

ADVERTISING BRANDING MARKETING NEW YORK 477 Madison Ave New York, NY 10022

SKYAD.COM

## HALE PALAU'EA ADVERTISING AND MARKETING PROGRAM



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# NATIONAL & GLOBAL EXPOSURE HALE PALAU'EA

SKY Advertising is excited to present to Island Properties Coldwell Banker a curated, multi-media marketing selection of offerings to bring ultra-high net worth buyer awareness to Hale Palau'ea.

Your strategic blueprint is composed of digital products that are highly targeted to individuals looking for high-end living in Makena, HI.

Approaching the marketing strategy digitally 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

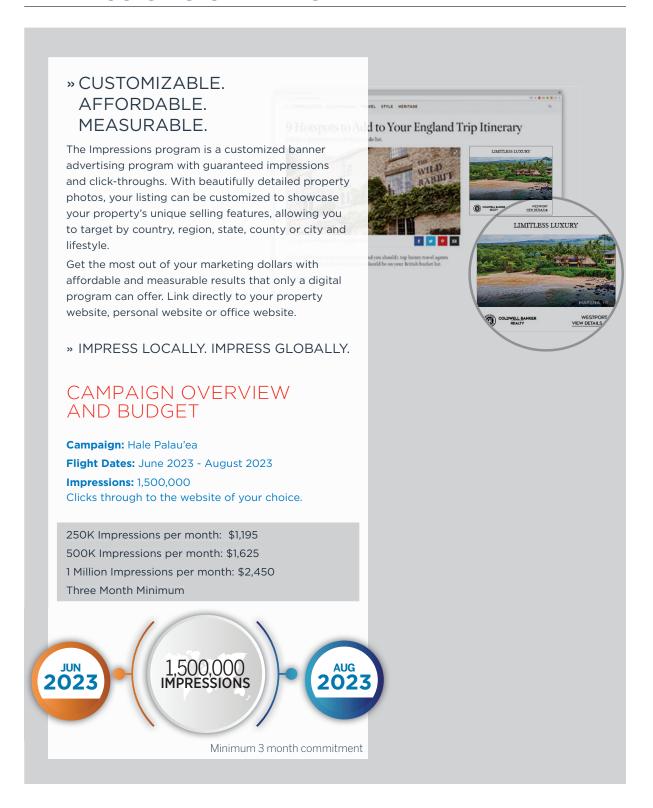
**Senior Account Executive** 212-677-2671 paula@skyad.com SARA HELENI

Account Executive 212-674-2402 sara@skyad.com JIMMY CINTRÓN

Account Executive 212-677-0083 jimmy@skyad.com

# 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.

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













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

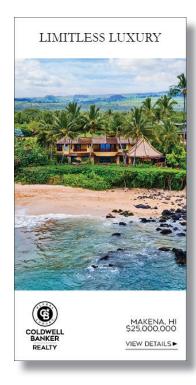
We create and produce banner ads for your campaign that best reflect your property and company image. We assist with photo selection and editing as well as ad design and sizing.

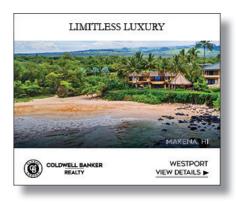
Ad Units: 970x250, 728x90, 300x600, 300x250, or custom sizes.

Banner Production: \$350

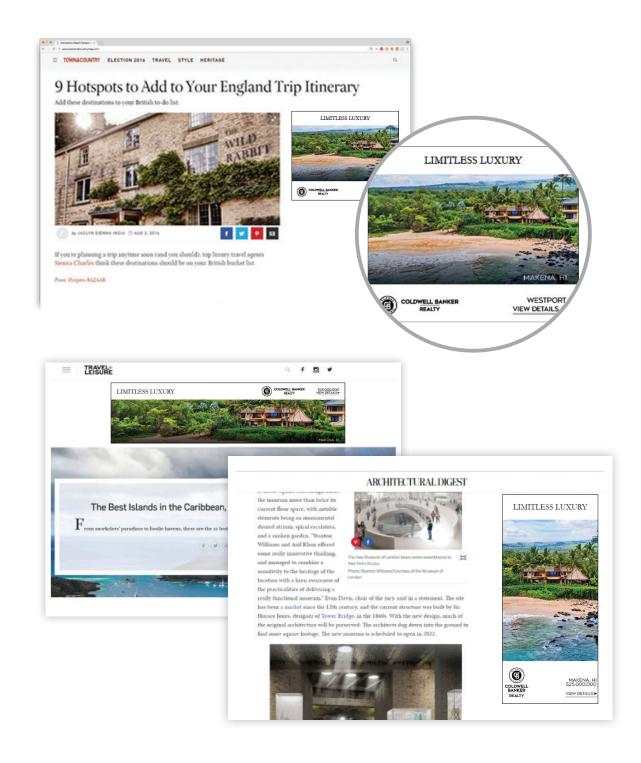








# SAMPLE BANNERS FOR IMPRESSIONS PROGRAMS AS THEY APPEAR ON SITES

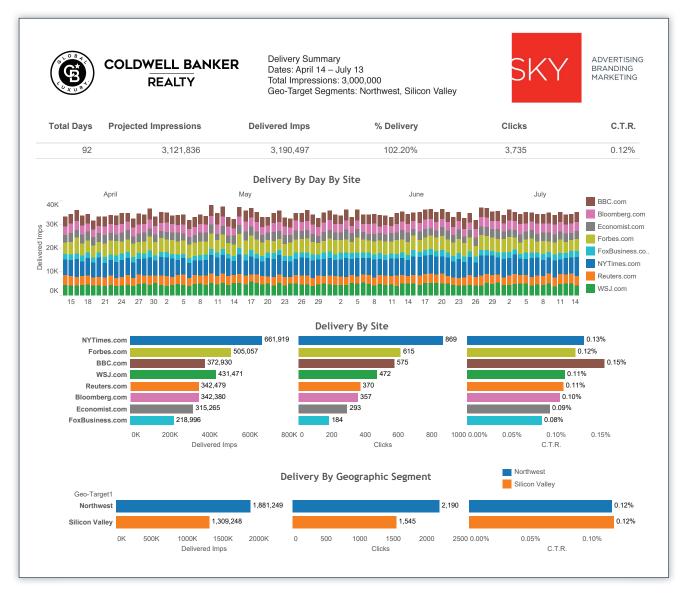


# COMPREHENSIVE REPORTING FOR YOUR CUSTOMIZED CAMPAIGN

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 California, Utah, Colorado, Calgary (Alberta), Washington and Texas.

The programs are scheduled to start on June 1st and run for three months and deliver an estimated 1,500,000 impressions.

This will include:

- A site-specific segment of Global leading business/finance and local news websites.
- A custom intent segment, that will allow us to show banners to adults who are searching for Hawaii Real Estate and living in California, Utah, Colorado, Calgary (Alberta), Washington and Texas.
- A behavioral segment that will allow us to show banners to adults living in California, Utah, Colorado, Calgary (Alberta), Washington and Texas who are actively planning a trip to the Big Island.

#### » SITE SPECIFIC

This segment consists of premium global business, finance and news websites such as WSJ.com, StarAdvertiser.com, Forbes.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

		CB Islan June	CB Island Properties Hale Palau'ea	- 1	Vlnr		August		
Media	Geo-Target	29 05 12	19 26	03 10	10 17 24	31	07 14	21 28	Impressions
Star Advertiser.com	California, Utah, Colorado, Calgary (Alberta), Washington, Texas								150,000
Barrons.com									
Investors.com									
Forbes.com									
FoxBusiness.com	California, Utah, Colorado,								000 100
Bloomberg.com	Calgal y (Alberta), washington, Texas								000,625
Reuters.com									
CNBC.com									
WSJ.com									
Custom Intent: Hawaii Real Estate	California, Utah, Colorado, Calgary (Alberta), Washington, Texas								425,000
In-Market: Planning Trip to the Big Island	California, Utah, Colorado, Calgary (Alberta), Washington, Texas								300,000
Total Digital									1,500,000

#### 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

#### 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.

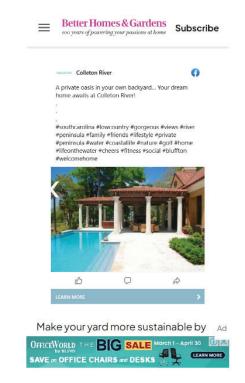
Social Mirror ads can be done with any organic or paid posts from your business account on these 8 social media platforms: Facebook, Instagram, Twitter, LinkedIn, TikTok, Pinterest, Snapchat, or YouTube.

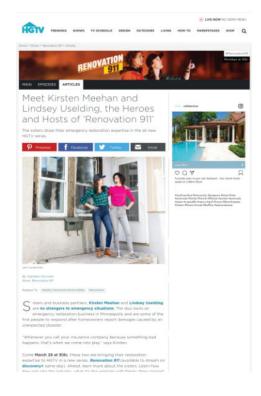
Ads can be display, video, OTT across connected TVs or carousel.

#### **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.

BEHAVIORAL CUSTOM PROGRAM: \$1,500/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

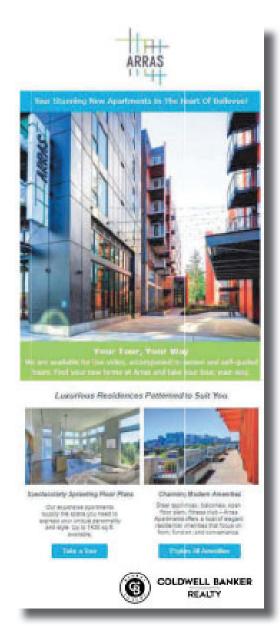
#### **DELIVERABILITY**

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



#### 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

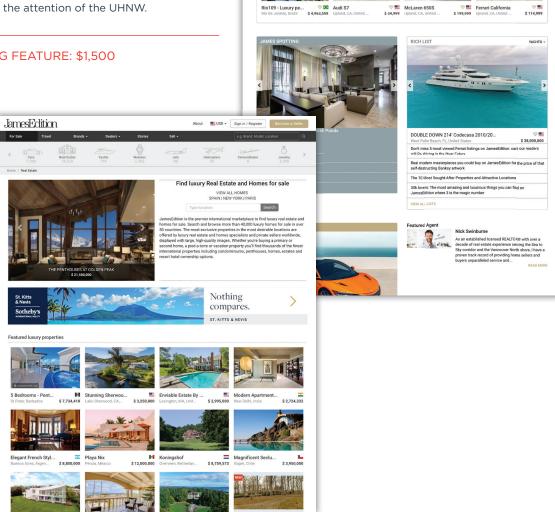
#### » E-NEWSLETTER

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

The Global Luxury Marketplace:

Ram 2500 \$ 4,735,967 Upland, CA, U

#### JAMESEDITION.COM

#### » ROTATING GALLERY

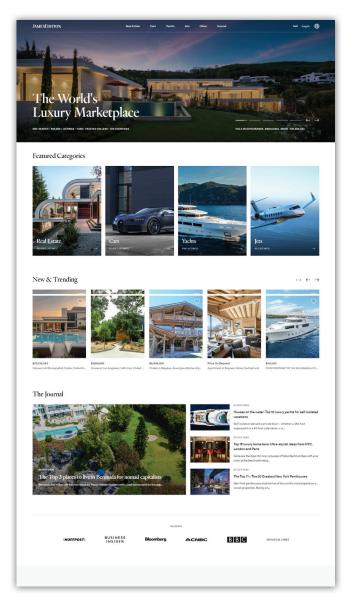
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Showcase your office and properties and bring increased visibility to capture the attention of the UHNW in the James Edition rotating Gallery. The Rotating Gallery is a carousel of selected listings that automatically changes every 5 seconds. on the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

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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

#### LUXURY ESTATE

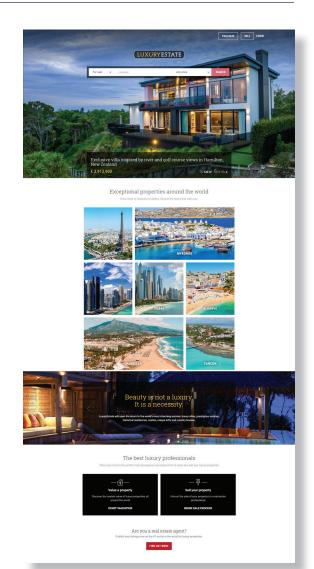
#### » LUXURY ESTATE

Luxury Estate is the leading international portal for the luxury real estate market.

With website and apps translated in 16 languages and users from 132 countries, LE is the perfect solution to reach international buyers.

- 1,900,000 visitors per month
- **18,000,000** page views per month
- 3,000,000 euro average buyer inquiry

SHOWCASE LISTING + ELITE LISTING PACKAGES
PRICES:
\$1,100 FOR 1 MONTH
\$3,250 FOR 3 MONTHS
\$5,100FOR 6 MONTHS



#### OCEAN HOME

Ocean Home magazine showcases the best in luxury coastal design—from Caribbean bungalows to Malibu's modern masterpieces to Montauk's shoreline cottages to Palm Beach's Spanish Revival villas—and, in turn, celebrates the top architects, interior designers, and craftspeople creating these waterfront dream homes from coast to coast and beyond.

» CUSTOM E-MAIL

PRICE: \$2,500 PER WEEK

» FACEBOOK/INSTAGRAM AD

PRICE: \$1,300 PER MONTH





#### ROBBREPORT.COM

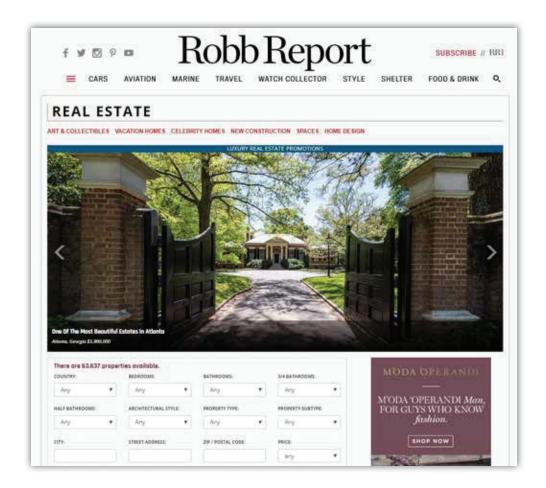
#### » REAL ESTATE MEDIA BAR

Placement on the Real Estate Media Bar provides outstanding visibility and click-through for high impact awareness.

Limited Space available: only 10 properties per month are permitted

- Above average click through rate
- Can click directly to provided url or landing page (built by robbreport.com)
- Property is live within 24-48 hours of receiving materials.

PRICE: \$1,250



# 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)

## » MANSION GLOBAL DAILY (M-F) ENEWSLETTER

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

COST: \$3,680



# THE WALL STREET JOURNAL ONLINE (WSJ.COM)

## » @MANSIONGLOBAL INSTAGRAM

Leverage Mansion Global's growing Instagram presence with native Instagram posts that showcase their properties to an active, in-market social media audience.

• Followers: 76.2K

\$1,775



#### **BOAT INTERNATIONAL E-NEWSLETTER**

For more than 30 years, *Boat International* has been the world's most authoritative, trusted and comprehensive magazine for the superyacht community, inspiring the lifestyles of the international wealthy elite. The magazines and books are timeless and collectable.

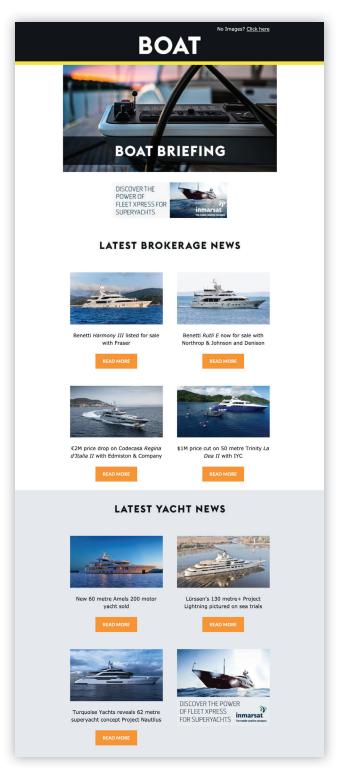
The readers constitute some of the wealthiest and inaccessible individuals in the world. Overall the average net worth of our audience (across events and print) is \$35.9 million, with a combined wealth of \$1.662 trillion. The subscribers (Boat International and Boat International US Edition) account for more than 10 per cent of the total global billionaire population. The network of the audience extends to more than 6,000 UHNWIs, with a combined wealth of \$3.74 trillion.

• Circulation US: 25,600

• Average Net Worth: \$35.9 million

#### E-NEWSLETTER: \$750







# **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
Enewspaper: 194,000
Readership: 4,234,000
Male / Female: 62% / 38%
Average HHI: \$404,217

National

PROPERTY PORTFOLIO: \$2,355



#### ELITE TRAVELER

Since its launch in 2001, Elite Traveler has been the market-leading guide and curator of the global luxury lifestyle of ultra-high-net-worth individuals. It is written and designed by our experienced team of editors for the elusive global elite who live the private jet lifestyle, delivering expert perspectives, meaningful analysis and advice. Each issue provides detailed information covering the spectrum of the luxury lifestyle, including travel, fashion, jewelry, watches, spirits, autos, jets, yachts and real estate.

As an audited publication with worldwide distribution aboard private jets, first-class lounges and in FBOs across over 100 countries, Elite Traveler provides advertisers unique access to the wealthiest consumers in the ultimate luxury market.

#### **ELITE TRAVELER AUDIENCE**

• Total Readership: 557,000

• Average Age: 45

• Male/Female: 69% / 31%

• Average HHI: \$7.9M

• Average Net Worth: \$32M

LUXURY HOMES FEATURE: \$4,500



# elite*traveler*



#### 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

Plan 1	
Media	Circulation
Digital	
Million Impressions*	
Digtal Banner Program	1,500,000
Targeting - CA, Utah, Colorado, Calgary (Alberta), Washington, Te	exas
Comprehensive Digital	
Behavioral Custom program	300,000
Geofencing - Event and Location	
Target specific events and locations	60,000
Smart Solutions Eblast	
Custom Email	20,000
Nob Hill Gazette	
OTM On the Market eNewsletter	13,000
JamesEdition	
Featured Banner	750,000
e-Newsletter	294,000
Listing Feature	148,000
LA Times	
Custom Email	30,000
Robbreport.com	
Real Estate media bar	6,000
WSJ.com	
Mansion Global Homepage	164,000
Daily Monday-Friday	17,000
Mansion Global Instagram	76,200
Yachting E-newsletter	
Boat International	25,600
Ocean Home	
Custom E-Mail	22,000
Facebook/Instagram Ad	43,400
Luxury Estate	
Showcase Listing + Elite Listing Packages	
Print	
The Wall Street Journal	
Property Portfolio	644,424
Elite Traveler	444 400
Financial Times	111,400
Property Gallery	193,337
GRAND TOTAL	4,418,361

### CIRCULATION/DISTRIBUTION/REACH 2023

Plan 2

Media Circulati

Digital

Million Impressions\*

Digtal Banner Program

Targeting - CA, Utah, Colorado, Calgary (Alberta), Washington, Texas

**Comprehensive Digital** 

Behavioral Custom program

**Nob Hill Gazette** 

OTM On the Market eNewsletter

**JamesEdition** 

e-Newsletter

Listing Feature

**LA Times** 

**Custom Email** 

WSJ.com

Mansion Global Homepage

**Yachting E-newsletter** 

**Boat International** 

Ocean Home

Facebook/Instagram Ad

**Luxury Estate** 

Showcase Listing + Elite Listing Packages

Print

The Wall Street Journal

Property Portfolio

**Financial Times** 

**Property Gallery** 

GRAND TOTAL 2



# Schedule and Pricing

Digital								
Million Impressions*								
Million Impressions	Digtal Banner Program	\$ 1,	1,625.00 \$	1,625.00	\$ 1,625.00		Ş	4,875.00
Million Impressions	Targeting - CA, Utah, Colorado, Calgary (Alberta), Washington, Texas	ال (Nberta)،	'ashington,	Texas				
Comprehensive Digital								
Social Mirror Ads	Behavioral Custom program	\$ 1,	1,500.00 \$	1,500.00	\$ 1,500.00		ş	4,500.00
Geofencing - Event and Location								
Geofencing - Event and Location	Target specific events and locations		❖	1,500.00			❖	1,500.00
Smart Solutions Eblast								
Smart Solutions Eblast	Custom Email		❖	2,295.00			Ŷ	2,295.00
Nob Hill Gazette								
Nob Hill Gazette San Francisco, Peninsula and S	Silicon OTM On the Market eNewsletter	❖	\$ 00.005	500.00			↔	1,000.00
JamesEdition								
Rotating Gallery Real Estate Page	Featured Banner				\$ 1,600.00		↔	1,600.00
e-Newsletter	e-Newsletter		❖	1,500.00			Ş	1,500.00
Social Media	Listing Feature	\$ 1,	1,000.00				❖	1,000.00
LA Times								
Custom Email	Custom Email	\$ 1,	1,350.00				❖	1,350.00
Robbreport.com								
Robbreport.com	Real Estate media bar	\$ 1,	1,250.00				❖	1,250.00
WSJ.com								
Mansion Global Homepage	Mansion Global Homepage	\$ 2,	2,150.00				❖	2,150.00
Mansion Global e-Newletter	Daily Monday-Friday		❖	3,680.00			Ş	3,680.00
Mansion Global Instagram	Mansion Global Instagram				\$ 1,775.00		❖	1,775.00
Yachting E-newsletter								
Boat International	Boat International	\$	750.00				❖	750.00
Ocean Home								
Custom E-Mail	Custom E-Mail		\$	2,500.00			❖	2,500.00
Facebook/Instagram Ad	Facebook/Instagram Ad	\$ 1,	1,300.00				❖	1,300.00
Luxury Estate								
Luxury Estate	Showcase Listing + Elite Listing Packages	\$ 1,	1,100.00				<b>⊹</b>	1,100.00
Print								
The Wall Street Journal								
The Wall Street Journal - National	Property Portfolio	\$ 2,	2,355.00				↔	2,355.00
Elite Traveler								
Elite Traveler	Luxury Homes Feature					\$ 4,500.00	❖	4,500.00
Financial Times								
Financial Times	Property Gallery	\$ 1,	1,250.00				❖	1,250.00
TOTAL *After 6 months the Impressions Program may	TOTAL *After 6 months the Impressions Program may be adjusted after evaluation of buidest and strategy	7					❖	42,230.00
		.601						

Plan 2								
Media	Ad Description	June		July	August	September	Med	Media Total
Digital								
Million Impressions*								
Million Impressions	Digtal Banner Program	ς,	1,195.00 \$	1,195.00	\$ 1,195.00		ς.	3,585.00
Million Impressions	Targeting - CA, Utah, Colorado, Calgary (Alberta), Washington, Texas	berta),	, Washingtor	ı, Texas				
Comprehensive Digital								
Social Mirror Ads	Behavioral Custom program	Ş	1,500.00	\$ 1,500.00			ψ.	3,000.00
Nob Hill Gazette								
Nob Hill Gazette San Francisco, Peninsula and Silicon OTM On the Market eNewsletter	on OTM On the Market eNewsletter	❖	500.00	\$ 500.00			↔	1,000.00
JamesEdition								
e-Newsletter	e-Newsletter		07	\$ 1,500.00			φ.	1,500.00
Social Media	Listing Feature	ş	200.00				ς.	500.00
LA Times								
Custom Email	Custom Email	↔	1,350.00				❖	1,350.00
WSJ.com								
Mansion Global Homepage	Mansion Global Homepage	↔	2,150.00				↔	2,150.00
Yachting E-newsletter								
Boat International	Boat International	⊹	750.00				ᡐ	750.00
Ocean Home								
Facebook/Instagram Ad	Facebook/Instagram Ad	↔	1,300.00				❖	1,300.00
Luxury Estate								
Luxury Estate	Showcase Listing + Elite Listing Packages	❖	1,100.00				❖	1,100.00
Print								
The Wall Street Journal								
The Wall Street Journal - National	Property Portfolio	❖	2,355.00				↔	2,355.00
Financial Times								
Financial Times	Property Gallery	❖	1,250.00				❖	1,250.00
TOTAL							❖	19,840.00
*After 6 months the Impressions Program may be adjusted after evaluation of budget and strategy	adjusted after evaluation of budget and strat	egy						
Pricing Subject to Change								