nob Hill Gazette										
Nob Hill Gazette San Francisco, Peninsula and Silicon OTM On the Market eNew:	οΤΜ On the Market eNew	\$ \$ 500.00		\$ 500.00		-γ-	500.00		\$ 1,5	1,500.00
WSJ.com										
Mansion Global Homepage	Mansion Global Homepage \$	\$ 2,150.00		\$ 2,150.00		\$ 2,3	2,150.00			6,450.00
Mansion Global e-Newletter	Daily Monday-Friday		\$ 3,680.00							3,680.00
Property upgrades	Property upgrades			\$1	\$1,200					1,200.00
WSJ.com Instagram	WSJ.com Instagram					\$ 3,6	3,600.00		3,6	3,600.00
Mansion Global Homepage Featured Listing Module Mansion Global Homepage Featured Listing \$	Mansion Global Homepag	e Featured Listing	\$ 1,275.00		\$ 1,275.00		❖	1,275.00		3,825.00
Print										
The Wall Street Journal										
The Wall Street Journal - Southern Central Region	4×7	\$ 3,020.00	\$ 1,510.00	\$ 1,510.00) \$ 1,510.00		Bo	Bonus	\$ 7,	7,550.00
The Wall Street Journal - National	Property Portfolio	\$ 2,355.00		\$ 2,355.00		\$ 2,3	2,355.00			7,065.00
Dallas Morning News										
Dallas Morning News	Insert		\$ 10,750.00						\$ 10,	10,750.00
Conde Nast Magazines										
Architectural Digest - Dallas fort Worth	Full Page			\$ 2,530.00		\$ 2,5	2,530.00),2 \$	5,060.00
Financial Times										
Financial Times	Property Gallery		\$ 1,250.00		\$ 1,250.00	0	❖	1,250.00	\$ 3,7	3,750.00
Luxe Interiors + Design	:									
Luxe Interiors + Design - Dallas	Full page			\$ 3,625.00		3,6	3,625.00		, , , , , , , , , , , , , , , , , , ,	7,250.00

TOTAL *After 6 months the Impressions Program may be adjusted after evaluation of budget and strategy Pricing Subject to Change

134,620.00

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