

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

SKYAD.COM

Property Campaigns Advertising and Marketing Programs



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ADVERTISING BRANDING MARKETING

National & Global Exposure Property Campaigns

SKY Advertising is excited to present to Western Austrailia Sotheby's International Realty® a curated, multi-media marketing selection of offerings to bring ultra-high net worth buyer awareness to their listings.

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 Western Austrailia.

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

LET'S DO GREAT THINGS TOGETHER

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Sotheby's Auction Magazine

SOTHEBY'S MAGAZINE

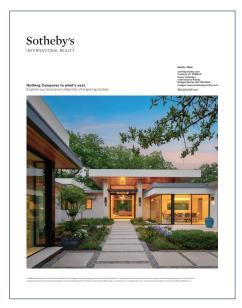
This large format magazine enriches readers with sophisticated content related to the art and real estate world. Sotheby's Magazine features editorial showcasing Sotheby's International Realty® listings.

- Distribution: 20,000
- 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

FULL PAGE: \$3,640 HALF PAGE: \$1,820 QUARTER PAGE: \$910

Global







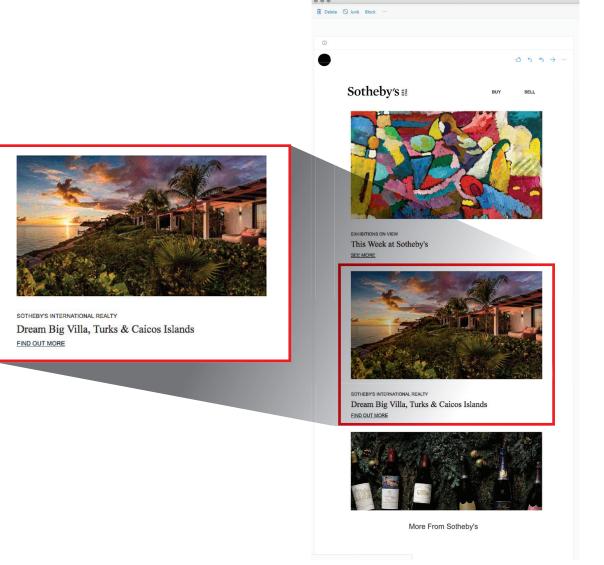
SOTHEBY'S BESPOKE GEO-TARGETED EMAIL

- Every Week
- 52x/Year
- Custom content, option to target users by location
- Audience selection by feeder market
- 35% open rate
- 25,000+ recipients

TARGETED AREAS

UK, Germany, Belgium , Netherlands California, New York, Canada, Austrailia

PRICE: \$2,500/DEPLOYMENT

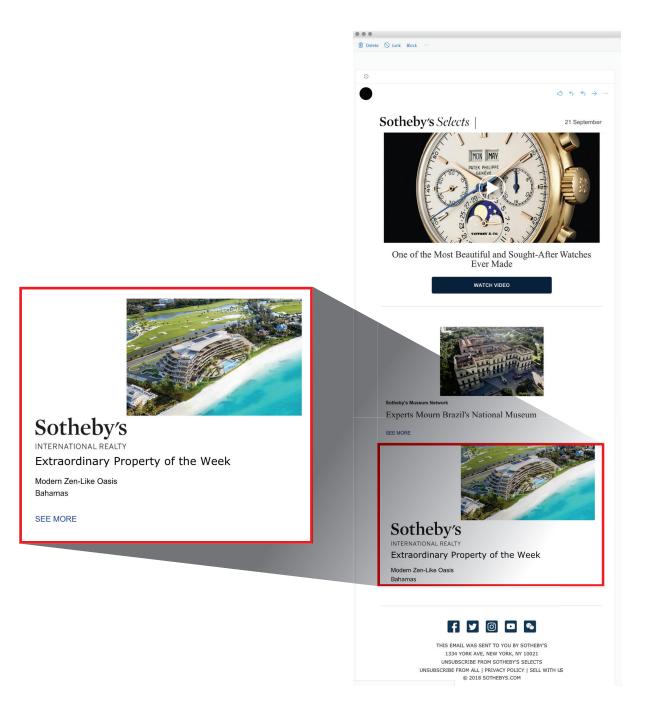


SOTHEBY'S SELECTS E-NEWSLETTERS

- Every Friday
- 52x Year
- Highlights upcoming auction events
- 488,357+ recipients
- 34% average open rate

PRICE: \$2,350*/DEPLOYMENT

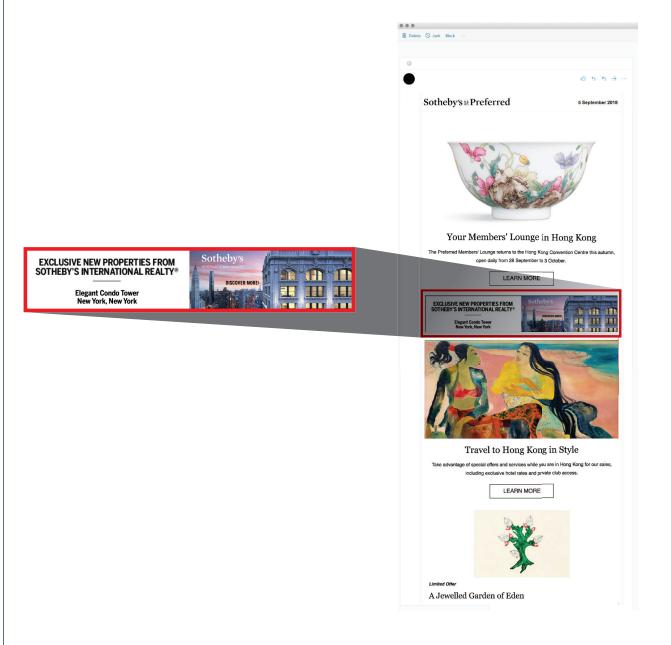
*Limited Availability



SOTHEBY'S PREFERRED E-NEWSLETTERS

- 11x Year
- Highlights auction dates and invitations
- 4,500 top Sotheby's clients (Preferred)
- 43.7% open rate

PRICE: \$3,000



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: Property Campaigns
- Flight Dates: Setpember 2023 November 2023
- Impressions: 1,500,000
- · Clicks through to the website of your choice.

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

Three Month Minimum



Minimum 3 month commitment

Impressions Program Targeting Sites

We identify the best sites to feature your property, and your ads appear only on your approved sites. The number of prominent, respected and relevant sites available is exceptional. We take care of the research to provide hand-selected and white-listed sites most relevant to your campaign.

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 WALL STREET JOURNAL.

The Washington Post



Le Monde.fr

Süddeutsche Zeitung



Les Echos











INVESTOR'S BUSINESS DAILY

Telegraph.co.uk

The West Australian



CORRIERE DELLA SERA



FOXIBUSINESS





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

Nothing compares to what's next.

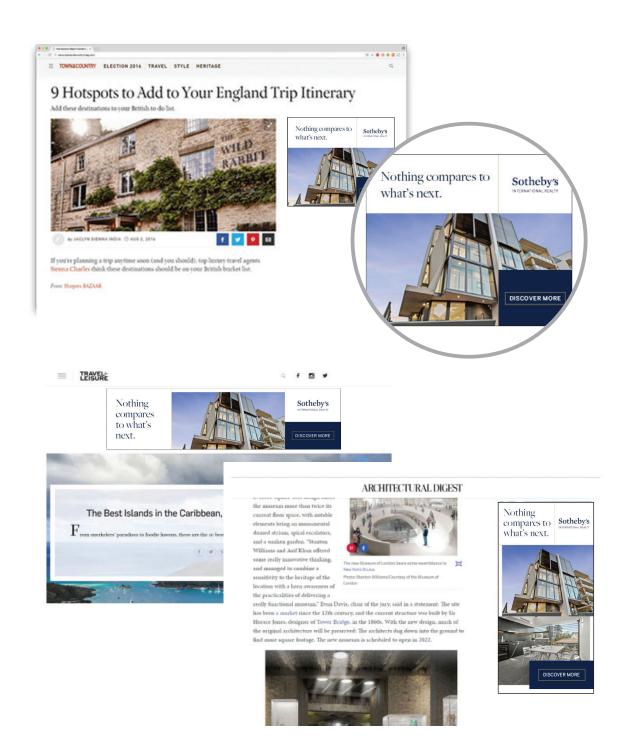








Sample
Banners For
Impressions
Programs As
They Appear
On Sites

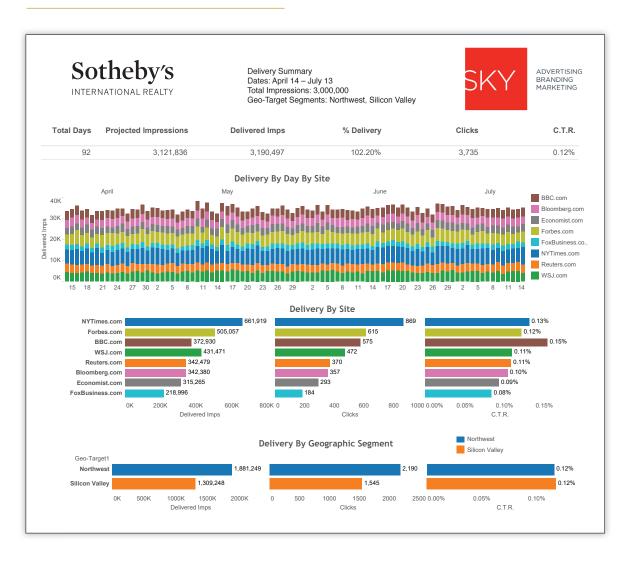


Comprehensive Reporting For Your Customized Campaign

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 London, Frankfurt, Berlin, Munich, Paris, Zurich, Geneva, London, Los Angeles, San Francisco, New York, Washington DC, Chicago, Boston, Wellington, Perth, Brisbane, and Sydney.

The program, with a projected start date of September 15th and will run for three months delivering an estimated 1,500,000 impressions.

This will include:

- A Site-specific segment that allows us to reach a high-networth audience, living in London, Frankfurt, Berlin, Munich, Paris, Zurich, Geneva, London, Los Angeles, San Francisco, New York, Washington DC, Chicago, Boston, Wellington, Perth, Brisbane, and Sydney on global business and finance and news websites.
- A custom intent segment that will allow us to show banners to adults actively searching for Perth area Real Estate and living in London, Frankfurt, Berlin, Munich, Paris, Zurich, Geneva, London, Los Angeles, San Francisco, New York, Washington DC, Chicago, Boston, Wellington, Perth, Brisbane, and Sydney.

SITE SPECIFIC

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

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.



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 Scheduling

			Septer			SIR Weste		tober	,	T		Novem	ber				December			
Media	Geo-Target	01	08	15	22	29	06	13	20	27	03	10	17	24	01	08	15	22	29	Impressions
thewest.com.au																				500,000
smh.com.au	London, Frankfurt, Berlin, Munich, Paris, Zurich, Geneva, London, Los Angeles, San Francisco, New York, Washington DC, Chicago, Boston, Wellington, Perth, Brisbane, Sydney																			
NYTimes.com																				
Telegrapho.co.uk																				
WashingtonPost.com																				
LeMonde.fr																				
NZZ.ch																				
sueddeutsche.de																				
Corriere.it																				
nzherald.co.nz																				
smh.com.au																				
CNBC.com																				
AFR.com																				675,000
WSJ.com																				
Barrons.com																				
Invetsors.com																				
CNBC.com	London, Frankfurt, Berlin,																			
Reuters.com	Munich, Paris, Zurich, Geneva, London, Los Angeles, San																			
Forbes.com	Francisco, New York, Washington DC, Chicago, Boston, Wellington, Perth, Brisbane, Sydney																			
FoxBusiness.com																				
CNBC.com																				
Economist.com																				
LesEchos.fr																				
FAZ.net																				
Custom Intent - Perth Area Real Estate	London, Frankfurt, Berlin, Munich, Paris, Zurich, Geneva, London, Los Angeles, San Francisco, New York, Washington DC, Chicago, Boston, Wellington, Perth, Brisbane, Sydney																			325,000
Total Digital																				1,500,000

Comprehensive Digital

NATIVE DISPLAY

Native ads dynamically match the look, feel and visual context of the website or app where they are seen. They can run across all devices or be specified mobile only. Native ads can be either video or a dynamic picture.

HIGHER ENGAGEMENT:

- Native ads are viewed 53 percent more frequently than display ads, providing a higher CTR (60 percent).
- Native ads result in an 18 percent increase in purchase intent.
- Native ads can help lift a brand by up to 82 percent.



- **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 Native ads on the web pages where they appear A.I.
- Targeting Showing your display or video ads to people across all devices, using machine learning to target consumers based on who is engaging with the ad.
- Custom Audience Matching & Lookalike
 Audiences target people on your list of emails,
 addresses, or phone numbers and show them native
 ads when they browse websites and apps.

- Cross Platform Targeting available from Mobile Conquesting.
- Native ads come in many forms, but all share the common goal of not "looking" like an ad.
- Native ads are proven to have higher levels of engagement than traditional non-native ads, and they get results.

PRICE: STARTING AT \$1,500 PER ONE MONTH

Comprehensive Digital

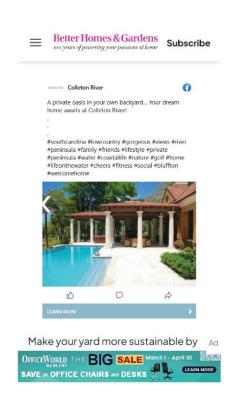
SOCIAL MIRROR ADS

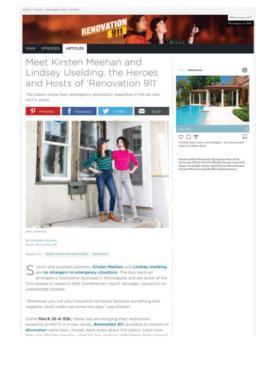
Social Mirror ads look like your social media display or video posts but appear on other websites and apps, linking back to the social media platform and your website, and run across all devices using our targeting strategies.

We are "mirroring" the exact look of your social post as an ad that runs on thousands of websites and apps, targeted just to the people you want to reach across all devices.

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

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





TARGETING ABILITIES:

- Behavioral Thousands of targeting categories including demographics, on-line and off-line behaviors, and interests.
- Keywords Target a list of up to 500 keywords related to your business, and show ads on the web pages where they appear.
- A.I. Targeting Show your display or video ads to people across all devices, using machine learning to target consumers based on who is engaging with the ad.
- **Retargeting** Following people after they leave your website and showing them your Social Mirror ad, on other websites and apps they go to, across all devices.
- Custom Audience Matching Target people on your list of emails, addresses, or phone numbers and show them Social Mirror ads when they browse websites and apps.

PRICE: STARTING AT \$1.500 PER MONTH

Impressions Scheduling

Client: SIR Western Australia	Digital		Date Created: 8/21/2023 GEOGRAPHIC TARGET:			
	Western Australia	Sotheby's INTERNATIONAL REALTY	Provided	d		
Campaign Duration: 9/1/2023-12/1/2023	Sep-23	Oct-23	Nov-23	Total		
NATIVE DISPLAY ADS Retargeting Behavioral Targeting: High Net Worth; Highly Likely to be of High Net Worth; High Net Worth > Millionaires; 2nd Home Owners Intending to Purchase a Home; Home Ownership > Vacation Home Al Targeting						
Keyword Targeting Total Potential Impressions	150,000	150,000	150,000	450,000		
Cost Per Thousand	\$10.00	\$10.00	\$10.00	\$10.00		
Investment Projection	\$1,500.00	\$1,500.00	\$1,500.00	\$4,500.00		
SOCIAL MIRROR ADS Platforms: Facebook; Instagram Retargeting Behavioral Targeting: High Net Worth; Highly Likely to be of High Net Worth; High Net Worth > Millionaires; 2nd Home Owners Intending to Purchase a Home; Home Ownership > Vacation Home Al Targeting						
Keyword Targeting						
Total Potential Impressions	100,000	100,000	100,000	300,000		
Cost Per Thousand Investment Projection	\$15.00 \$1,500.00	\$15.00 \$1,500.00	\$15.00 \$1,500.00	\$15.00 \$4,500.00		
TOTAL CAMPAIGN IMPRESSIONS:	250,000	250,000	250,000	750,000		
TOTAL CAMPAIGN INVESTMENT:	\$3,000.00	\$3,000.00	\$3,000.00	\$9,000.00		
Native Available Monthly Impressions Estimate: Percentage of Targeted Native inventory purchased with this campaign: Social Mirror Ads Available Monthly Impressions Estimate: Percentage of Targeted Social Mirror Ads inventory purchased with this campaign:	912,146 16.44% 678,586 14.74%					

 $The above is an estimate based on historical inventory of impressions we bid on (i.e.\ premium sites, no pop-ups, etc) - not\ ALL\ available\ impression\ inventory.$

This Digital Campaign Planner reflects a projection of how the impressions will be allocated in your geographic area. During the live campaign we may reallocate impressions in order to deliver the best ROI while staying within your budget.

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: \$ 2,750



Country Life

Country Life is the world's most celebrated magazine of the British way of life, its countryside, properties, and gardens.

Three core audience pillars:

Traditional country champions – wealthy empty nesters enjoying their retirement in the countryside.

Custodians of the land – country dwellers with a deep emotional connection to the countryside.

Discerning Country – a quietly refined group, the most affluent, and willing to spend on the brands that reflect their discerning taste.

- 1.68M Global page views per month
- 352K Social Followers
- 81% Targeted HNWI Audience

E-NEWSLETTER

Published Wednesdays & Saturdays Reach 25,000 loyal readers who are infatuated with property, architecture, the arts, gardening, the countryside, schools and wildlife.

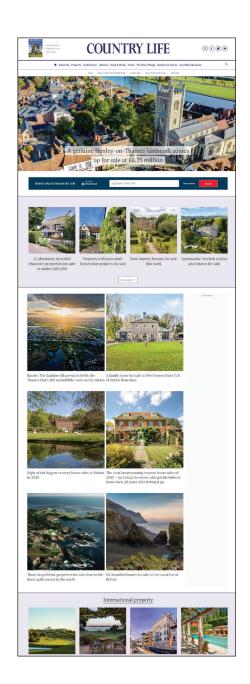
- **19.6%** Average CTR
- 40% Unique Open Rate

PRICE: \$1.600

E-NEWSLETTER DEDICATED SEND

Published Wednesdays & Saturdays Reach 25,000 loyal readers who are infatuated with property, architecture, the arts, gardening, the countryside, schools and wildlife.

PRICE: \$1,850



Decanter e-Newsletter

Decanter.com is the world's leading online source for up-to-date information on fine wine with a passionate and active following of international wine enthusiasts numbering 540,000 users per month and 1.2 million page views.

- 21,000 daily subscribers
- 28,000 weekly subscribers

PRICE: \$750

Decanter

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



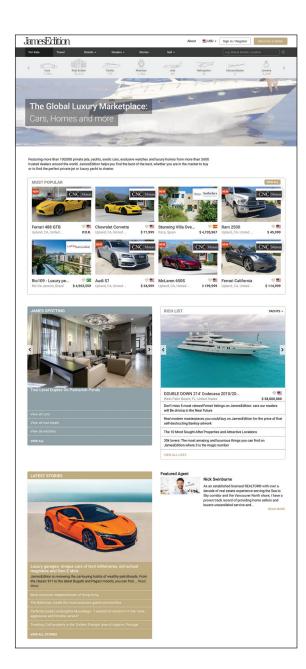
E-NEWSLETTER

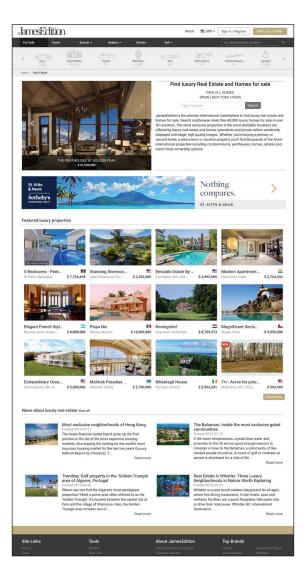
Founded in 2008, JamesEdition.com features the largest collection of luxury goods worldwide. The exquisite items curated by JamesEdition.com range from celebrity-owned luxury real estate to rare supercars. An affluent audience of 25,000 per day is browsing for the finest the globe has to offer.

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.

LISTING FEATURE: \$1.500





ROTATING GALLERY

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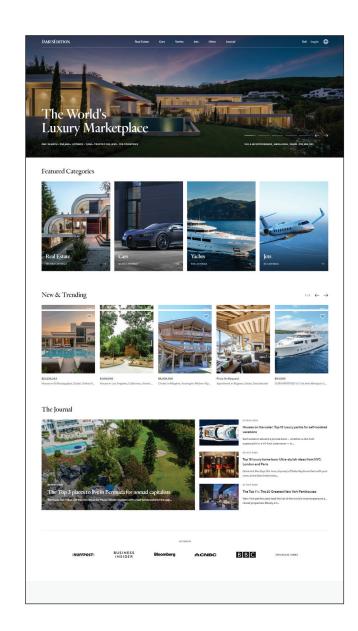
Showcase your office and properties and bring increased visibility to capture the attention of the UHNW in the James Edition rotating Gallery. The Rotating Gallery is a carousel of selected listings that automatically changes every 5 seconds. on the Home Page and the Real Estate Page

HOME PAGE

FEATURED BANNER: \$2,000

REAL ESTATE PAGE

FEATURED BANNER: \$1,600



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.

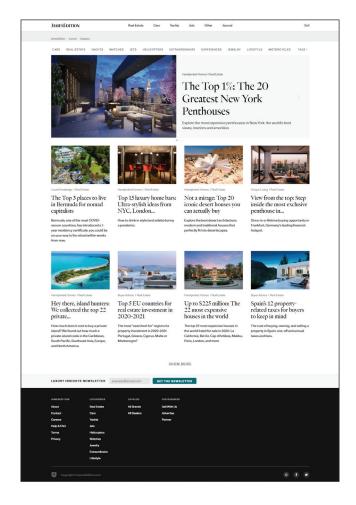
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A Featured Story is an article published on the website. Articles are evergreen content. The average time that viewers spend on an article page exceeds 2 minutes indicating that article views come from the most loyal and engaged users.

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



NEW & TRENDING

FEATURED LUXURY POSITION

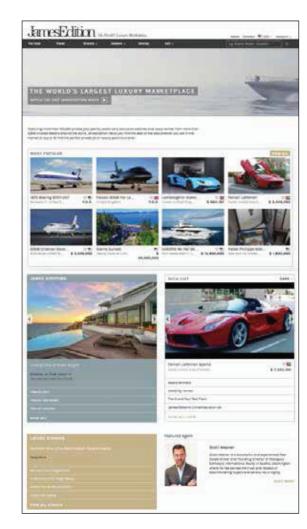
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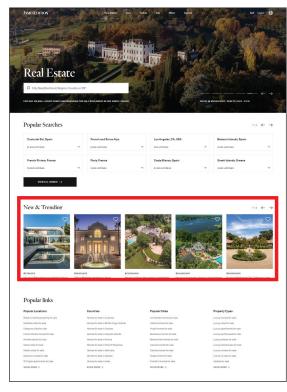
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Upgrade your listings for increased visibility to capture the attention of the UHNW.

HOME PAGE \$1,200

REAL ESTATE PAGE \$1,000





SOCIAL MEDIA POST

Founded in 2008, James Edition.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

f











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

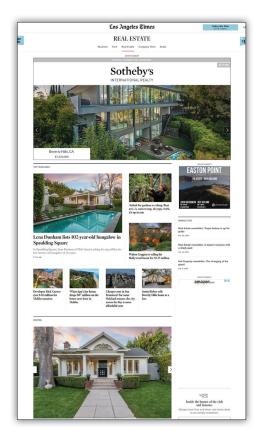
LA Times

LIGHTHOUSE FIXED POSITION HOT PROPERTY PAGE 100% SOV

Promote your property with a large banner placement on the top of the LATimes.com Real Estate, Home Page, Real Estate Content pages and ROS.

PRICE: \$325 MONTH

Maximum 30 featured properties
Included with the Hot Property Print Placement



Le Figaro

The finest selection of properties to buy and to rent, in France and abroad

PROPRIÉTÉS LE FIGARO.COM - FRANCE

- 2.1 million sessions per month
- International audience: 22%
 (Top 5 audience: US, UK, Belgium, Switzerland, Germany)

PROPRIÉTÉS LE FIGARO.COM - INTERNATIONAL

• **180,000** sessions per month (top 5 audience: US, UK, France, Canada, Australia)

HEADLINE SEARCH

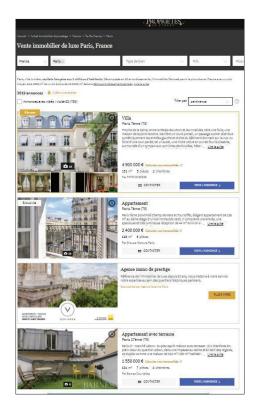
Position your property at the very top of the results page.

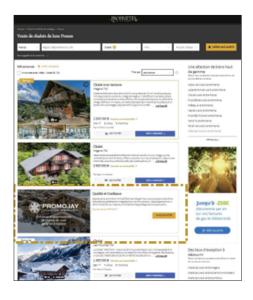
FEATURED CITY: \$795/CITY/MONTH

NATIVE AD

Premium display format increases visibility among search results. These placements are also able to appear to users with specific search criteria – castles, manors, etc.

NATIVE PLACEMENT BY CITY: \$500/CITY/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:

\$1,100 FOR 1 MONTH \$3,250 FOR 3 MONTHS \$5,100FOR 6 MONTHS.



FEATURED PROPERTY UPGRADES

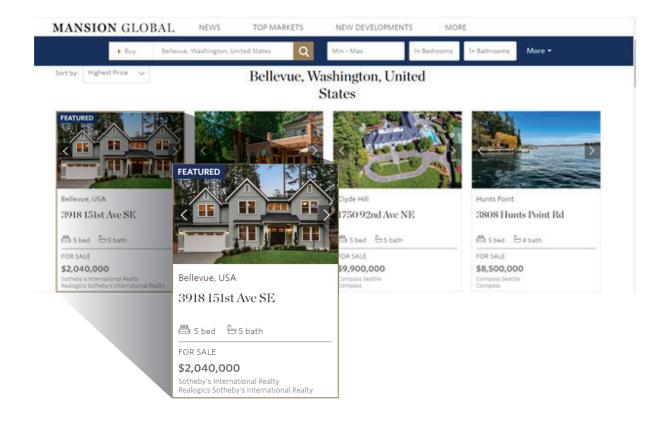
WSJ.com and Mansion Global Featured Property
Upgrades place your listings at the top of the search
results pages in the town where the property is located.
The property you wish to feature comes directly from
your brand's WSJ.com feed and click-throughs go to the
website of your choice.

Multiple properties can be featured and will be rotated equally. Each property appears for one month. The window to redeem Property Upgrades is valid for one year after purchase.

10 PROPERTIES: \$1,200 25 PROPERTIES: \$2,070 100 PROPERTIES: \$5,500

Included with print placment





MANSION GLOBAL HOMEPAGE HERO

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

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

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





@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

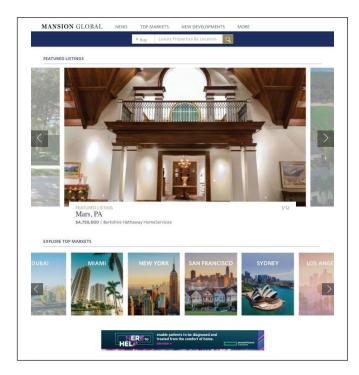
PRICE: \$1,775



THE HOMEPAGE FEATURED LISTING

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

PRICE: \$1,275/MONTH



Print Offerings



The Wall Street Journal

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

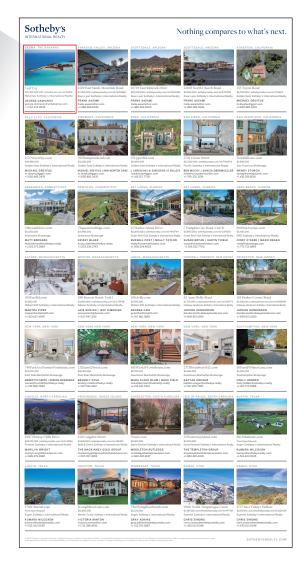
Circulation: 644,424
E-newspaper: 194,000
Readership: 4,234,000
Male / Female: 62% / 38%
Average HHI: \$404,217
Average age: 50

PRICE: \$650 SINGLE SPOT, COLOR

Includes Bonus 30 Day Digital -Featured Property Upgrade







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

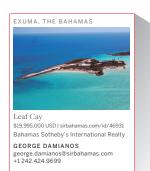
Male / Female ratio: 62.2% / 37.8%Average household income: \$381,464

• Median age: 45.2

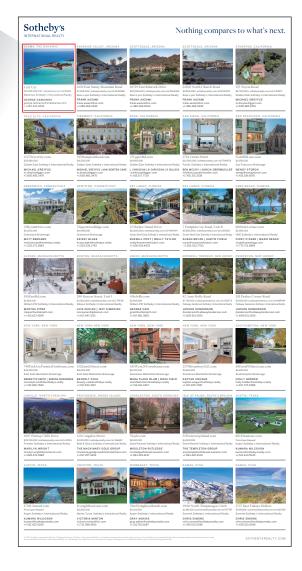
• Over one half have liquid assets valued at \$1 million+

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

PRICE: \$710/SINGLE SPOT, COLOR







The New York Times International Edition

The New York Times International Edition is a sophisticated and comprehensive daily report for opinion leaders and decision makers around the world. The mission of the New York Times International Edition is to enhance the global community by creating, collecting and distributing high-quality news and entertainment. Its readers have levels of income and investment that can hardly be described as average; much like the newspaper they enjoy reading, these levels reflect their highly mobile and affluent status. New York Times International Edition readers are people whose tastes tend toward the deluxe, leading active and upscale lifestyles.

• Circulation: 214,775

 Geographic distribution: Europe, Asia, Pacific, Middle East, N. Africa, Americas

Readership: 421,373

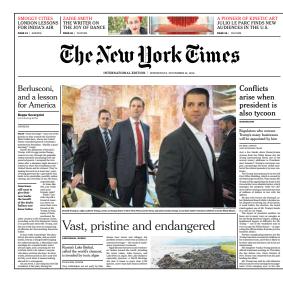
Male / Female ratio: 76% / 24%

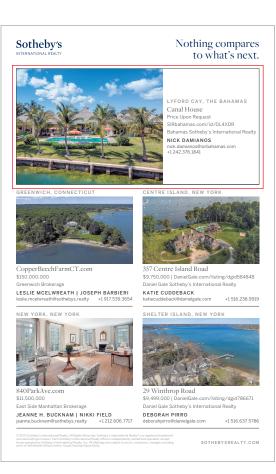
• Average household income: \$367,700

• Median age: 55

PROPERTY SPOT: \$570

Global





The New York Times Takeover

Promote your brand and properties in style with this 96 page tabloid insert devoted to Sotheby's International Realty and Delivered high-net worth zip codes.

Generous, full-page ad space on heavy, bright white paper ensures an elegant presentation and shelf life.

• Circulation: 160,000

• Distribution: NYC Metro Area

PRICE: \$690 FULL PAGE, COLOR

Includes Digital promotion and Digital Flipbook









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

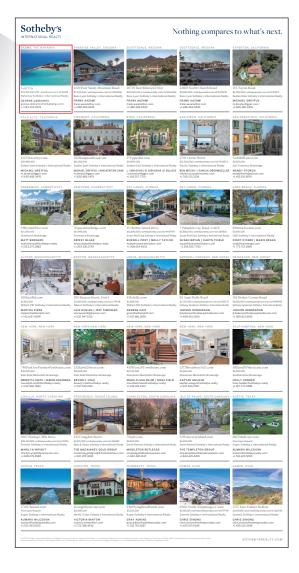
• Median age: 51

\$730 PROPERTY SPOT, COLOR

Global







Propriétés Le Figaro

Propriétés Le Figaro is the finest selection of luxury properties to buy and to rent in France and around the world- in print and online. Propriétés Le Figaro embodies the essence of the French way of life, with a property magazine published bi-monthly. Your properties will be seen by the wealthiest people in France, executives of CAC 40 companies, and executives from the Top Management network. In addition to print, there is an online edition and mobile app.

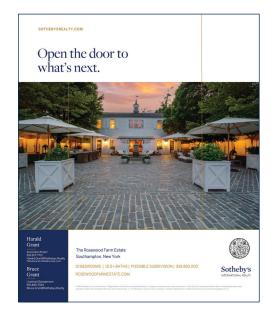
· Readers: 1.4 million

Web Visitors: 93,000 per monthPage Views: 890,000 per month

 Distribution: U.S.A. 32%, U.K. 19%, France 12%, Canada 3%, Australia 3%

PRICE: \$2,500 FULL PAGE





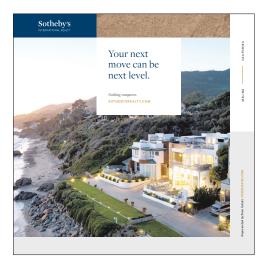


Los Angeles Times Takeover

The Los Angeles Times takeover is an exclusive, full-color Sotheby's International Realty outsert that is placed on top of the Los Angeles times on select Saturdays to coincide with the weekly Hot Properties section.

- LA Times Saturday readers are over 3x more likely to own a home valued at \$2 million+ than the average adult in the market.
- 2.1MM of readers are affluent with a Median HHI of \$186K and 19% more likely to look for a new home in the next 12 months.
- 74% are business decision makers more likely to be CEOs, Presidents or VPs.
- **32%** of readers are more likely to own a second home or real estate property.
- Full Page color ad using Sotheby's International Realty Design Vault template
- · Western Los Angeles coverage
- Saturday Print Circulation: 56,000
- Saturday e-edition subscribers: 164,780

FULL PAGE: \$610







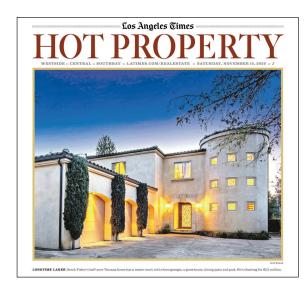


Los Angeles Times Hot Property And Digital Lighthouse

LOS ANGELES TIMES HOT PROPERTY

The Los Angeles Times weekly Hot Property section features the most up-to-date real estate news — including Hot Property (celebrity transactions), neighborhood spotlights, buying/selling tips, home décor and improvement trends.

- LA Times Saturday readers are over 3x more likely to own a home valued at \$2 million+ than the average adult in the market.
- 2.1MM of readers are affluent with a Median HHI of \$186K and 19% more likely to look for a new home in the next 12 months.
- 74% are business decision makers more likely to be CEOs, Presidents or VPs.
- 32% of readers are more likely to own a second home or real estate property.
- Saturday Print Circulation: **56,000**
- e-Edition subscribers: 164,780



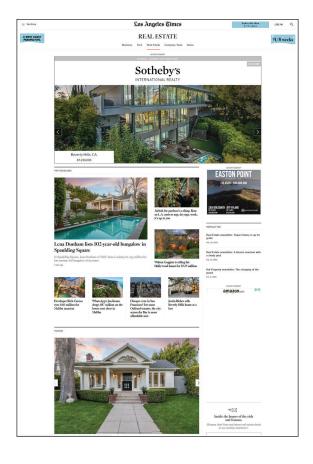
LA TIMES DIGITAL LIGHTHOUSE

The Sotheby's International Realty LA Times Digital Lighthouse showcases 27-30 properties monthly and owns 100% SOV at the top of the LA Times Real Estate section.

· Avg Monthly Impressions: 1.7 Million

PRICE: \$390/SPOT

Full color with 30 day Lighthouse Placement



Robb Report

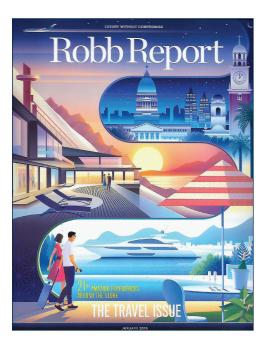
Robb Report is luxury without compromise, attracting a discerning audience with a shared appreciation and desire for quality, artisanship, heritage, fine design, and exclusivity. With its fingers on the pulse of the latest superlative products and experiences that today's modern consumers seek, Robb Report is synonymous around the world with affluence, luxury, and the best of the best.

Audience: 324,000Average Age: B

Male / Female Ratio: 79/21Average HHI: \$484,000Average HNW: \$2,800,000

PROPERTY SPOT, COLOR: \$830

Global







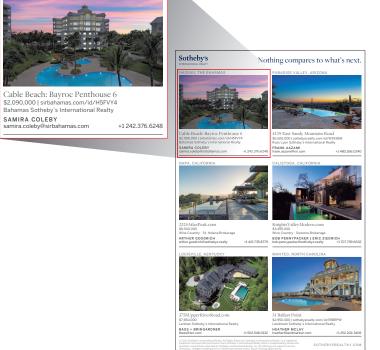


London Daily Telegraph

The Daily Telegraph is the UK's leading quality daily newspaper. Its readers are amongst the wealthiest in the UK and for whom property is just one category of luxury products which they consume. As the only daily broadsheet general interest newspaper, advertisers benefit from twice the dwell time than on smaller format pages. The Property pages are part of the "Money" section which attracts vast numbers of home-buyers, home sellers.

• Saturday Circulation: 401,000

PRICE: \$750 PROPERTY SPOT, COLOR



NASSAU, THE BAHAMAS



Schedule, Pricing & Reach



Proposed Schedule, Pricing & Reach 2023

Media	Ad Description	Se	ptember	0.	tober	Nr	ovember	De	ember	Me	dia Total
Sotheby's Auction House: Print	Au Description	30	ptember				, veriliber	-	Cilibei		uiu rotui
Sotheby's Magazine	Quarter Page							Ś	910.00	Ś	910.00
otheby's Auction House: Digital	Z							-		-	
theby's Bespoke Geo-Targeted En	n; Email										
	ก: UK, Germany, Belgium , Netherlan	d Ś	2,500.00							\$	2,500.00
	n: California, New York, Canada, Aust		_,	Ś	2,500.00					\$	2,500.00
otheby's Selects Enewsletter	Sotheby's Selects Enewsletter			,	_,	\$	2,350.00			\$	2,350.00
gital											
illion Impressions*											
lion Impressions	Digital Banner Program	\$	1,625.00	\$	1,625.00	\$	1,625.00			\$	4,875.00
lion Impressions	Targeting - North America, Europe	, Aust	railia								
mprehensive Digital											
ial Mirror	Behavioral Custom program	\$	1,500.00	\$	1,500.00	\$	1,500.00			\$	4,500.00
ve Display	Behavioral Custom program	\$	1,500.00	\$	1,500.00	\$	1,500.00			\$	4,500.00
de Nast UK											
de Nast UK	Instagram	\$	2,750.00							\$	2,750.00
inter											
nter E-Newsletter	Wine e-Newsletter	\$	750.00	\$	750.00					\$	1,500.00
Hill Gazette											
Hill Gazette San Francisco, Peni	in OTM On the Market eNewsletter	\$	500.00	\$	500.00					\$	1,000.00
esEdition											
ting Gallery Real Estate Page	Featured Banner	\$	1,600.00							\$	1,600.00
red Article and e-Newsletter p	rı e-Newsletter					\$	3,300.00			\$	3,300.00
& Trending Home Page	Featured Spot			\$	1,200.00					\$	1,200.00
Media	Listing Feature	\$	1,000.00			\$	500.00			\$	1,500.00
ies											
	e Lighthouse Fixed Position - Hot Pro	k Bo	nus							\$	-
garo											
Iline Search	Featured City	\$	795.00							\$	795.00
re Ad	Native placement by City	\$	500.00							\$	500.00
com											
sion Global Homepage	Mansion Global Homepage	\$	2,150.00	_						\$	2,150.00
erty upgrades	Property upgrades		nus		nus	Во	nus			\$	-
1 0	d Mansion Global Homepage Featur	ed Lis	ting Module	\$	1,275.00					\$	1,275.00
sion Global Instagram	Mansion Global Instagram					\$	1,775.00			\$	1,775.00
ntry Life											
ntry Life	Weekly E-Newsletter	\$	1,600.00							\$	1,600.00
ntry Life	E-Newsletter Dedicated Send			\$	1,850.00					\$	1,850.00
ury Estate											
ury Estate	Showcase Listing + Elite Listing Pac	k Ş	1,100.00							\$	1,100.00

Proposed Schedule, Pricing & Reach 2023

Print								
The Wall Street Journal								
The Wall Street Journal - National	Property Spot w/Digital Featured Pr	\$ 650.00	\$ 650.00	\$ 650.00		\$ 1,950.00		1,9
The New York Times								
The New York Times	Property Spot - Weekday/Saturday	\$ 710.00	\$ 710.00	\$ 710.00		\$ 2,130.00		1,2
The New York Times Takeover	Full page w/ Digital promotion	\$ 690.00		\$ 690.00		\$ 1,380.00		3
The New York Times International	Edition							
The New York Times International I	Ed Property Spot	\$ 570.00	\$ 570.00	\$ 570.00		\$ 1,710.00		3
Financial Times								
Financial Times	Property Spot	\$ 730.00	\$ 730.00	\$ 730.00		\$ 2,190.00		е
Le Figaro								
Full Page	Full Page			\$ 2,500.00		\$ 2,500.00		
The Los Angeles Times								
The Los Angeles Times	Hot Property - listing + digital lighth	\$ 390.00				\$ 390.00		2
The Los Angeles Times	Takeover	\$ 610.00		\$ 610.00		\$ 1,220.00		4
Robb Report								
Robb Report	Property Spot				\$ 830.00	\$ 830.00		3
London Daily Telegraph								
London Daily Telegraph	Property Spot		\$ 750.00	\$ 750.00		\$ 1,500.00		6
TOTAL						\$ 61,830.00	1:	1,3

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