

ADVERTISING BRANDING MARKETING

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

SKYAD.COM

The Mariposa Group Advertising and Marketing Program



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NEW YORK 477 Madison Ave, New York, Ny 10022, 212- 677-2500 PHILADELPHIA 1700 Market Street, Philadelphia, PA 19103, 215- 365-4040

ADVERTISING BRANDING MARKETING

# National & Global Exposure The Mariposa Group Luxury Listing

SKY Advertising is excited to present to Coldwell Banker Apex a curated, multimedia marketing selection of offerings to bring ultra-high net worth buyer awareness to The Mariposa Group luxury listing.

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 Frisco, TX.

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 Executive Vice President

212-677-2714 janine@skyad.com PAULA DAVIDSON Senior Account Executive

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# Digital Offerings



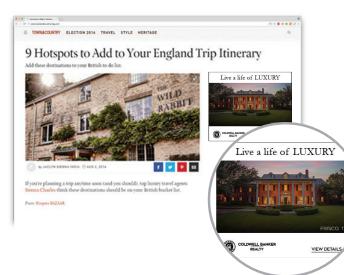
## Impressions Campaign

#### CUSTOMIZABLE. AFFORDABLE. MEASURABLE.

The Impressions program is a customized banner advertising program with guaranteed impressions and click-throughs. With beautifully detailed property photos, your listing can be customized to showcase your property's unique selling features, allowing you to target by country, region, state, county or city and lifestyle.

Get the most out of your marketing dollars with affordable and measurable results that only a digital program can offer. Link directly to your property website, personal website or office website.

Impress locally. Impress globally.



#### CAMPAIGN OVERVIEW AND BUDGET

- Campaign: The Mariposa Group Luxury Listing
- Flight Dates: September 2021 November 2021
- Impressions: 750,000
- Clicks through to the website of your choice.

250K Impressions per month:	\$1,195
500K Impressions per month:	\$1,625
1 Million Impressions per month:	\$2,450
Three Month Minimum	



Minimum 3 month commitment

## 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

### FORTUNE

FOX BUSINESS

THE WALL STREET JOURNAL.

BARRON'S







#### **GEO TARGETING**

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



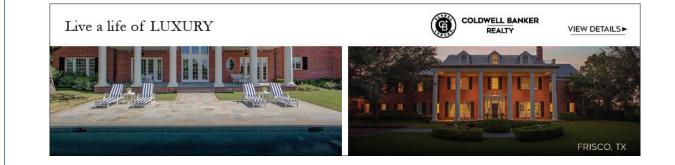
### Creative

### 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** 





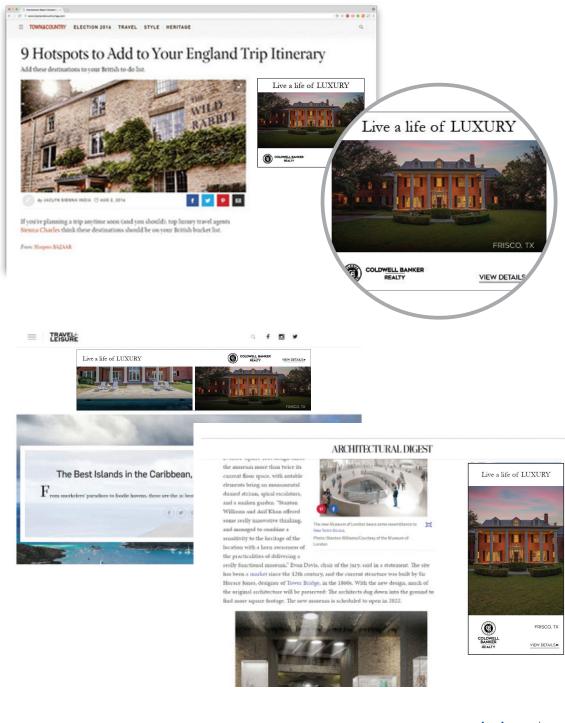




skyad.com | 7

DIGITAL

Sample Banners For Impressions Programs As They Appear On Sites

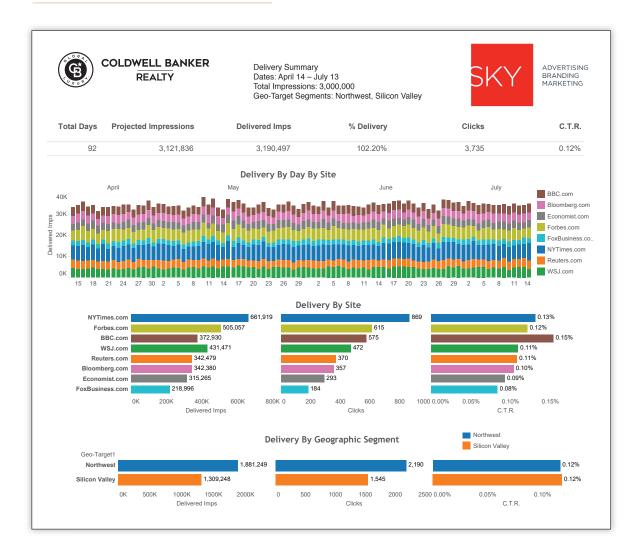


Comprehensive Reporting For Your Customized Campaign

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 California, New York, and Florida.

The program, with a projected start date of September 1st and will run for three months delivering an estimated 750,000 impressions.

This will include:

- A Site-specific segment that allows us to reach a high-networth audience (Adults top 10% HHI), living in California, New York, and Florida on top global business and finance websites.
- · A custom intent segment that will allow us to show banners to adults searching Dallas area residential real estate and living in California, New York, and Florida.

#### SITE SPECIFIC

This segment consists of premium global business/finance websites such as WSJ.com, Foxbusiness.com, Reuters.com and more to extend the overall reach of the program.

#### **BEHAVIORAL TARGETING**

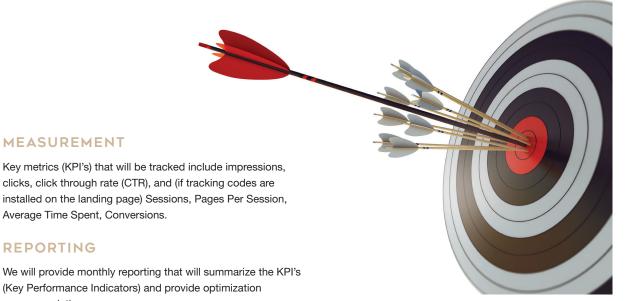
We can target people on behavior first based on their online behavior (sites visited, content consumed and search activity). Since this segment targets behavior first, the banners could end up showing on any site across the web.

MEASUREMENT

REPORTING

recommendations.

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.



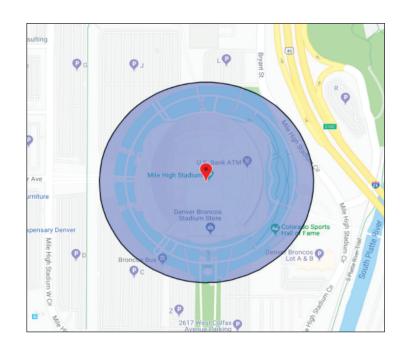
## Impressions Scheduling

			CB A	Apex Marip	oosa Gr	oup Frisco T)	(Property								
			Septemb	er			0	ctober							
Media	Geo-Target	01	08	15	22	29	06	13	20	27	03	10	17	24	Impressions
WSJ.com															
Barrons.com															
Invetsors.com															
CNBC.com	California, New York, and Florida														
Fortune.com															525,000
Reuters.com															
Forbes.com															
FoxBusiness.com															
CNBC.com															
Custom Intent - Dallas Area Real Estate	California, New York, and Florida														225,000
Total Digital															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

#### TARGET SPECIFIC EVENTS AND LOCATIONS

• 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.





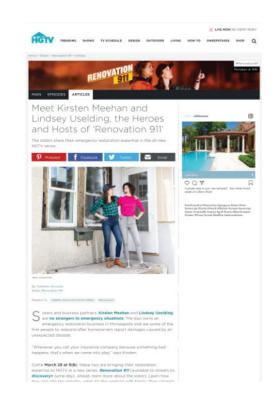
#southcarolina #lowcountry #gorgeous #views #river #peninsula #family #friends #lifestyle #private #peninsula #water #coastallife #nature #golf #home #lifeonthevater #cheers #fitness #social #bluffton #welcomehome





#### 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

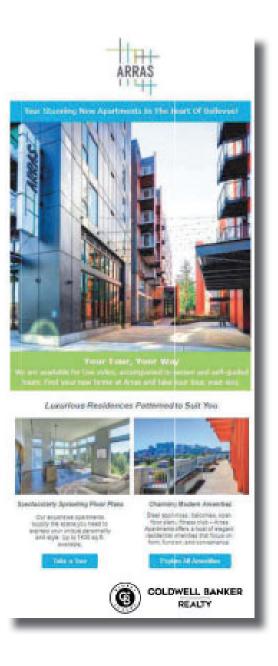
#### DELIVERABILITY

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 EBLAST AND REMINDER 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

## 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.

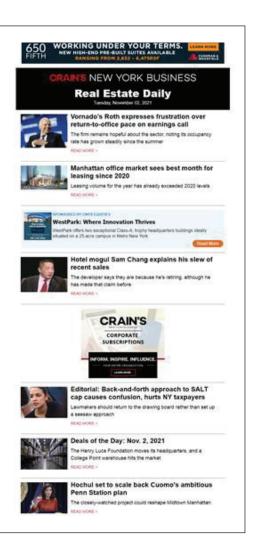
### CRAINS HAS AN INFLUENTIAL AUDIENCE OF DECISIONMAKERS

- 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 impressions
- Featured 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

#### **E-NEWSLETTER**

#### **ON THE MARKET**

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

**PRICE: \$500 PER LISTING** 

San Francisco, Peninsula and Silicon Valley



## jamesedition.com

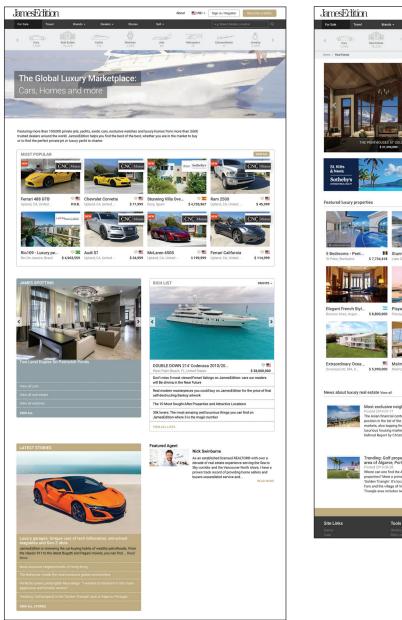
#### **E-NEWSLETTER**

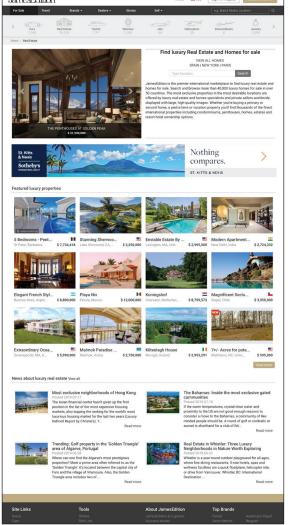
Founded in 2008, JamesEdition.com features the largest collection of luxury goods worldwide. The exquisite items curated by JamesEdition.com range from celebrity-owned luxury real estate to rare supercars. An affluent audience of 25,000 per day is browsing for the finest the globe has to offer.

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** 





About USD - Sinn in / Renister

## jamesedition.com

#### **ROTATING GALLERY**

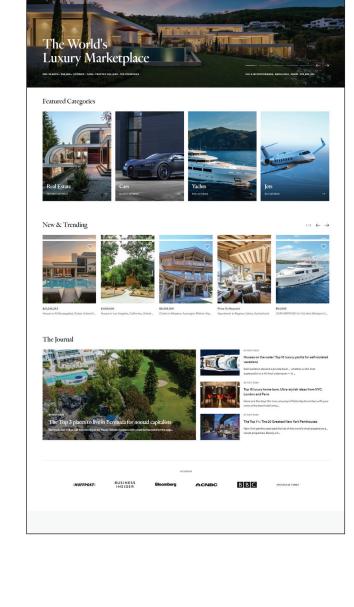
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With more than 10 million monthly page views from around the world, JamesEdition.com is the quintessential marketplace for ultra-high net worth individuals. With users evenly spread throughout the Americas, EMEA and Asia, JamesEdition.com is the only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

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



IAMESEDITION

## jamesedition.com

#### SOCIAL MEDIA POST

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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

#### РНОТО

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

#### 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

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income estate is a unique opportunity to acquire a piece of exceptional, clifftop real estate with beautiful 360-degree sea views over the Ionian Sea.

#### Price: US\$5,846,772



11:50 pm - 25 Aug 2000 - SMMplanner

o ti o d

#### 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

**PHOTO: \$5**00

PHOTO PLUS: \$1,000 PHOTO PLUS

VIDEO: \$1,800

## 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

PRICE: \$1,350/DEPLOYMENT

Los Angeles Times

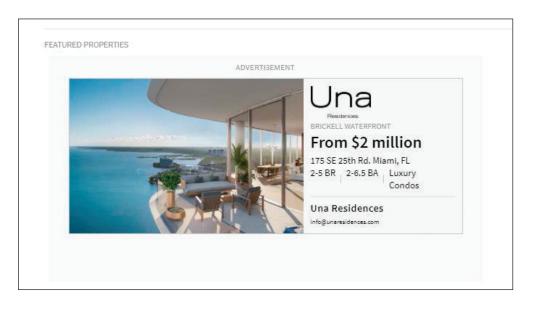
### NYTimes.com

#### 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%

PRICE: \$3,000/WEEK



## The Wall Street Journal Online (WSJ.Com)

#### FEATURED PROPERTY UPGRADES

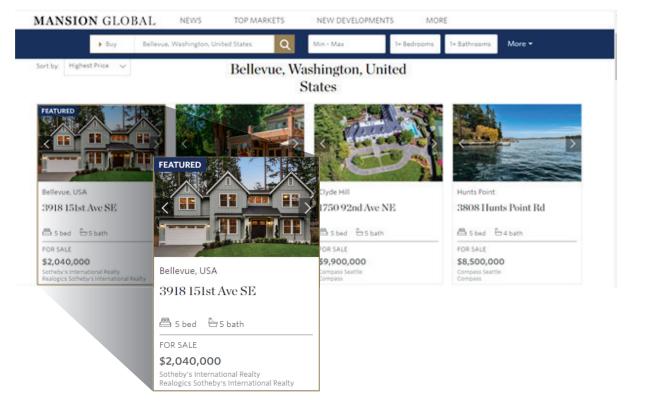
WSJ.com and Mansion Global Featured Property Upgrades place your listings at the top of the search results pages in the town where the property is located. The property you wish to feature comes directly from your brand's WSJ.com feed and click-throughs go to the website of your choice.

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

Included with print placment





## 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

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



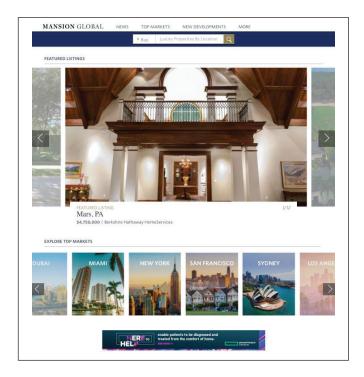


# The Wall Street Journal Online (WSJ.Com)

### THE HOMEPAGE FEATURED LISTING

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

PRICE: \$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: 644,424
- E-newspaper: **194,000**
- Readership: 4,234,000
- Male / Female: 62% / 38%
- Average HHI: \$404,217
- Average age: 50

EXPERIENCE LUXURY INSERT FULL PAGE: \$980 NATIONAL SELECT ZIP CODES

PROPERTY PORTFOLIO: \$2,355 NATIONAL



## The New York Times

#### FEATURED LISTING

A new advertising opportunity in the Sunday Real Estate Section.

A featured listing section to promote individual properties.

FEATURED LISTING 1X: \$1,475 2X: \$1,180 3X: \$1,000



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# Architectural Digest

#### **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:

- 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%

FULL PAGE, COLOR DALLAS/FT. WORTH: \$2,530





### **Financial** Times

The Financial Times showcases the finest residential properties on the market and provides sage advice to a discerning audience of high-end 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% / 14%
- Average household income: \$338,000
- Median age: 51

**PROPERTY GALLERY: \$1,250** 

Global



# Schedule, Pricing & Reach



## Proposed Media Schedule & Pricing 2023

Plan 1 - All										
Media	Ad Description	Se	eptember	00	tober	No	vember	M	edia Total	Reach
Digital										
Million Impressions*										
Million Impressions	Digital Banner Program	\$	1,195.00	\$	1,195.00	\$	1,195.00	\$	3,585.00	750,000
Million Impressions	Targeting - add targeted areas here									
Google Adwords										
Google Adwords	Digital PPC program	\$	2,050.00	\$	1,300.00	\$	1,300.00	\$	4,650.00	
Comprehensive Digital										
Social Mirror	Behavioral Custom program	\$	1,500.00	\$	1,500.00	\$	1,500.00	\$	4,500.00	300,000
Geofencing - Event and Location										
Geofencing - Event and Location	Target specific events and locations	\$	1,500.00					\$	1,500.00	60,000
Smart Solutions Eblast										
Smart Solutions Eblast	Custom Email	\$	2,295.00					\$	2,295.00	40,000
Nob Hill Gazette										
Nob Hill Gazette San Francisco, Pen	in OTM On the Market eNewsletter	\$	500.00	\$	500.00			\$	1,000.00	13,000
JamesEdition										
Rotating Gallery Real Estate Page	Featured Banner	\$	1,600.00					\$	1,600.00	750,000
e-Newsletter	e-Newsletter			\$	1,500.00			\$	1,500.00	294,000
Social Media	Listing Feature					\$	500.00	\$	500.00	148,000
LA Times										
Custom Email	Custom Email	\$	1,350.00					\$	1,350.00	30,000
NYTimes.com										
NYTimes.com Property Module	NYTimes.com Property Module			\$	3,000.00			\$	3,000.00	55,603
WSJ.com										
Mansion Global Homepage	Mansion Global Homepage	\$	2,150.00					\$	2,150.00	164,000
Property upgrades	Property upgrades				\$1,200			\$	1,200.00	
Mansion Global Homepage Feature	ed Mansion Global Homepage Feature	d Lis	ting Modul	e		\$	1,275.00	\$	1,275.00	164,000
Crain's New York Business										
Crain's New York Business	Daily E-Newsletter M-F	\$	3,150.00					\$	3,150.00	15,000

#### Print

The Wall Street Journal					
The Wall Street Journal - National	Property Portfolio	\$ 2,355.00	\$ 2,355.00		\$ 4,710.00
The Wall Street Journal - National	Experience Luxury Insert		\$ 980.00		\$ 980.00
The New York Times					
The New York Times	Featured Listing	\$ 1,000.00	\$ 1,000.00	\$ 1,000.00	\$ 3,000.00
Conde Nast Magazines Regional Pa	ages				
Architectural Digest - Dallas/Ft. Wo	rtl Full Page			\$ 2,530.00	\$ 2,530.00
Financial Times					
Financial Times	Property Gallery	\$ 1,250.00	\$ 1,250.00	\$ 1,250.00	\$ 3,750.00
TOTAL					\$ 48,225.00
* A face of the state of the st		 £ 1	 		

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

## Proposed Media Schedule & Pricing 2023

Plan 2										
Media	Ad Description	Se	eptember	00	tober	No	ovember	Me	dia Total	Reach
Digital										
Million Impressions*										
Million Impressions Million Impressions	Digital Banner Program Targeting - add targeted areas here	\$	1,195.00	\$	1,195.00	\$	1,195.00	\$	3,585.00	750,000
Google Adwords										
Google Adwords	Digital PPC program	\$	2,050.00	\$	1,300.00	\$	1,300.00	\$	4,650.00	
Comprehensive Digital										
Social Mirror	Behavioral Custom program	\$	1,500.00	\$	1,500.00	\$	1,500.00	\$	4,500.00	300,000
Smart Solutions Eblast										
Smart Solutions Eblast	Custom Email	\$	2,295.00					\$	2,295.00	40,000
Nob Hill Gazette										
Nob Hill Gazette San Francisco, Per	nir OTM On the Market eNewsletter	\$	500.00	\$	500.00			\$	1,000.00	13,000
JamesEdition										
e-Newsletter	e-Newsletter			\$	1,500.00			\$	1,500.00	294,000
Social Media	Listing Feature					\$	500.00	\$	500.00	148,000
LA Times										
Custom Email	Custom Email	\$	1,350.00					\$	1,350.00	30,000
NYTimes.com										
NYTimes.com Property Module	NYTimes.com Property Module			\$	3,000.00			\$	3,000.00	55,603
WSJ.com										
Property upgrades	Property upgrades				\$1,200			\$	1,200.00	
Mansion Global Homepage Feature	ed Mansion Global Homepage Feature	d Lis	sting Modul	е		\$	1,275.00	\$	1,275.00	164,000

#### Print

The Wall Street Journal								
The Wall Street Journal - National	Property Portfolio	\$	2,355.00				\$ 2,355.00	644,424
The Wall Street Journal - National	Experience Luxury Insert			\$	980.00		\$ 980.00	100,000
The New York Times								
The New York Times	Featured Listing	\$	1,000.00	\$	1,000.00	\$ 1,000.00	\$ 3,000.00	1,143,804
Conde Nast Magazines Regional Pa	iges							
Architectural Digest - Dallas/Ft. Wo	rt Full Page					\$ 2,530.00	\$ 2,530.00	16,000
Financial Times								
Financial Times	Property Gallery	\$	1,250.00			\$ 1,250.00	\$ 2,500.00	420,914
TOTAL							\$ 36,220.00	4,119,745
*After 6 months the Impressions Pr	ogram may be adjusted after eva	luation o	f budget an	id sti	rategy			

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

## Proposed Media Schedule & Pricing 2023

Plan 3										
Media	Ad Description	Se	eptember	00	tober	No	vember	M	edia Total	Reach
Digital										
Million Impressions*										
Million Impressions	Digital Banner Program	\$	1,195.00	\$	1,195.00	\$	1,195.00	\$	3,585.00	750,000
Million Impressions	Targeting - add targeted areas here	2								
Google Adwords										
Google Adwords	Digital PPC program	\$	2,050.00	\$	1,300.00	\$	1,300.00	\$	4,650.00	
Comprehensive Digital										
Social Mirror	Behavioral Custom program	\$	1,500.00	\$	1,500.00			\$	3,000.00	200,000
Smart Solutions Eblast										
Smart Solutions Eblast	Custom Email	\$	2,295.00					\$	2,295.00	40,000
Nob Hill Gazette										
Nob Hill Gazette San Francisco, Pen	in: OTM On the Market eNewsletter	\$	500.00	\$	500.00			\$	1,000.00	13,000
JamesEdition										
Social Media	Listing Feature					\$	500.00	\$	500.00	148,000
NYTimes.com										
NYTimes.com Property Module	NYTimes.com Property Module			\$	3,000.00			\$	3,000.00	55,603
WSJ.com										
Mansion Global Homepage Feature	d Mansion Global Homepage Feature	d Lis	ting Module			\$	1,275.00	\$	1,275.00	164,000

#### Print

The Wall Street Journal								
The Wall Street Journal - National	Property Portfolio	\$	2,355.00				\$ 2,355.00	644,424
The Wall Street Journal - National	Experience Luxury Insert			\$	980.00		\$ 980.00	100,000
The New York Times								
The New York Times	Featured Listing	\$	1,180.00	\$	1,180.00		\$ 2,360.00	762,536
Financial Times								
Financial Times	Property Gallery	\$	1,250.00			\$ 1,250.00	\$ 2,500.00	420,914
TOTAL							\$ 27,500.00	3,298,477
*After 6 months the Impressions Pro	ogram may be adjusted after evalua	tion o	f budget and	d stra	ategy			

Pricing Subject to Change