

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

SKYAD.COM

LAMU ISLAND ESTATE ADVERTISING AND MARKETING PROGRAM



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NATIONAL & GLOBAL EXPOSURE LAMU ISLAND ESTATE

SKY Advertising is excited to present to Coldwell Banker a curated, multi-media marketing selection of offerings to bring ultra-high net worth buyer awareness to the Lamu Island Estate.

Your strategic blueprint is composed of key print media to cast a wide net and digital products that are highly targeted to individuals looking for high-end living in Lamu Island.

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 handselected and white-listed sites most relevant to your campaign.

The New York Times Telegraph.co.uk

THE WALL STREET JOURNAL. THE ECONOMIC TIMES

















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.

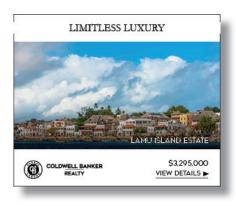
Ad Units: 920x250, 728x90, 300x600, 300x250, or custom sizes.

Banner Production: \$350

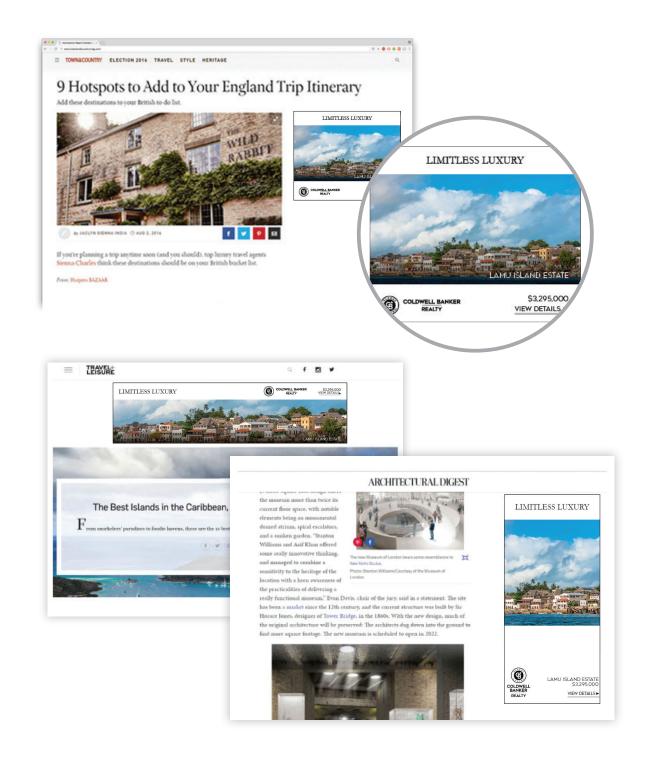








SAMPLE BANNERS FOR IMPRESSIONS PROGRAMS AS THEY APPEAR ON SITES

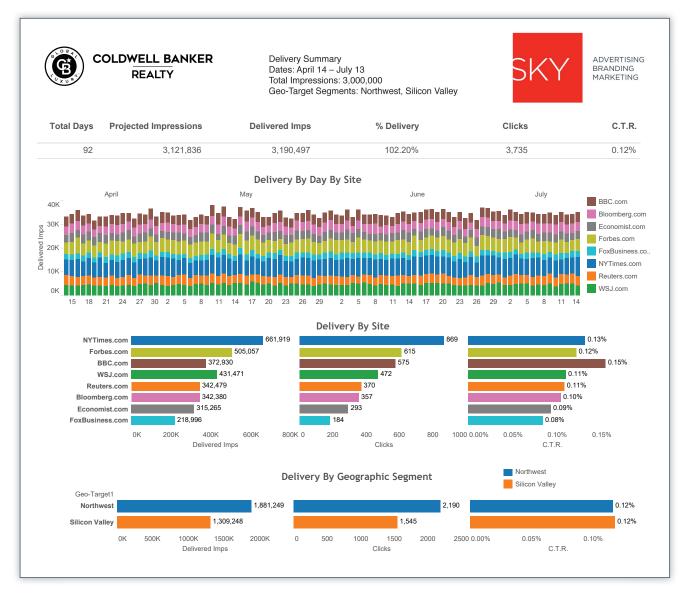


COMPREHENSIVE REPORTING FOR YOUR CUSTOMIZED CAMPAIGN

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 & PRICING

After researching, we have put together a program that targets a high net worth audience (top 10% of Household income (HHI)) in Narobi, UAE, UK, France, Italy, US (Washington DC, New York, Los Angeles and San Francisco Metros)

The program, which will run from March 1st - May 31st and is projected to deliver an estimated 750,000 impressions.

This recommendation includes:

- A behavioral targeted segment that allows us to reach Business Travelers that live in Narobi, UAE, UK, France, Italy, US (Washington DC, New York, Los Angeles and San Francisco Metros) who are actively planning a trip to Kenya.
- A behavioral targeted segment that allows us reach Luxury Travelers who live in Narobi, UAE, UK, France, Italy, US (Washington DC, New York, Los Angeles and San Francisco Metros) that are actively planning a trip to Kenya.
- An Custom Intent segment that will allow us to target a top 10% HHI audience in Narobi, UAE, UK, France, Italy, US (Washington DC, New York, Los Angeles and San Francisco Metros) who are actively searching for Kenya Real Estate

Since the In-Market 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 "white list" of sites. Ads will only show to people who have met our targeting criteria (In-Market, income and geo-target) on one of these sites. Sites include premium local and national sites (e.g. SFChronicle.com, thetimes.co.uk, repubblica.it, VanityFair.com, WashingtonPost.com, Gulfnews.com and more).

» 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

CBGL Lamu Island

		March		April			May			
Media	Geo-Target	1 8 15 22	29	5 12	19	26		10	17	Impressions
Behavioral - Business Travelers - Trips to Kenya	Narobi, UAE, UK, France, Italy, US Behavioral - Business Travelers (Washington DC, New York, Los - Trips to Kenya Angeles and San Francisco Metros)									225,000
Custom Intent - Kenya Real Estate	Narobi, UAE, UK, France, Italy, US (Washington DC, New York, Los Angeles and San Francisco Metros)									250,000
Luxury Travelers - Trips to Kenya	Narobi, UAE, UK, France, Italy, US (Washington DC, New York, Los Angeles and San Francisco Metros)									275,000
Total Impressions										750,000

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

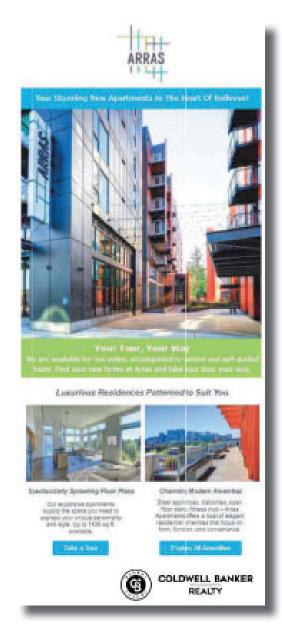
DELIVERABILITY

Make it to more customer's inboxes every time.

Audience

New York Metro,
Outdoor Enthusiasts
Household Income > \$500K
29,000+ Total Emails

CUSTOM EBLAST: \$2,975



UHNW HYPER-TARGETED SOCIAL CAMPAIGN

The right social media strategy, allows the biggest marketing opportunity to date to engage with the UHNW individual. Through bespoke targeted social media campaign tools, we push sponsored content on social media to people in a very specific luxury location.

CAMPAIGN TRACKING

Our targeted social media campaigns come with a full reporting service, allowing us to send you detailed weekly reports that show your user and campaign data such as:

- Impressions
- Clicks
- Gender Break Down
- Age-Range Break Down
- Location Break Down

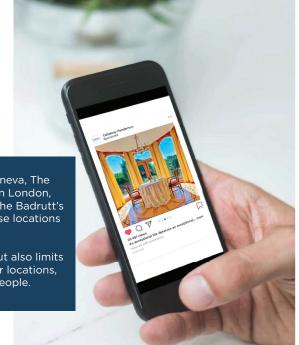


An exceptional life deserves an exceptional... more

View all 245 comments

50 LOCATIONS \$6,250

Includes a mix of locations globally such as Members Clubs, Exclusive Golf Clubs, Neihgborhoods, Private Jet Terminals and 5 Star Hotels



EXAMPLE

Our software targets The Four Seasons hotel in Geneva, The Private Jet Terminal in Nice, The Dorchester Hotel in London, Monaco Yacht Show, Frieze Art Fair, Baselworld and the Badrutt's Palace in St Moritz and anybody who is in any of these locations will be served our brands adverts.

This is a great way of targeting wealthy consumers but also limits waste as you know that if they are in these particular locations, they are most likely to be wealthy/ influential people.

JUWAI.COM

Juwai.com is where Chinese find international property. Juwai, which means "home overseas", is visited by Chinese buyers each day from over 403 cities throughout China, as well as major Chinese communities in Taiwan, Hong Kong, Malaysia and Singapore. The site is the largest and most authoritative source for global property in Chinese, with over 2.5 million property listings spanning 89 countries.

» HOT PROPERTY UPGRADE

With this hot placement, your listing can attract up to 90.8X more traffic. Be seen before Chinese buyers even begin their property search! Located on the right side of the homepage.

PRICING SPECIAL: \$425 FOR 30 DAYS. Usually \$725

Global

» FEATURED PLACEMENT PROPERTY LISTING

Juwai Luxe Channel

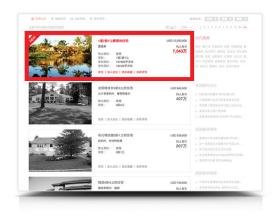
Connects you to UHNW (Ultra High Net Worth) Chinese consumers.

PRICING: \$ 750 FOR 6 MONTHS.

For properties \$2M+

Global





BLOOMBERG MARKETS E-NEWSLETTERS

» 5 THINGS E-NEWSLETTER

Five Things to Start Your Day. Get up to speed with the most important business & markets news each morning in our Five Things roundup.

PRICE: \$3,750

Europe Edition

• Subscribers: 84,000

• Open Rate: 30%

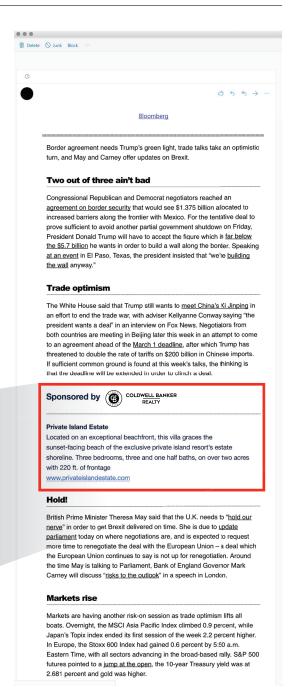
· Frequency: Daily



Private Island Estate

Located on an exceptional beachfront, this villa graces the sunset-facing beach of the exclusive private island resort's estate shoreline. Three bedrooms, three and one half baths, on over two acres with 220 ft. of frontage

www.privateislandestate.com



CONDE NAST UK

» INSTAGRAM @ CONDENASTPROPERTY

Ready to jump into action on instagram, @ condenastproperty is the fastest growing account at Conde Nast Britain and consistently comes in at No 1 each week on growth and engagement. @ condenastproperty has grown organically in 3 years and now has 215K followers.

INSTAGRAM POST: \$ 2,500



DWELL REAL ESTATE

Dwell Real Estate takes a peek into modern real estate listings from every corner of the country and beyond.

Dwell Audience Real Estate Metrics

- Ranks Highly for a young audience, Age 25-54, that owns real estate and investment real estate (Index 275).
- Ranks #1 for an audience with plans to purchase a second house (vacation home) or remodel their home within the year (Index 259).



Custom Real Estate Article. This article permanently live will live in the Dwell.com Real Estate Channel.

- Promotion on Dwell.com Homepage through a promo tile.
- Promotion of the Custom Article in the Dwell Email Newsletter.
- Promotion on the Dwell Facebook *ability to geotag and target specific locations (893k Followers).
- Promotion on the Dwell Twitter.





NOB HILL GAZETTE - PENINSULA & SILICON VALLEY

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

Gazette PENINSULA & SILICON VALLEY

Formerly G E N T R Y

» 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



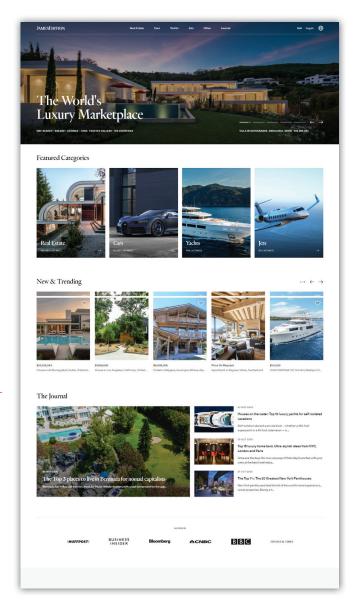
» ROTATING GALLERY

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.

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

FEATURED BANNER: \$1000-\$1500



» FEATURED ARTICLE AND E-NEWSLETTER PROMOTION

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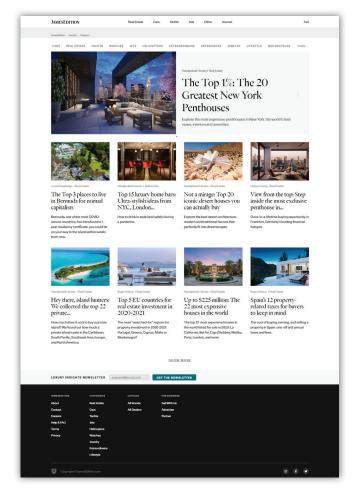
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A Featured Story is an article published on the website. Articles are evergreen content. The average time that viewers spend on an article page exceeds 2 minutes indicating that article views come from the most loyal and engaged

Featured stories are both SEO optimized and given placements in the newsletter bringing an average, 2000-3500 views during its first month online.

Showcase your office and properties and bring increased visibility to capture the attention of the UHNW in a Featured Story.

FEATURED STORY IN THE JOURNAL CUSTOM CONTENT ARTICLE + ENEWSLETTER PROMOTION \$3,600



» 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

SOCIAL MEDIA POST \$350 PER POST







» NEW & TRENDING

Featured Luxury Position

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.

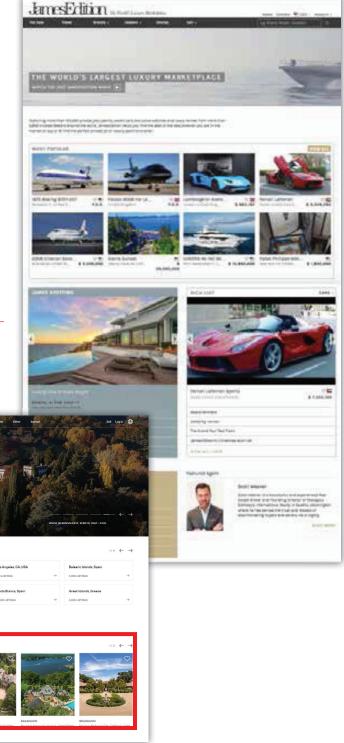
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Upgrade your listings for increased visibility to capture the attention of the UHNW.

HOME PAGE POSITION: \$ \$1,300 CATEGORY PAGE POSITION: \$1,000

Real Estate

Popular Searches



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: \$950 PER 30 DAYS (\$1,895 OPEN RATE)



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

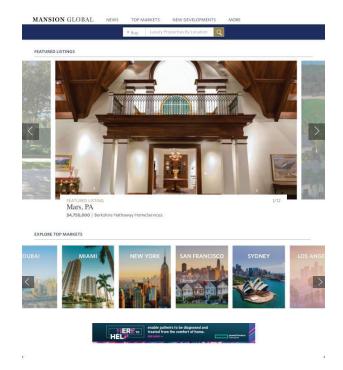


THE WALL STREET JOURNAL ONLINE (WSJ.COM)

» THE HOMEPAGE FEATURED LISTING

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

\$1,275/MONTH



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/POST



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: 994,600
Readership: 4,500,000
Male / Female: 62% / 38%
Average HHI: \$278,000
Average age: 50

2X7, NEW YORK METRO: \$1,040 BUY 4 GET 1 FREE

FEATURED PROPERTY, 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.

\$1,500/LISTING \$1000/LISTING 3X BUY



CONDE NAST UK

Vogue, House and Garden, Tatler, and GQ have a unique readership of affluent, upmarket individuals for whom luxury living is a high priority.

Readership: 1,559,000 Average Age: 41 Circulation: 205,080

DISTRIBUTION

London, Avon, Bedfordshire, Berkshire, Buckinghamshire, Dorset, Essex, Gloucestershire, Hampshire, Hereford & Worcestershire, Hertfordshire, Isle of Wight, Kent, Oxfordshire, Somerset, Suffolk, Surrey, Sussex.

INTERNATIONAL DISTRIBUTION

Dubai, Singapore, Malaysia, Hong Kong, and China.

HALF PAGE 4 MAGAZINES + INSTAGRAM: \$5,000

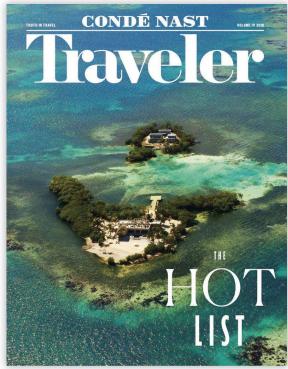


CONDE NAST TRAVELER

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 Conde Nast Traveler

FULL PAGE, COLOR \$2,190 MANHATTAN





COUNTRY LIFE

Launched in 1897, Country Life Magazine is one of Britain's best known and respected magazine that has, for 120 years, celebrated the greatest British architecture, property, interior design and gardens.

Country Life International offers beautiful advertising pages showcasing the latest properties for sale. Not only this, its dedicated editorial team provides opinion and thought-provoking content and stunning photography that is critical to anyone seriously interested in realising their dream of living in a beautiful home abroad. Its content is fresh and relevant, ensuring readers return to the magazine time and time again. Buyers can find the best new villas and luxury houses for sale in Europe, North America, the Caribbean and beyond.

Circulation: 41,000Male/Female: 50/50Average Age: 55HNW Audience: 85%

COUNTRY LEE
EVERY WEEK

The greatest new house
in Europe
45 pages of property

Radio 4: why it's on your wavelength
Extend yourself: new ideas for old houses

Plus: Jilly Cooper, Carla Carlisle
and Nicole Farthi

FULL PAGE \$3,750
INTERNATIONAL PROPERTIES EDITION

ROBB REPORT

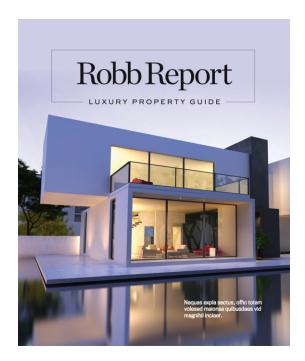
» LUXURY PROPERTY GUIDE

As a global leader in the luxury real estate market, Robb Report showcases the best of the best. From mountain retreats to spectacular beach front properties, Robb Report shares the latest insights and analysis on the industry while highlighting designers, architects, new residences and developments.

As a global leader in the luxury real estate market, Robb Report showcases the "best-of-the-best". From mountain retreats to spectacular beach front properties, Robb Report shares the latest insights and analysis on the industry while highlighting designers, architects, and new residential developments. For its first-ever issue, Robb Report editors will design a beautifully crafted Luxury Property Guide that will accompany our signature December Philanthropy issue. This special advertising edition will allow our partners the opportunity to get in front of this affluent audience while they're exploring the newest trends and properties around the world.

- \$555K average HHI
- \$1,8MM highest total real estate value





Circulation/Distribution/Reach

CIRCULATION/DISTRIBUTION/REACH 2021

Media	Circulation
DIGITAL	
Million Impressions*	750,000
Smart Solutions Eblast	58,000
UHNW Hyper-targeted Social Campaign	
Juwai.com	
Hot property upgrade	2,300,000
Luxe Channel Property Listing	2,300,000
Bloomberg Markets e-Newsletter	
5 Things to Start Your Day - Europe	84,000
Conde Nast UK	200,000
Dwell.com	
Real Estate Package 2	110,000
Nob Hill Gazette Peninsula and Silicon Valley	6,500
JamesEdition	
Rotating Gallery Home Page	750,000
Featured Article and e-Newsletter promotion	130,000
Social Media Post - Instagram	75,800
Social Media Post - Facebook New & Trending Home Page	31,300 38,300
Robbreport.com	6,000
WSJ.com	0,000
Mansion Global Homepage	164,000
Mansion Global Homepage Featured Listing Mod	164,000
Mansion Global Instagram	76,200
PRINT	
The Wall Street Journal - New York Metro	480,000
The Wall Street Journal - National	1,989,200
The New York Times	2,918,322
Conde Nast UK	205,080
Conde Nast Traveler - Manhattan	10,000
Country Life	40,000
Robb Report	93,142
GRAND TOTAL	12,979,844

Schedule and Pricing

PROPOSED MEDIA SCHEDULE & PRICING 2021

Media	Ad Description	February	March	April	May	Media Total
DIGITAL						
Million Impressions*	Digtal Banner Program Targeting - Narobi, UAE, UK, France, Italy, I	\$ 1,195.00 \$ 1,195.00 \$ France, Italy, US (Washington DC, New York, Los Angeles and San Francisco Metros)	1,195.00 \$ v York, Los Angeles ar	1,195.00 \$ nd San Francisco Metr	1,195.00 \$	3,585.00
Smart Solutions Eblast	Custom Email - NY Metro, Outdoor Enthusi \$	\$ 2,975.00			\$	2,975.00
UHNW Hyper-targeted Social Campaign	50 locatioins	\$ 6,250.00 \$	6,250.00 \$	6,250.00	\$	18,750.00
Juwai.com Hot property upgrade	Hot property upgrade		425.00		₩.	425.00
Luxe Channel Property Listing	Luxe Channel Property Listing - 6 months		\$425		\$	425.00
Bloomberg Markets e-Newsletter 5 Things to Start Your Day - Europe	5 Things Briefing e-Newsletter	\$ 3,750.00			₩.	3,750.00
Conde Nast UK	Instagram	\$	2,500.00		\$	2,500.00
Dwell.com Real Estate Package 2	Custom Article with promo on Homepage, 1X in the e-Newslet	1X in the e-Newslet \$	2,500.00		₩.	2,500.00
Nob Hill Gazette Peninsula and Silicon Valley	OTM Ont the Market eNewsletter	\$	200.00		⋄	200.00
JamesEdition Rotating Gallery Home Page Featured Article and e-Newsletter promotion Social Media Post - Instagram Social Media Post - Facebook New & Trending Home Page	Featured Banner e-Newsletter Post Post Featured Spot	\$ 1,000.00	3,600.00	1,300.00	\$\$ 350.00 \$\$ \$\$	1,300.00 3,600.00 350.00 350.00 1,000.00
Robbreport.com	Real Estate media bar	\$ 950.00			\$	950.00
WSJ.com Mansion Global Homepage Mansion Global Homepage Featured Listing Module Mansion Global Instagram	Mansion Global Homepage	\$ 1,275.00	2,150.00	1,775.00	<i></i>	2,150.00 1,275.00 1,775.00
PRINT						
The Wall Street Journal - New York Metro The Wall Street Journal - National	2 x 7 Featured Property	\$ 1,040.00 \$ \$ 2,355.00	2,080.00 \$	1,040.00 BONUS 2,355.00	\$ \$	4,160.00 4,710.00
The New York Times	Featured Listing - Sunday	\$ 1,000.00 \$	1,000.00 \$	1,000.00	\$	3,000.00
Conde Nast UK	Half Page 4 Magazines + Instagram	\$	5,000.00		❖	5,000.00
Conde Nast Traveler - Manhattan	Full Page	<>-	2,190.00		\$	2,190.00
Country Life	Full page - Internatioinal Property Issue	\$	3,750.00		\$	3,750.00
Robb Report	Property Portfolio Magazine	↔	3,500.00		❖	3,500.00
TOTAL					\$	74,470.00

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