

NEW YORK 477 Madison Ave New York, NY 10022 212-677-2500

SKYAD.COM

# CLUBHOUSE #703 ADVERTISING AND MARKETING PROGRAM



## TABLE OF CONTENTS

DIGITAL	
Impressions Campaign	5
Impressions Scheduling	11
Geofencing - Event and Location	12
Comprehensive Digital	13
Smart Solutions Eblast	14
Google Adwords	15
Crain's New York Business	16
Nob Hill Gazette	17
JamesEdition	18
LA Times	22
NYTimes.com	23
WSJ.com	24
PRINT	
The Wall Street Journal	27
The New York Times	28
Architectural Digest	29
Financial Times	30
CIRCULATION/DISTRIBUTION/REACH	
	32
SCHEDULE & PRICING	
	34



# NATIONAL & GLOBAL EXPOSURE CLUBHOUSE #703

SKY Advertising is excited to present to Coldwell Banker DeMarzo Group a curated, multi-media marketing selection of offerings to bring high net worth buyer awareness to Clubhouse #703.

Your strategic blueprint is composed of select print media to cast a wide net and digital products that are highly targeted to individuals looking for high-end living in Boca Raton, FL.

Approaching the marketing strategy from these different directions will help us to saturate your market in the most effective way, bringing deserved recognition to this unique and exciting property.

#### LET'S DO GREAT THINGS TOGETHER

JANINE JONES

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# 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 hand-selected and white-listed sites most relevant to your campaign.

# INVESTOR'S BUSINESS DAILY® THE WALL STREET JOURNAL.











Many more websites available for local to global targeting.

#### » GEO 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: 970x250, 728x90, 300x600, 300x250, or custom sizes.

Banner Production: \$350

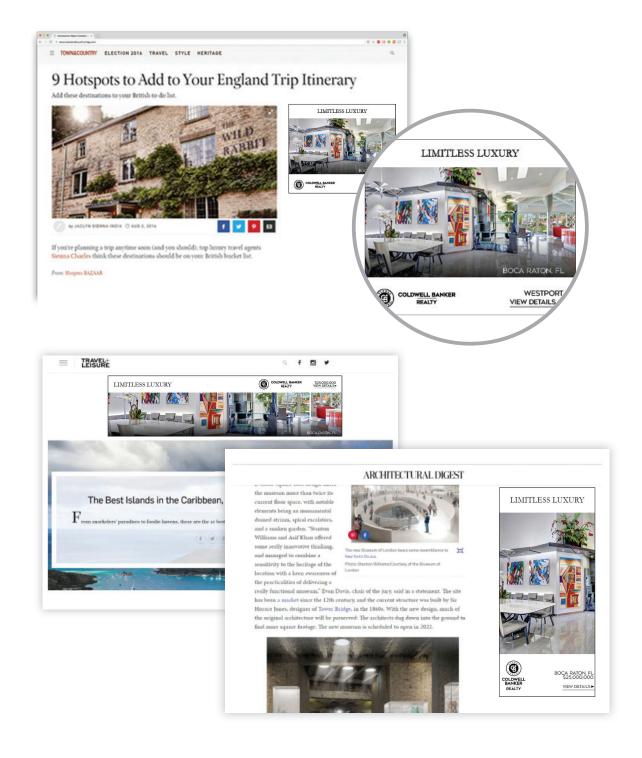








# SAMPLE BANNERS FOR IMPRESSIONS PROGRAMS AS THEY APPEAR ON SITES

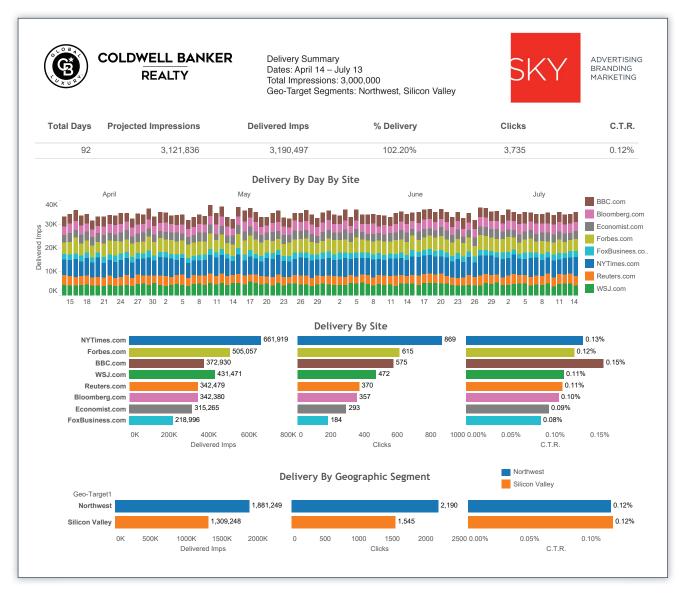


# COMPREHENSIVE REPORTING FOR YOUR CUSTOMIZED CAMPAIGN

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

After researching, we have put together an integrated program that targets a high-net-worth audience across New York, Boston, Washington DC, Canada, Los Angeles, San Francisco, and Florida.

The program, with a projected start date of June 15th and will run for three months and deliver an estimated 750,000 impressions.

This will include:

- A Site-specific segment that allows us to reach a high-net-worth audience (Adults top 10% HHI), living in New York, Boston, Washington DC, Canada, Los Angeles, San Francisco, and Florida in a premium editorial environment on top news and business/finance and news websites.
- A behavioral targeted banner segment, that will allow us to show banners to adults in the top 10% HHI who are In-Market for Residential Real Estate and living in Boca Raton.
- A custom intent targeted banner segment, that will allow us to show banners to adults in the top 10% HHI who are actively searching for Boca Raton-West Palm Beach area real estate and living in New York, Boston, Washington DC, Canada, Los Angeles, and San Francisco.

#### » SITE SPECIFIC

This segment consists of premium global business/finance websites such as WSJ.com, Barrons.com, Reuters.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.

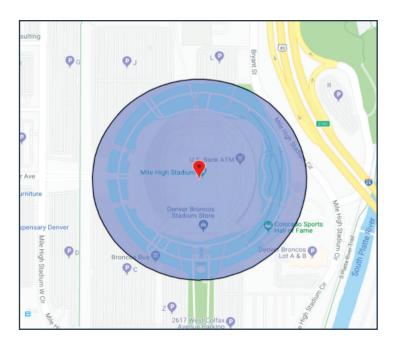
# IMPRESSIONS SCHEDULE

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		-	<b>-</b>	June				July			ŀ	August		$\frac{1}{1}$		September	per		J
Media	Geo-Target	29	05	12	19	56	03	10	17 2	24 31	0.7	14	21	28	90	11	18	25 Impressions	ions
Fox Business.com																			
Forbes.com																		I	
Bloomberg.com																			
Investors.com	New York, Boston,																		
Barrons.com	Angeles, San Francisco, Florida																	300	300,000
Reuters.com																			
CNBC.com																			
WSJ.com																			
In-Market - Homes For Sale	Boca Raton																	220	220,000
						H								H					
Custon Intent-Boca Raton-West Palm Beach Residential Real Estate	New York, Boston, Washington Dc,Carada, Los Angeles, San Francisco																	230	230,000
Total Digital																		750	750,000

## 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.

• From: \$1,500/month

#### COMPREHENSIVE DIGITAL

#### » SOCIAL MIRROR ADS

Social Mirror ads look like your social media display or video posts but appear on other websites and apps, linking back to the social media platform and your website, and run across all devices using our targeting strategies.

We are "mirroring" the exact look of your social post as an ad that runs on thousands of websites and apps, targeted just to the people you want to reach across all devices.

Social Mirror ads can be done with any organic or paid posts from your business account on these 8 social media platforms: Facebook, Instagram, Twitter, LinkedIn, TikTok, Pinterest, Snapchat, or YouTube.

Ads can be display, video, OTT across connected TVs or carousel.

#### **Targeting abilities:**

- Behavioral Thousands of targeting categories including demographics, on-line and off-line behaviors, and interests.
- Keywords Target a list of up to 500 keywords related to your business, and show ads on the web pages where they appear.
- A.I. Targeting Show your display or video ads to people across all devices, using machine learning to target consumers based on who is engaging with the ad.
- Retargeting Following people after they leave your website and showing them your Social Mirror ad, on other websites and apps they go to, across all devices.
- Custom Audience Matching Target people on your list of emails, addresses, or phone numbers and show them Social Mirror ads when they browse websites and apps.

PRICE: STARTING AT \$1,500 PER 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

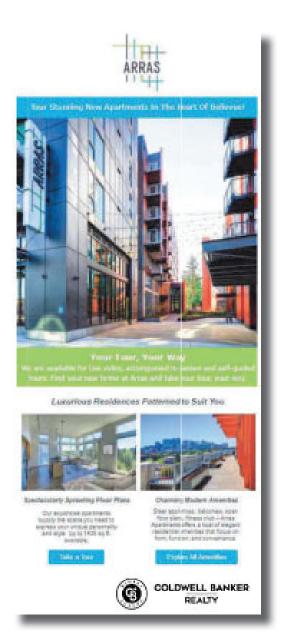
#### **DELIVERABILITY**

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

\$750 SET UP \$350/MONTH MANAGMENT - MEDIA COST ADDITIONAL

#### CRAIN'S NEW YORK BUSINESS

#### Real Estate Daily eNewsletter

Crain's New York Business is the trusted voice of the New York business community – connecting businesses across the five boroughs by providing analysis and opinion on how to navigate New York's complex business and political landscape.

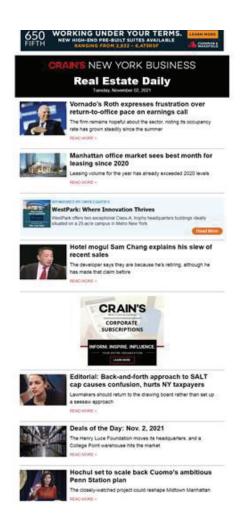
# » CRAINS HAS AN INFLUENTIAL AUDIENCE OF DECISIONMAKERS

- 78% are Top Management Professionals
- 60% are C-Suite Level Executives
- 41% serve on a Corporate or Non-Profit Board
- 87% influence Capital Expenditures, Leasing, or Purchasing

#### » REAL ESTATE DAILY E-NEWSLETTER

- Subscribers: 15,000
- Average Open Rate: 42%
- 33% SOV + 25K ROS display impressionsFeatured Placement Property Listing

PRICE: \$3,150/WEEK (MON- FRI, 5 SENDS)







## 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



### JAMESEDITION.COM

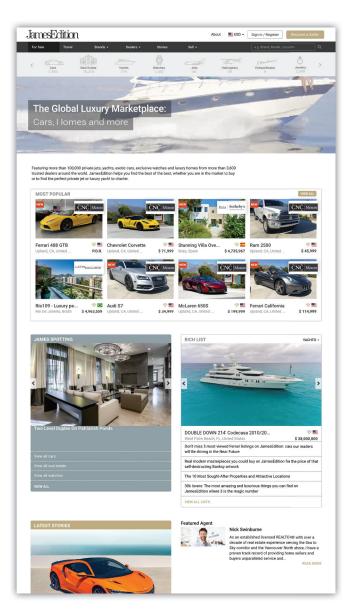
#### » E-NEWSLETTER

Founded in 2008, JamesEdition.com features the largest collection of luxury goods worldwide. The exquisite items curated by JamesEdition. com range from celebrity-owned luxury real estate to rare supercars. An affluent audience of 25,000 per day is browsing for the finest the globe has to offer.

With more than 10 million monthly page views from around the world, JamesEdition.com is the quintessential marketplace for ultra-high net worth individuals With users evenly spread throughout the Americas, EMEA and Asia, JamesEdition.com is the only truly global site to market luxury.

Upgrade your listings for increased visibility to capture the attention of the UHNW.

LISTING FEATURE: \$1,500



#### JAMESEDITION.COM

#### » ROTATING GALLERY

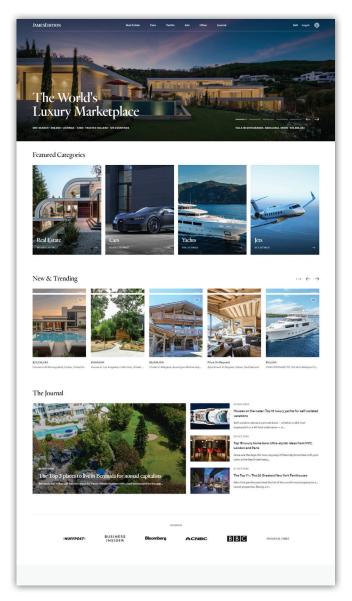
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Showcase your office and properties and bring increased visibility to capture the attention of the UHNW in the James Edition rotating Gallery. The Rotating Gallery is a carousel of selected listings that automatically changes every 5 seconds. on the Home Page and the Real Estate Page

HOME PAGE FEATURED BANNER: \$2,000

REAL ESTATE PAGE FEATURED BANNER: \$1,600



#### JAMESEDITION.COM

#### » SOCIAL MEDIA POST

Founded in 2008, JamesEdition.com features the largest collection of luxury goods worldwide.

The exquisite items curated by JamesEdition.com range from celebrity-owned luxury real estate to rare supercars. An affluent audience of 25,000 per day is browsing for the finest the globe has to offer.

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Showcase your office and properties and bring increased visibility to capture the attention of the UHNWwith a Social Post

- Instagram 74.8K
- Facebook 31.3K

#### » PHOTO

- 1 featured listing
- 1-5 photos
- Short caption
- Listing info box
- 1 tag on pictures & caption
- · Link in bio

#### PHOTO: \$500

#### » PHOTO PLUS

- 1-5 featured listings
- 1-10 photos + text
- Long caption
- Listing info box
- 1-3 tags on pictures & caption
- Link in bio
- · Repost on stories









#### » VIDEO

- 1-5 featured listings
- 5-30 seconds video
- Reels & TikTok format
- Short caption
- Listing info box
- 1-3 tags on caption
- Link in bio

VIDEO: \$1,800

PHOTO PLUS: \$1,000 PHOTO PLUS

## LA TIMES

#### » CUSTOM EMAIL

A stand-alone email message sent to LA Times registered users on behalf of your brand.

Whether you're trying to reach homeowners, buyers or sellers, target them by geo, demo, behavior, lifestyle or purchase intent.

• Audience: 30K

CUSTOM EMAIL: \$1,350/DEPLOYMENT

# Los Angeles Times

## NYTIMES.COM

#### » FEATURED PROPERTY MODULE

Appear right below the fold on the Real Estate section front page as you sponsor one or more of the four spots available.

• Average CTR is between **0.36-0.55**%

#### \$3,000/WEEK



# THE WALL STREET JOURNAL ONLINE (WSJ.COM)

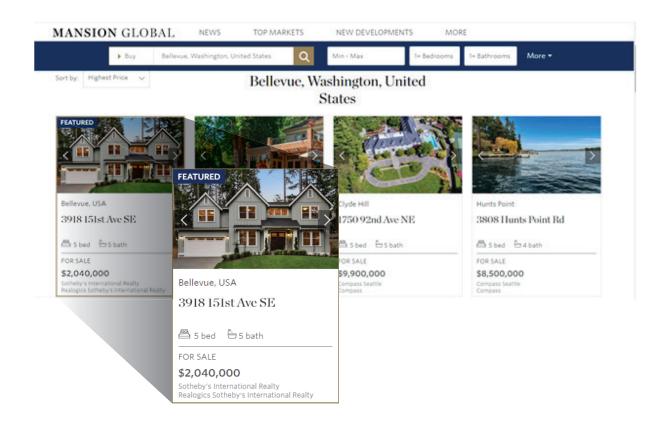
#### » FEATURED PROPERTY UPGRADES

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



# THE WALL STREET JOURNAL ONLINE (WSJ.COM)

## » 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

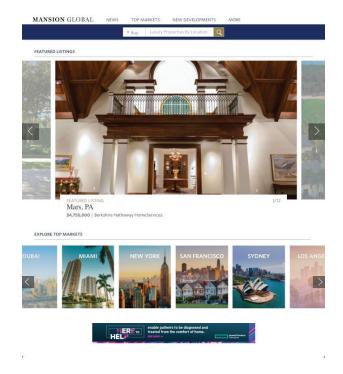


# THE WALL STREET JOURNAL ONLINE (WSJ.COM)

## » THE HOMEPAGE FEATURED LISTING

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

\$1,275/MONTH





# **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: 1,100,000
Readership: 4,500,000
Male / Female: 62% / 38%
Average HHI: \$278,000

2X7, NEW YORK METRO REGION, COLOR: \$1,050 BUY 4 GET 1 FREE

PROPERTY PORTOLIO, NATIONAL: \$2,355



## THE NEW YORK TIMES

#### » FEATURED LISTING

A new advertising opportunity in the Sunday Real Estate Section.

A featured listing section to promote individual properties.

1X \$1,475 2X \$1,180 3X \$1,000



## 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: MANHATTAN: \$2,350





#### 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



## Circulation/Distribution/Reach

## CIRCULATION/DISTRIBUTION/REACH 2023

Media	Circulation
Digital	
Million Impressions*	
Digtal Banner Program	750,000
Targeting - Miami, NYC, The Hamptons, LA, SF	
Google Adwords	
Digital PPC program	
Comprehensive Digital	
Behavioral Custom program	300,000
Geofencing - Event and Location	
Target specific events and locations	60,000
Smart Solutions Eblast	
Custom Email	40,000
Nob Hill Gazette	
OTM On the Market eNewsletter	6,500
JamesEdition	
Featured Banner	750,000
e-Newsletter	294,000
Listing Feature	148,000
LA Times	
Custom Email	30,000
NYTimes.com	
NYTimes.com Property Module	55,603
WSJ.com	
Mansion Global Homepage	164,000
Property upgrades	
Mansion Global Homepage Featured Listing Module	164,000
Crain's New York Business	
	75,000

Print	
The Wall Street Journal	
2 x 7	150,000
Property Portfolio	644,424
The New York Times	
Featured Listing	1,143,804
Conde Nast Magazines Regional Pages	
Full Page	13,000
Financial Times	
Property Gallery	210,457
GRAND TOTAL	4,998,788



# Schedule and Pricing

Media	Ad Description	June	July	August	September		Media Total
Digital							
Million Impressions*							
Million Impressions	Digtal Banner Program	\$ 1,195.00 \$ 1,195.00 \$ 1,195.00	\$ 1,195.0	1,11	95.00	\$	3,585.00
Million Impressions	Targeting - Miami, NYC, The Hamptons, LA, SF	ns, LA, SF					
Google Adwords							
Google Adwords	Digital PPC program	\$ 2,000.00	\$ 1,250.00	ş	1,250.00	❖	4,500.00
Comprehensive Digital							
Social Mirror	Behavioral Custom program	\$ 1,500.00	1,500.00 \$ 1,500.00 \$ 1,500.00	) \$ 1,50	00.00	❖	4,500.00
<b>Geofencing - Event and Location</b>							
Geofencing - Event and Location	Target specific events and locations		\$ 1,500.00	0		ş	1,500.00
Smart Solutions Eblast							
Smart Solutions Eblast	Custom Email		\$ 2,295.00	0		❖	2,295.00
Nob Hill Gazette							
Nob Hill Gazette San Francisco, Pen	Nob Hill Gazette San Francisco, Penin OTM On the Market eNewsletter	\$ 500.00				❖	500.00
JamesEdition							
Rotating Gallery Real Estate Page	Featured Banner			\$ 1,60	1,600.00	ş	1,600.00
e-Newsletter	e-Newsletter		\$ 1,500.00	0		❖	1,500.00
Social Media	Listing Feature	\$ 500.00				\$	500.00
LA Times							
Custom Email	Custom Email	\$ 1,350.00				\$	1,350.00
NYTimes.com							
<b>NYTimes.com Property Module</b>	<b>NYTimes.com Property Module</b>	\$ 3,000.00				\$	3,000.00
WSJ.com							
Mansion Global Homepage	Mansion Global Homepage	\$ 2,150.00				ş	2,150.00
Property upgrades	Property upgrades		φ.	\$1,200		\$	1,200.00
Mansion Global Homepage Feature	Mansion Global Homepage Featured Mansion Global Homepage Featured Listing Module	Listing Module	4)	\$ 1,275.00	75.00	\$	1,275.00
Crain's New York Business							
Crain's New York Business	Daily E-Newsletter M-F		\$ 3,150.00	0		❖	3,150.00

The Wall Street Journal									
The Wall Street Journal - New York N 2 x 7	7×2×7	\$	2,100.00	Ş	2,100.00 \$ 1,050.00 \$ 1,050.00 Bonus	10.	1,050.00	Bonus	❖
The Wall Street Journal - National Property Portfolio	Property Portfolio	\$	2,355.00						❖
The New York Times									
The New York Times	Featured Listing	\$	1,000.00	ς.	1,000.00 \$ 1,000.00 \$ 1,000.00	10.	1,000.00		φ.
Conde Nast Magazines Regional Pages	ges								
Architectural Digest - Manhattan	Full Page							\$ 2,35	2,350.00 \$
Financial Times									
Financial Times	Property Gallery	-ζ-	1,250.00						\$

Print

4,200.00 2,355.00

3,000.00 2,350.00 1,250.00 45,760.00

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