

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

SKYAD.COM

# 255 Bristlecone StreetAdvertising andMarketing Program



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ADVERTISING BRANDING MARKETING

# National & Global Exposure 255 Bristlecone Street

SKY Advertising is excited to present to SIR Nick Sadek Sotheby's International Realty® a curated, multi-media marketing selection of offerings to bring ultra-high net worth buyer awareness to 255 Bristlecone Street.

Your strategic blueprint is composed of three layers: direct exposure to the Sotheby's auction house audience which includes some of the most affluent individuals on a global scale, strategic print media to cast a wide net, and digital products that are highly targeted to individuals looking for high-end living in Tahoe City, CA.

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

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# Sotheby's Auction Magazine

### **SOTHEBY'S MAGAZINE**

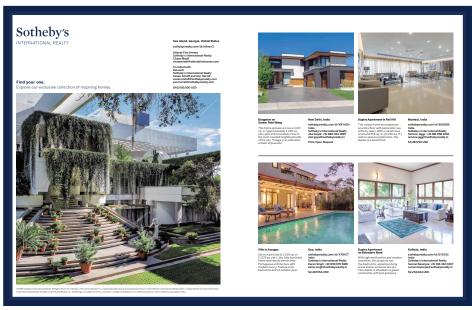
This large format magazine enriches readers with sophisticated content related to the art and real estate world. Sotheby's Magazine features editorial showcasing Sotheby's International Realty® listings.

- Distribution: **35,000**
- Auction clients with \$50,000-\$5 million in transactions
- Distribution at all **70** Sotheby's offices around the world
- Distribution at Park Hyatt Hotels in 18 countries
- Distributed at high profile auction events in NY,
   London, Los Angeles and Hong Kong

QUARTER PAGE: \$1,315 HALF PAGE: \$2,630 FULL PAGE: \$5,260

Global





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: 255 Bristlecone Street

Flight Dates: Two WeeksImpressions: 100,000

· Clicks through to the website of your choice.

100K Impressions per two weeks: \$900
250K Impressions per month: \$1,195
500K Impressions per month: \$1,625
1 Million Impressions per month: \$2,450
Three Month Minimum



Two Weeks

# 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.

### **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. The New York Times

THE ECONOMIC TIMES



THE WALL STREET JOURNAL.

**Bloomberg Markets** 

**Forbes** 



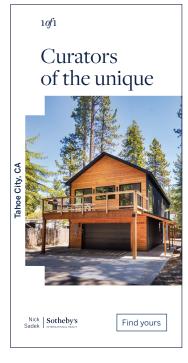
# Creative

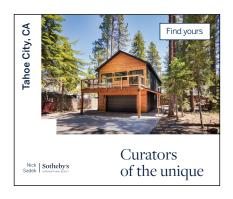
# SAMPLE BANNER ADS FOR IMPRESSIONS PROGRAM

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** 

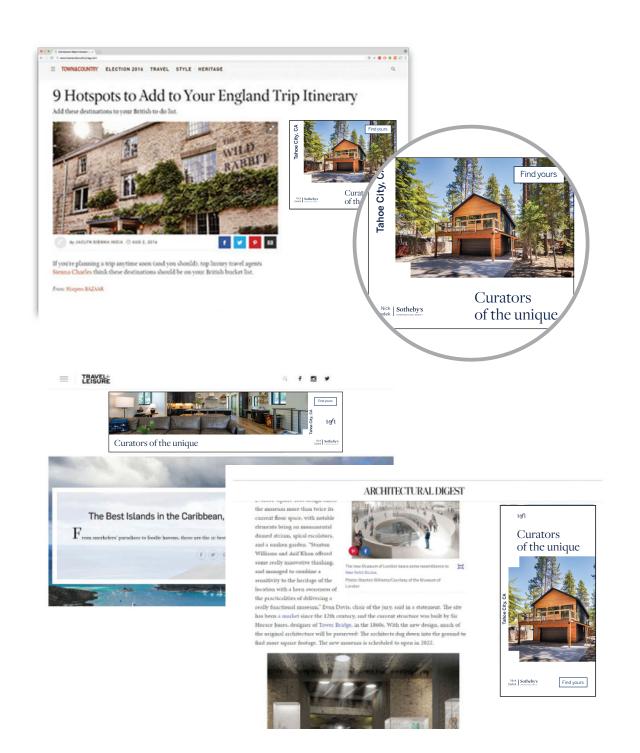








Sample
Banners For
Impressions
Programs As
They Appear
On Sites

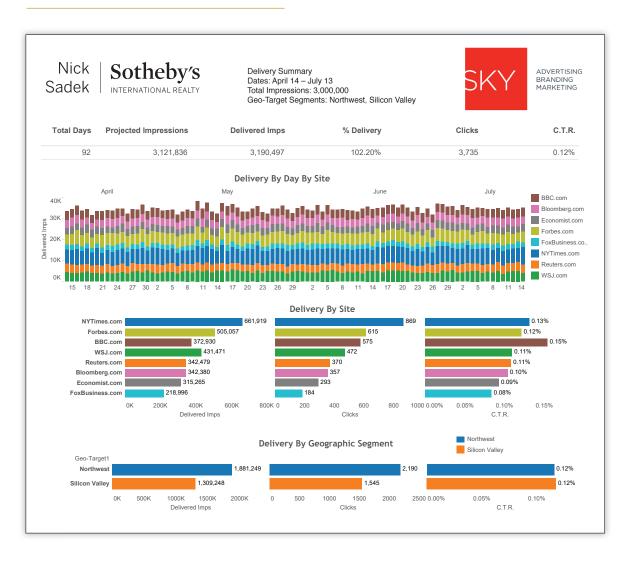


# Comprehensive Reporting For Your Customized Campaign

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.

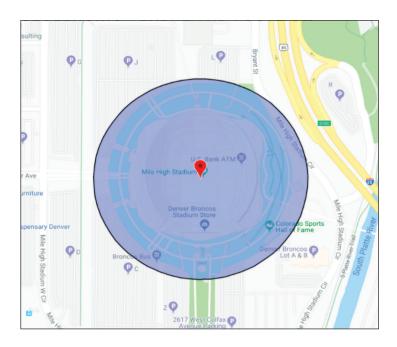
# **IMPRESSIONS PROGRAM SAMPLE REPORT**



# 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

### **PRICING**

- From: \$1,500
- · Up to 3 Geo-fences
- 60,000 impressions

# Google AdWords

With Google's online advertising program, you can reach people exactly when they're interested in the property you're selling or the real estate services you offer. Target customers who are active in your local 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 or website.



# CAMPAIGN SETUP, OPTIMIZATION, & MONTHLY MANAGEMENT

### Which can include:

- Keyword Research
- · Keyword List Set Up
- · Campaign and Ad Group Implementation
- Monitor and Implement Urgent Search Terms/ Phrases of Client and Competitors
- Run Fresh Estimates for New Keywords
- Write/Edit Ad Copy
- · Ensure Tracking is in Place
- Set Bids and Allocate/Pace Budgets
- Optimize Geotargeting, Audience Targeting, Demographics, and Ad Schedule
- · Periodical Campaign Reviews
- · Campaign Adjustments
- · Monthly Performance Reporting

\$750 CAMPAIGN SET UP STARTING AT \$850/MONTH



# Google AdWords

### **CLIENT DASHBOARD**

We provide you with a complete interactive dashboard that you can access at any time. Visualize your campaign performance with our user friendly interface that integrates data from diverse resources.



# **SIR Nick Sadek**

Google Ads Impressions 85,229

Google Ads Clicks

Google Ads CTR
1.09%

Google Ads Phone Calls

9

Average Cost-Per-Click

\$1.52

1.14%

Google Ads Interaction R...

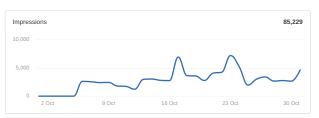
Clicks 930

150

100

50

2 Oct 9 Oct 16 Oct 23 Oct 30 Oct



Showing 9 of 9 Rows				
CAMPAIGN	CLICKS	COST	COST / CON	IMPRESSIONS
SKY - SMART	459	\$312.71	\$39.09	74,095
SKY - PMAX	290	\$359.88	\$179.94	8,209
SKY - General	75	\$278.65	\$0.00	1,432
SKY - Boulder	53	\$293.25	\$293.25	1,145
SKY - Trademark	38	\$134.26	\$134.26	259
SKY - Niwot	11	\$33.94	\$0.00	69
SKY - Longmont	4	\$19.24	\$0.00	16
SKY - Golden	0	\$0.00	\$0.00	3
SKY - Superior	0	\$0.00	\$0.00	1

Showing 50 of 89 Rows						
KEYWORD	IMPRESSIONS	CLICKS				
luxury real estate agent	498	27				
find the best real estate agent	425	19				
"Boulder Colorado Real Estate"	388	16				
"home for sale boulder"	25	13				
"colorado real estate agent"	167	9				
"coldwell banker real estate"	120	8				
"boulder real estate agent"	69	5				
"realtor boulder co"	64	5				
niwot Real Estate	32	5				
"boulder real estate listings"	41	5				
"real estate for sale in bouder colorado"	29	4				
"boulder co real estate agency"	38	4				
berthoud Realtor	23	4				

Cities				
CITY	CLICKS	IMPRESSIONS	AVG CPC	COST
Denver	556	66,360	\$1.00	\$554.74
Boulder	143	3,455	\$3.60	\$515.01
Thornton	24	3,126	\$1.09	\$26.26
Niwot	22	571	\$2.09	\$46.05
Longmont	19	977	\$2.49	\$47.31
	4.7	0.045		***

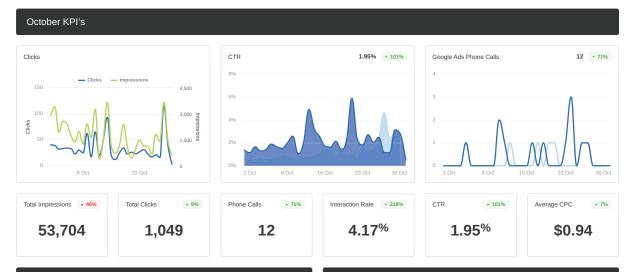
# Google AdWords

### **MONTHLY REPORTING**

Receive detailed monthly reporting to keep you up to date on your campaign metrics and engagement. View integrated data and monthly KPI's.



# **SIR Nick Sadek**



### Cities and Regions

CITY	IMPRESSIONS▼	CLICKS	INTERACTIONS
Washington	30,976	497	613
Potomac	4,073	64	64
Baltimore	2,976	80	274
New York	1,535	51	51
Ashburn	1,386	39	137
Rockville	1,207	16	27
Virginia Beach	799	23	48
Richmond	413	6	46

# Keywords

Showing 23 of 23 Rows							
KEYWORD	CLICKS	IMPRESSIONS	INTERACTIONS				
dc real estate	51	886	51				
luxury property for sale dc	40	114	40				
home for sale dc	19	529	19				
real estate in washington dc	6	101	6				
georgetown washington dc apar	6	56	6				
houses in georgetown dc	3	19	3				
buy house georgetown dc	2	6	2				
mclean realty	1	1	1				

# 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



### **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.

600,000+ subscribers.
 Have your listing matched to relevant editorial for native content appeal.

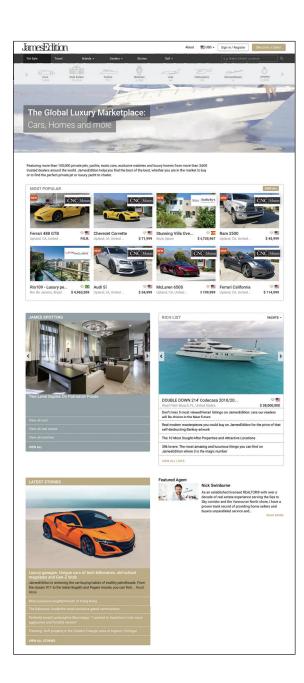
### **Location Open Rates**

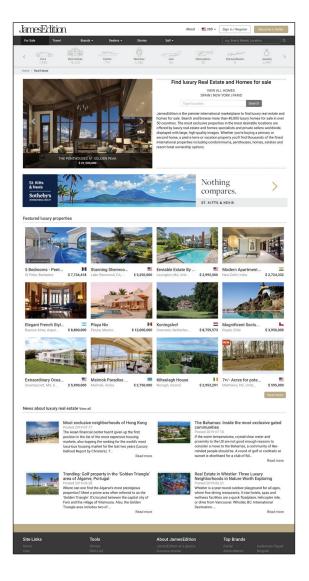
- North America 40%
- Europe 40%
- Asia 10%
- Middle East 5%

### **Email Engagement**

- Average open rate: 32%
- Average total click rate: 7% (10-15% top position, 3-5% middle position)

**LISTING FEATURE: \$1.500** 





### **ROTATING GALLERY**

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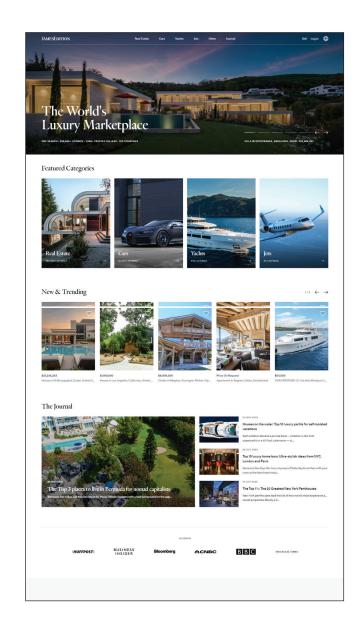
Showcase your office and properties and bring increased visibility to capture the attention of the UHNW in the James Edition rotating Gallery. The Rotating Gallery is a carousel of selected listings that automatically changes every 5 seconds on the Home Page and the Real Estate Page.

**HOME PAGE** 

FEATURED BANNER: \$2,000/MONTH

**REAL ESTATE PAGE** 

FEATURED BANNER: \$1,600/MONTH



# FEATURED ARTICLE AND E-NEWSLETTER PROMOTION

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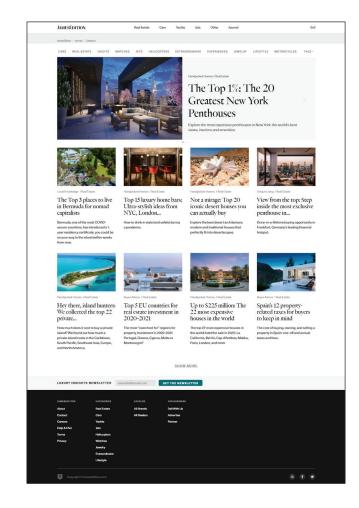
With more than 10 million monthly page views from around the world, JamesEdition.com is the quintessential marketplace for ultra-high net worth individuals. With users evenly spread throughout the Americas, EMEA and Asia, JamesEdition.com is the only truly global site to market luxury.

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 users.

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.

NEWSLETTER FIRST FEATURE & ARTICLE \$5,500 NEWSLETTER TRENDING & ARTICLE \$3,300



### **NEW & TRENDING**

### **FEATURED LUXURY POSITION**

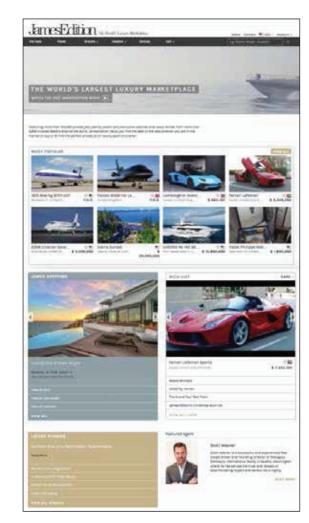
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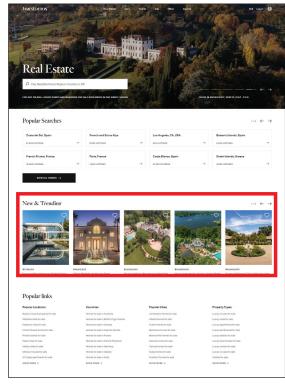
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Upgrade your listings for increased visibility to capture the attention of the UHNW.

HOME PAGE POSITION FEATURED SPOT: \$1,200

REAL ESTATE POSITION FEATURED SPOT: \$1,000





### **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 UHNW with a Social Post.

- 158,000 Instagram Followers
- 36,000 Facebook Page Likes
- 136,000 TikTok Followers
- 1.5 Million Accounts Reached on Instagram / month
- 2.3M Total Organic Likes on TikTok
- 37.5 Million Views on #JamesEdition on TikTok













### **PHOTO**

- 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

### **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 PLUS: \$1,000

VIDEO: \$1,800

PHOTO: \$800

# List Globally

### **ENHANCED LISTING**

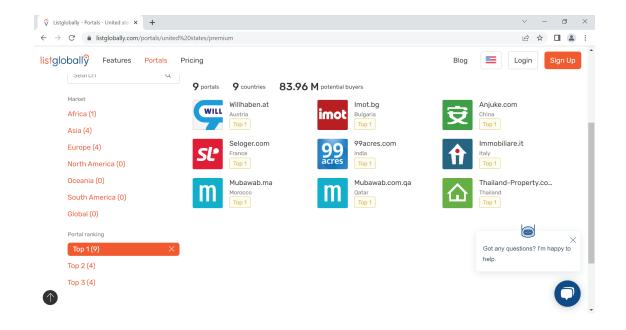
ListGlobally helps real estate professionals to promote their listings worldwide. Through a network of 100+ property portals in 60+ countries.

### PREMIUM PUBLICATION ON LISTGLOBALLY

- All listings published across ListGlobally's full Premium Network.
- All listings elevated in their search placement on ListGlobally network property portals.
- Agents from the office will have their photos appear on their listings in search results.
- Agents will receive the moniker "Global Agent" on their listing in search results.
- Elite Promotion
- Elite promotion moves your listing to the top of search results in your market.
- Elite promotions provide 7-times the performance for featured listings.
- The promotion can be changed as often as you like

\$200/MONTH - 3 MONTH MINIMUM \$150/MONTH - 6 MONTH MINIMUM





# RobbReport.com

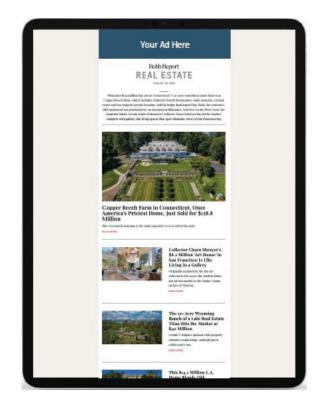
### **REAL ESTATE ENEWSLETTER**

### 60.000+ REAL ESTATE ENTHUSIASTS

Every Monday, Wednesday and Friday, Robb Report's Real Estate newsletter reaches 60K+ opt-in subscribers. This newsletter showcases the full spectrum of homes, real estate, architectural design and more, with insightful viewpoints for a rapidly growing online audience for this category.

- Open Rate 18.5%
- Email is exclusive, Partner own both banner positions: (2) 970x250

PROPERTY LISTING: \$1,875/WEEK





# RobbReport.com

### FEATURED LISTING CAROUSEL

Robb Report is the leading voice in the global luxury market. Its discerning audience around the world has a shared appreciation and desire for quality, exclusivity, artisanship, heritage, and fine design. With its fingers on the pulse of the latest superlative products and experiences that today's modern consumers seek, Robb Report is synonymous around the world with affluence, luxury, and the best of the best.

• Circulation: 107,000+

• Average Age: 43

• Male / Female Ratio: 77% / 23%

• Average HHI: \$548K

Average Household Net Worth: \$3.5M

PRICE: \$1.350 PER MONTH



# The Wall Street Journal Online (WSJ.com)

### FEATURED PROPERTY UPGRADES

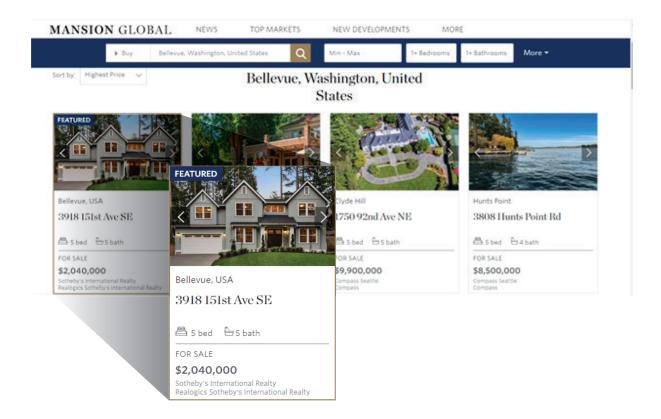
WSJ.com and Mansion Global Featured Property
Upgrades place your listings at the top of the search
results pages in the town where the property is located.
The property you wish to feature comes directly from
your brand's WSJ.com feed and click-throughs go to the
website of your choice.

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: \$1,386

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
- Approximate Total Annual Impressions: 300,000
- 2024 Overall Average CTR: 4.24%
- Share of Voice: 2.5% (1 Slot) STATIC

PRICE: \$2.150/MONTH OR \$2.650 W/VIDEO

SHARED BANNER: \$650/LISTING

Shared with 5 properties





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
National: 525,734
E-newspaper: 194,000
Readership: 4,234,000
Male / Female: 57% / 43%

Average HHI: \$361KAverage age: 45

PROPERTY SPOT: \$795

DOUBLE PROPERTY SPOT: \$1,590

QUADRUPLE PROPERTY SPOT: \$3,180

Includes Bonus 30 Day Digital -Featured Property Upgrade





# The Wall Street Journal

# MANSION GLOBAL EXPERIENCE LUXURY

Mansion Global Experience Luxury gives agents and brokers a one-of-a-kind opportunity to showcase their exceptional properties to The Wall Street Journal's high net-worth subscribers within the most affluent zip codes and markets across the country.

- Distribution: 100,000 Wall Street Journal print subscribers of the Weekend Journal
- Top zip codes in: New York, Los Angeles, San Francisco, Chicago, Denver, Seattle, Phoenix, Boston, Dallas and Austin.

FULL PAGE: \$980/TEMPLATE \$1,985/CUSTOM





# The New York Times

# IN THE FRIDAY MAIN NEWS SECTION

The New York Times is widely recognized as the most influential news source for many of the world's most sophisticated and loyal readers. Today's Times is influential in more ways than ever, with sections devoted to everything from the arts and entertainment to sports and science, business and technology to dining and home design. The Main News section provides extensive coverage of the leading events and issues of the day, global and national. It features the editorial page and Op-Ed articles contributed by leaders in every field. The Main News section is the most well-read section and it sets the agenda for the most important news of the day. This is an essential environment to give your luxury properties the ultimate exposure.

• Circulation: **483,701** 

Male / Female ratio: 62.2% / 37.8%Average household income: \$381,464

• Median age: **45.2** 

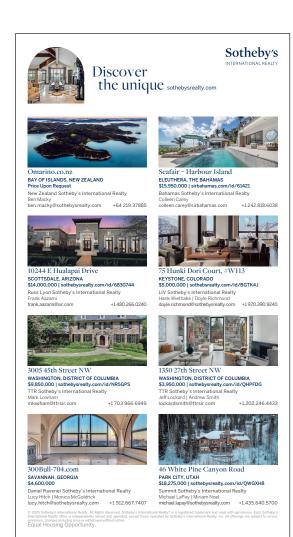
• Over one half have liquid assets valued at \$1 million+

• Over 1 in 4 have a household net worth of \$3 million

PROPERTY SPOT, COLOR: \$760

DOUBLE PROPERTY SPOT, COLOR: \$1,520 QUADRUPLE PROPERTY SPOT, COLOR: \$3,040 EIGHT PROPERTY SPOT, COLOR: \$6,080





# Dwell

### **MODERN MARKET**

Dwell is the marketplace to living with good design. A trusted authority for 20 years, connecting consumers and design professionals with inspiration, products, and the tools they need to achieve their goals. Published six times a year, each issue of Dwell Magazine includes exclusive stories on the most innovative leaders in architecture and design, presenting modern homes that encapsulate the concept of good design

Circulation: 215,000Total Reach: 917,00060% Female/ 40% Male

Average Age: 48

Average HHI: \$227,000

 Source: Google Analytics, Quantcast, and Sprout Social 2019

SMALL AD: \$800

MEDIUM VERTICAL AD: \$1,300 MEDIUM HORIZONTAL AD: \$1,875

LARGE AD: \$2,500





# 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 SPOT, COLOR: \$750

DOUBLE PROPERTY SPOT, COLOR: \$1,500

QUADRUPLE PROPERTY SPOT, COLOR: \$3,000

Global

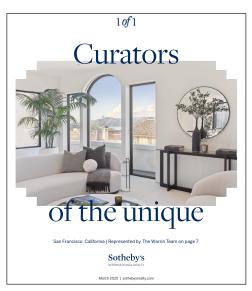


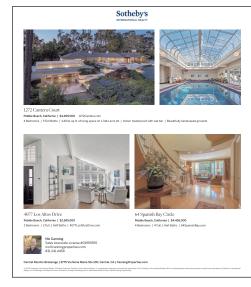


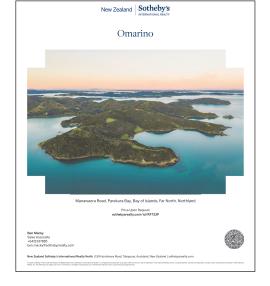
# San Francisco & Silicon Valley Takeover

Exclusive insert in the New York Times distributed to 36,500 households in the San Francisco and Silicon Valley metro.

FULL PAGE OCTOBER: \$725 INSIDE FRONT COVER: \$1,125 INSIDE BACK COVER: \$1,125 BACK COVER: \$1,475









Schedule, Pricing & Reach



# Proposed Schedule, Pricing & Reach 2025

PLAN 1

Media	Ad Description	May	June	July	August	September	Media Total	Reach
Sotheby's Auction House: Print								
Sotheby's Magazine	Quarter Page					\$ 1,315.00	\$ 1,315.00	20,000
Digital								
Million Impressions*								
Impressions Blast - Two week Campaign	Digital Banner Program - 100K Impression	\$ 900.00	\$ 900.00				\$ 1,800.00	200,000
Google Adwords								
Google Adwords	Digital PPC program	\$ 1,600.00	\$ 850.00	\$ 850.00			\$ 3,300.00	
Geofencing - Event and Location								
Geofencing - Event and Location	Target specific events and locations		\$ 1,500.00				\$ 1,500.00	60,000
Nob Hill Gazette								
Nob Hill Gazette San Francisco, Peninsula and Silicon Valley	OTM On the Market E-Newsletter	\$ 500.00	\$ 500.00				\$ 1,000.00	13,000
JamesEdition								
New & Trending Real Estate Position	Featured Spot	\$ 1,000.00					\$ 1,000.00	750,000
E-Newsletter Featured Listing	E-Newsletter		\$ 1,500.00				\$ 1,500.00	192,000
ListGlobally								
Global Agent Program	Enhanced and Elevated Listings and one Elite Promotion	\$ 200.00	\$ 200.00	\$ 200.00			\$ 600.00	
Robbreport.com								
Robbreport.com	Featured Listing Carousel - 1 Property	\$ 1,350.00					\$ 1,350.00	6,000
Robbreport.com	Featured Listing in Real Estate E-Newsletter			\$ 1,875.00			\$ 1,875.00	60,000
WSJ.com								
Mansion Global Homepage Hero	Shared Banner	\$ 650.00	\$ 650.00				\$ 1,300.00	328,000
Property Upgrades	10 Featured Property Upgrades		Bonus	Bonus			\$ -	

# Proposed Schedule, Pricing & Reach 2025

**PLAN 1 - CONTINUED** 

Print
Dwell

Dwell						
Dwell	Modern Market - Small Ad	\$	800.00	\$	800.00	206,000
Financial Times						
Financial Times	Property Spot	\$ 750.00 \$	750.00	\$	1,500.00	420,914
The New York Times						
The New York Times	Property Spot - Weekday/Saturday	\$ 760.00 \$	760.00	\$	1,520.00	846,222
San Francisco & Silicon Valley						
San Francisco & Silicon Valley	Takeover - Full Page - October			\$ 725.00 \$	725.00	36,500
The Wall Street Journal						
The Wall Street Journal - National	Property Spot w/ Digital Featured Property Upgrade	\$ 795.00 \$	795.00	\$	1,590.00	1,288,848
The Wall Street Journal						
Mansion Global Experience Luxury	Weekend Property insert	\$	980.00	\$	980.00	100,000

TOTAL

\*After 6 months the Impressions Program may be adjusted after evaluation of budget and strategy Pricing Subject to Change 23,655.00

4,527,484