

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

SKYAD.COM

2023 ADVERTISING AND MARKETING PROGRAM



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NATIONAL & GLOBAL EXPOSURE 2023 MARKETING PLAN

SKY Advertising is excited to present to Coldwell Banker a curated, multi-media marketing selection of offerings to bring high net worth buyer awareness to The Tim Allen Group.

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 Carmel and Pebble Beach.

Approaching the marketing strategy from these different directions will help us to saturate your market in the most effective way, bringing deserved recognition to Tim Allen's unique and exciting properties and brand.

LET'S DO GREAT THINGS TOGETHER

JANINE JONES

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

Digital Offerings

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: MONTHLY MANAGEMENT: \$750/MONTH (6 MONTH MINIMUM) MEDIA: \$3,000

LINKEDIN.COM

LinkedIn has over 600 million members, and 40% of them visit the professional social network each day. It's an opportunity to reach your target audience when they're most engaged.

Marketers can engage with a community of professionals, including influencers, decision-makers, and executives, driving actions that are relevant to your business.

You can target an audience based on location, company, industry, age, gender, education, job experience, job title, and more.

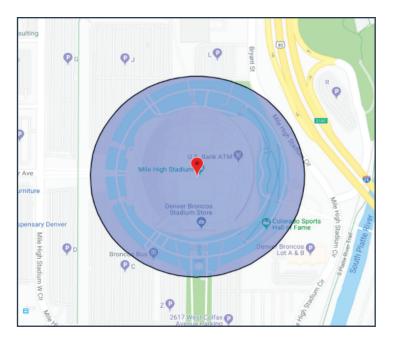
DIGITAL BANNER PROGRAM: \$1,200/MONTH



DIGITAL EVENT TARGETING

GEOFENCE REACHES YOUR AUDIENCE ON THE MOVE

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



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

» TIER 3

• Investment: \$1,325

• Monthly Impressions: 66,890

»TIER 2

• Investment: \$2,575

• Monthly Impressions 133,780

» TIER 1

• Investment: \$3,750

• Monthly Impressions 200,670

Pebble Beach Concours d'Elegance

August 20, 2023



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

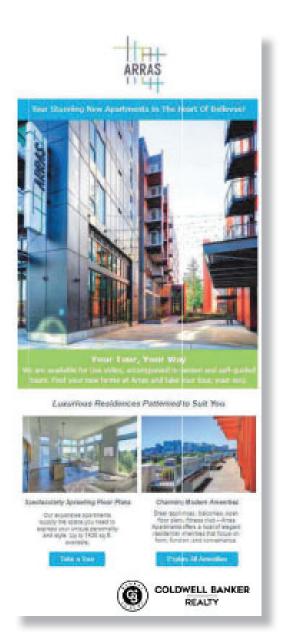
DELIVERABILITY

Make it to more customer's inboxes every time.

Audience

Select High Income Zip Codes Net Worth > \$13 Million Household Income > \$500K 29,000 Total Emails

CUSTOM EBLAST AND REMINDER EMAIL: \$2,975



ELITE TRAVELER

Since its launch in 2001, Elite Traveler has been the market-leading guide and curator of the global luxury lifestyle of UHNW individuals. It is written and designed by an experienced team of editors in New York and London for the elusive global elite who live the private jet lifestyle, delivering expert perspectives, meaningful analysis and advice.

Elite Traveler.com is accessed globally across multiple platforms providing unique opportunities for alignment with luxury content.

- Average HHI \$7.9m
- Average Net Worth \$32m
- 318,661 Unique Browsers

ONLINE REAL ESTATE SHOWCASE: \$2,500/YEAR HALF PRICE WITH FULL PAGE PRINT PURCHASE

elite*traveler*



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

» FEATURED ARTICLE AND E-NEWSLETTER PROMOTION

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.

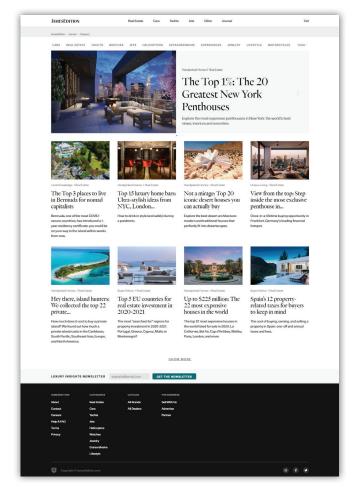
With more than 10 million monthly page views from around the world, JamesEdition.com is the quintessential marketplace for ultra-high net worth individuals. With users evenly spread throughout the Americas, EMEA and Asia, JamesEdition.com is the only truly global site to market luxury.

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.

\$5,500 NEWSLETTER TOP & ARTICLE; \$3,300 NEWSLETTER TRENDING & ARTICLE



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.

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 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

JETSET

»12 MONTH GLOBAL DIGITAL CAMPAIGN

EMAIL

Jetset Magazine offers access to over 50,000 opted-in subscribers for email marketing purposes. Luxury advertisers can instantly reach the ultra-wealthy through a banner insertion in the Jetset Magazine weekly newsletter that provides timely news about our readers' passions.

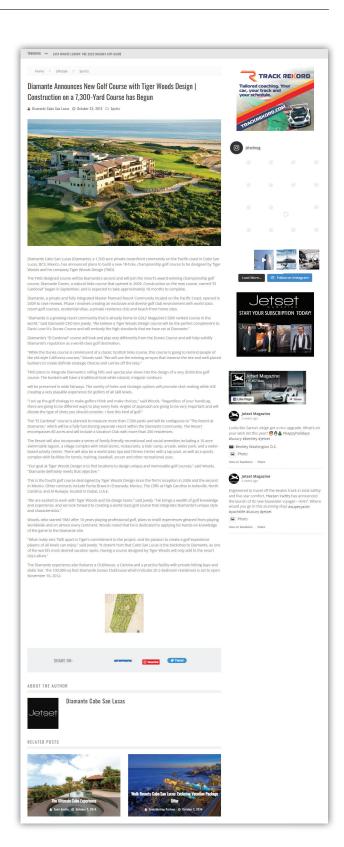
SUBSCRIBER PROFILE

- 70% Male
- 30% Female
- Average Age: 41
- Median HHI: 2.4 Million
- Monthly Page Views: 1 Million +
- Qualified Subscribers: 50,000 +
- Customized Tracking Provided

12 MONTH WEB FEATURE

- 1 Million monthly page views
- 170K unique vistiors

PRICE \$2,500/YEAR
2 SHARED EMAIL BLASTS PLUS 12 MONTH
WEB FEATURE (\$10,000 VALUE)



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 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%

\$3,000/WEEK



SIMPLY ABU DHABI

Simply Abu Dhabi is an English language luxury lifestyle publication that is only available by invitation to the highest echelon of society.

Simply Abu Dhabi differs from the norm and can only be described as a heavy weight coffee table book, primarily targeting the elite and affluent globally

- A hyper link to our online edition of Simply Abu Dhabi is circulated quarterly, via an electronic communication, to over 500,000 active and subscribed email addresses globally.
- Conservative estimates would easily value our 7,800
 By Invitation Only' readers of the Simply Abu Dhabi
 printed publication, with a combined net worth in
 excess of \$4 TRILLION US dollars.
- Instagram: We proudly boast over 156,000 organically created instagram followers for @SimplyAbuDhabi complimented by the following: 95,000 followers on @AmazingAbuDhabi 101,000 followers on @SimplyDubai

INSTAGRAM POST \$1.375 PER POST *2 POST MINIMUM





» MANSION GLOBAL HOMEPAGE HERO

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

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



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



» MANSION GLOBAL DAILY (M-F) ENEWSLETTER

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

COST: \$3,680



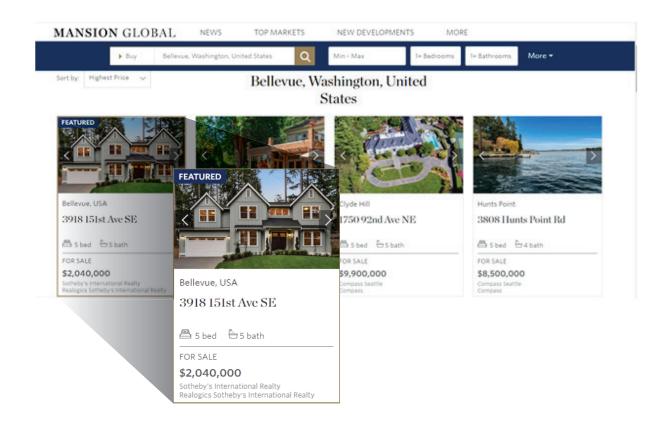
» FEATURED PROPERTY UPGRADES

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



» @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



BILLIONAIRE MAGAZINE

BILLIONAIRE is an award-winning luxury publication distributed to a curated list of Ultra High Net Worth (UHNW) readers, globally.

- Digital Audience
- 29% MILLIONAIRES
- · Readership stats
- Total Print Readership 32,000
- Online Monthly Unique Audience 120,000
- Online Monthly Page Views 240,000
- Social Media Reach 110,000
- Newsletter Database 25,000
- 1x Online content piece will sit on the site indefinitely and pick up organic views
- 1x Newsletter inclusion (25k subscribers) drive content piece via newsletter
- 1x hyper-targeted social media campaign (4 weeks)

 target UHNWI's on FB/IG via the Billionaire social channels, driving targeted traffic to the content piece online

CUSTOM CONTENT + ENEWSLETTER: PRICE: \$4,300







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.

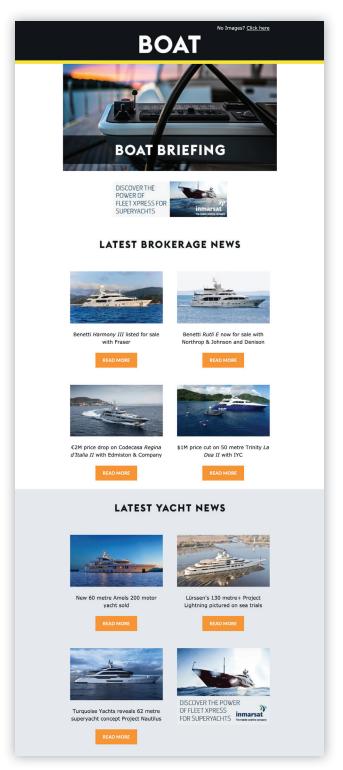
The readers constitute some of the wealthiest and inaccessible individuals in the world. Overall the average net worth of our audience (across events and print) is \$35.9 million, with a combined wealth of \$1.662 trillion. The subscribers (Boat International and Boat International US Edition) account 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





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.

» EXCLUSIVE EMAIL

Sent weekly on Wednesday and Sundays to Ocean Home's discerning audience of high net worth coastal home owners and elite industry professionals.

PRICE: \$2,500

» SOCIAL MEDIA POST

Target our dedicated friends and followers across Ocean Home social platforms. We will post your images and copy on our Facebook, Instagram and Twitter channels and leverage our brand to enhance your exposure and amplify engagement.

• 60,000+ Followers.

FACEBOOK / INSTAGRAM AD: \$1,300 PER MONTH





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:
\$785 FOR 1 MONTH,
\$2,355 FOR 3 MONTHS,
\$3,999 FOR 6 MONTHS,
\$6,585 FOR 12 MONTHS



Print Offerings

THE WALL STREET JOURNAL

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

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

WESTERN NORTH \$1,225/2X7 BUY 4 GET 1 FREE PROPERTY PORTFOLIO NATIONAL: \$2,355



THE NEW YORK TIMES

» THE SUNDAY REAL ESTATE

Through innovative journalism and captivating photography, video, and graphics, we aim to educate, delight, and inspire readers in their quest for the ultimate home or investment. This section is distributed in the New York Tri-State area each Sunday.

Circulation: 403,748Sunday: 972,774

Male / Female: 51% / 49%
Median HHI: \$193,586
Average HHI: \$359,826
Median Age: 50

PROPERTY PORTFOLIO- SUNDAY: 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.

SAN FRANCISCO CITY / NORTH BAY FULL PAGE, COLOR: \$ 2,190

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%





FINANCIAL TIMES

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

• Circulation: 214,131

• Geographic distribution: Global

• **Readership:** 1,993,418

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

• Median age: 51

PROPERTY GALLERY: \$1,250

Global



LUXE MAGAZINE

» LUXE INTERIORS + DESIGN

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

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

Audience:

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

FULL PAGE: \$4,025 SAN FRANCISCO





luxe



Circulation/Distribution/Reach

CIRCULATION/DISTRIBUTION/REACH 2023

Circulation

Media

Media	Circulation
Digital	
Google Adwords	
Digital PPC program	
LinkedIn Advertising	
Digital Banner program	
Geofencing - Event and Location	
Target specific events and locations	133,780
Smart Solutions Eblast	
Custom Email	116,000
Elite Traveler	,,,,,,
Online Real Estate Showcase	100,000
Nob Hill Gazette	
OTM On the Market eNewsletter	32,500
JamesEdition	32,333
e-Newsletter	294,000
Listing Feature	296,000
JetSet Magazine	250,000
Annual Global Campaign	2,140,000
LA Times	2,140,000
Custom Email	60,000
NYTimes.com	00,000
NYTimes.com Property Module	55,603
	33,003
Simply Abu Dhabi	F1 200
Instagram Post WSJ.com	51,200
	338,000
Mansion Global Homepage	328,000
Daily Monday-Friday	17,000
Property upgrades Mansion Global Instagram	8,539,860
Billionaire	76,200
Custom Content + Enewsletter	E0 000
	50,000
Yachting E-newsletter Boat International	F1 200
	51,200
Ocean Home	22.000
Custom E-Mail	22,000
Facebook/Instagram Ad	43,400
Luxury Estate	
Showcase Listing + Elite Listing Packages	
Print	
The Wall Street Journal	
2 x 7	233,560
Property Portfolio	1,572,588
The New York Times	_,,_
Property Portfolio- Sunday	1,053,804
Conde Nast Magazines	_,,,,,,,,
Full Page	18,000
Financial Times	13,000
Property Gallery	580,011
Luxe Interiors + Design	555,611
Full page	40,000
	,,,,,
GRAND TOTAL	15,904,706

Schedule and Pricing

1000									
Google Adwords									
Google Adwords	Digital PPC program	\$ 3,750.00	\$ 3,750.00	\$ 3,750.00	\$ 3,750.00	↔	3,750.00 \$	3,750.00 \$	22,500.00
Linkedin Advertising	Digital Banner program	01	\$ 1.200.00	\$ 1.200.00	\$ 1.200.00	₹/s	1.200.00 \$	1.200.00 \$	00.000.00
Geofencing - Event and Location									
Geofencing - Event and Location	Target specific events and locations	cations					\$	2,575.00 \$	2,575.00
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Nob Hill Gazette San Francisco, Peninsula and Silicon OTM On the Market eNewsletter lamesfultion	icon OTM On the Market eNewsle		\$ 500.00	\$ 500.00	\$ 500.00	₩	\$ 00.005	\$ 00.005	2,500.00
Featured Article and e-Newsletter promotion	e-Newsletter			\$ 5,500.00				Ś	5,500.0
Social Media	Listing Feature	0,	\$ 1,000.00			\$ 1,	1,000.00	· 40·	2,000.00
JetSet Magazine									
JetSet Magazine	Annual Global Campaign			\$2,	\$2,500			\$	2,500.00
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NYTimes.com	Custom Finan	۶						D-	2,700.0
NYTimes.com Property Module	NYTimes.com Property Module	le		\$ 3,000.00				ψ,	3,000.00
Simply Abu Dhabi	-								
Instagram Post	Instagram Post		\$ 1,375.00		\$ 1,375.00	0		❖	2,750.00
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Mansion Global Homepage Mansion Global e-Newletter	Mansion Giobal Homepage Daily Monday-Friday	0,	\$ 3,680.00	, 2,150.00		۷,	2,150.00	ሉ ‹›	3,680.00
Property upgrades	Property upgrades			\$1,	\$1,200			φ.	1,200.00
Mansion Global Instagram	Mansion Global Instagram				\$ 1,775.00	0		❖	1,775.00
Billionaire									
Custom Content + Enewsletter	Custom Content + Enewsletter	er		\$ 4,300.00				s	4,300.00
Yachting E-newsletter							•		
Boat International	Boat International				\$ 750.00		φ.	\$ 00.05/	1,500.00
Ocean Home		Ì						4	0
Custom E-Mail Facebook /Instagram Ad	Custom E-Mail Facebook /Instagram Ad	<i>y</i> •	\$ 2,500.00	1 300 00				s> +√	2,500.00
Luxury Estate)	
Luxury Estate	Showcase Listing + Elite Lis	\$ 785.00						₩.	785.00
Print									
The Wall Street Journal									
The Wall Street Journal - Western North The Wall Street Journal - National	2 x 7 Property Portfolio	01	\$ 1,225.00	\$ 1,225.00 \$ 2,355.00	\$ 1,225.00	«	1,225.00 Bonus 2,355.00	\$ sur	4,900.00
The New York Times									
The New York Times	Property Portfolio- Sunday	0,	\$ 1,000.00		\$ 1,000.00	0	❖	1,000.00 \$	3,000.00
Architectural Digest - San Francisco City / North Bay	Bay Full Page				\$ 2,190.00	0	·Λ	2,190.00 \$	4,380.00
Financial Times	Property Gallery	0,	\$ 1,250.00		\$ 1,250.00	0	·O·	1,250.00 \$	3,750.00
Luxe Interiors + Design									
Luxe Interiors + Design - San Francisco	Full page					\$ 4,	4,025.00	❖	4,025.00
TOTAL								÷	106.580.00