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SKYAD.COM

# 52 Northshore Drive Advertising and Marketing Program



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26 2024

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**ADVERTISING** BRANDING **MARKETING** 

# National & Global Exposure 52 Northshore Drive

SKY Advertising is excited to present to ONE Sotheby's International Realty® a curated, multi-media marketing selection of offerings to bring ultra-high net worth buyer awareness to the 52 Northshore Drive.

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 Palm Coast. FL.

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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JIMMY CINTRÓN

Sotheby's Auction House Offerings



# 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

**QUARTER PAGE: \$910** 

Global







Digital Offerings



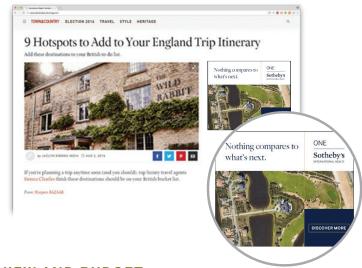
# Impressions Campaign

## 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: 52 Northshore Drive

• Flight Dates: July 2024 - September 2024

• Impressions: **750,000** 

· 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.

INVESTOR'S BUSINESS DAILY®



**Bloomberg Markets** 











#### **Golfweek**



## 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.





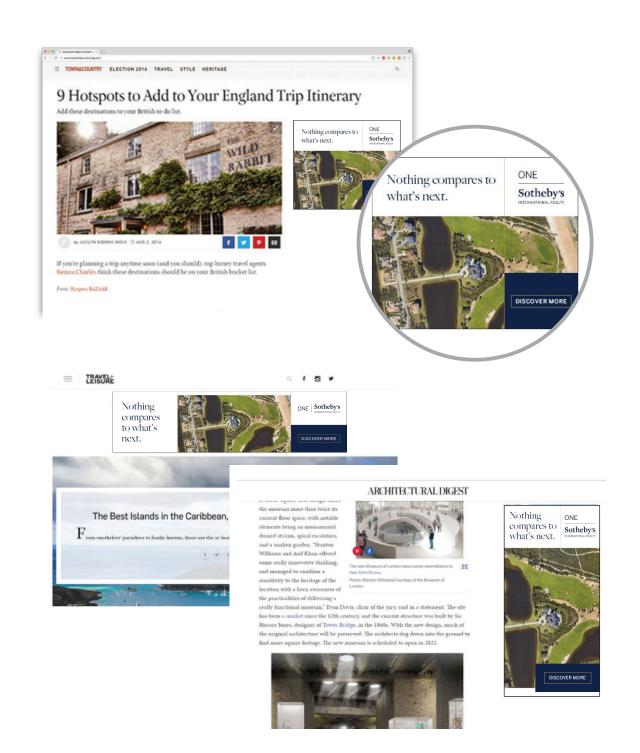
DISCOVER MORE







Sample
Banners For
Impressions
Programs As
They Appear
On Sites

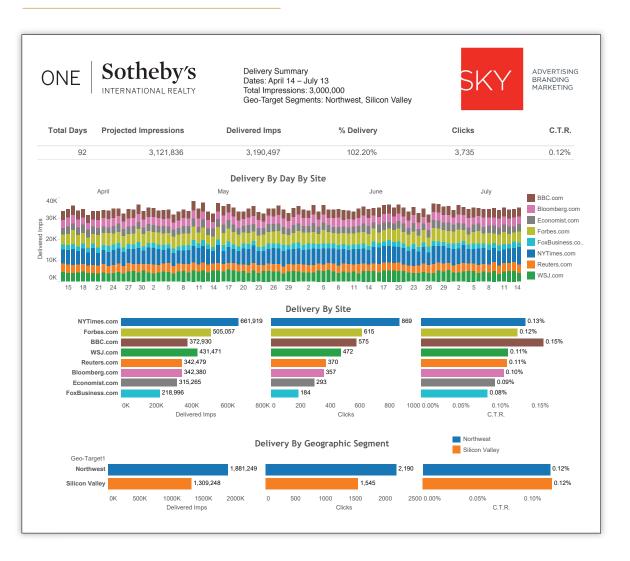


# Comprehensive Reporting For Your Customized Campaign

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 New York Metro, New Jersey, Miami, Atlanta Metro and California.

The programs are scheduled to start on July 15th and run for three months and deliver an estimated 750,000 impressions.

#### This will include:

- A site-specific segment of Global leading business/finance websites.
- · A site-specific segment of leading golf websites.
- A behavioral segment, that will allow us to show banners to adults who are Golf Enthusiasts and living in New York Metro, New Jersey, Miami, Atlanta Metro and California.

#### SITE SPECIFIC

This segment consists of premium global business websites such as WSJ.com, FoxBusiness.com, GolfDigest.com and more to extend the overall reach of the program.

#### **BEHAVIORAL TARGETING**

We can target people on behavior first based on their online behavior (sites visited, content consumed and search activity). Since this segment targets behavior first, the banners could end up showing on any site across the web.

To ensure that the banners are seen in a premium environment, we have created a "whitelist" of sites. Ads will only show to people who have met our targeting criteria (behavior, income, and geo-target) on one of these sites. The site list includes top news, business, finance, sports, politics, and tech sites.

#### **MEASUREMENT**

Key metrics (KPI's) that will be tracked include impressions, clicks, click through rate (CTR), and (if tracking codes are installed on the landing page) Sessions, Pages Per Session, Average Time Spent, Conversions

#### REPORTING

We will provide monthly reporting that will summarize the KPI's (Key Performance Indicators) and provide optimization recommendations.



# Impressions Scheduling

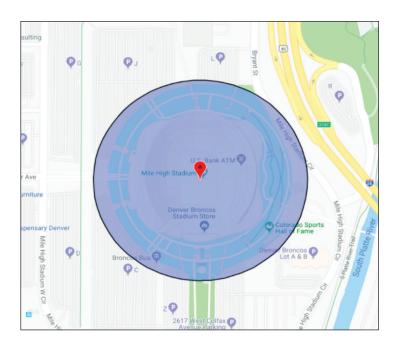
One SIR - 52 Northshore Drive

				July			August				Sept	ember				Oct	ober					
Media	Geo-Target	01	08	15	22 2	05	12	19	26	03	10	17	24	31	07	14	21	28	Impressions			
NYTimes.com	California, New York, Northeastern US, South Florida, Georgia																					
Bloomberg.com																						
CNBC.com																						
Forbes.com																						
Reuters.com																			355,000			
Barrons.com																						
Investors.com																						
FoxBusiness.com																						
WSJ.com																						
GolfDigest.com																						
Golf.com	California, New York, Northeastern US, South Florida, Georgia																		175,000			
PGATour.com																						
Golfweek.com																						
Behavioral - Golf Enthusiasts	California, New York, Northeastern US, South Florida, Georgia																		220,000			
				•				•		•	•		•		•		•	•				
Total Digital						•													750,000			

# Digital Event Targeting

#### GEOFENCE REACHES YOUR AUDIENCE ON THE MOVE

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



#### GEOFENCE SELECT LOCATIONS OR EVENTS AND THEN RETARGET THE AUDIENCE AFTER

#### TARGET SPECIFIC EVENTS AND LOCATIONS

• From **\$1,500/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.

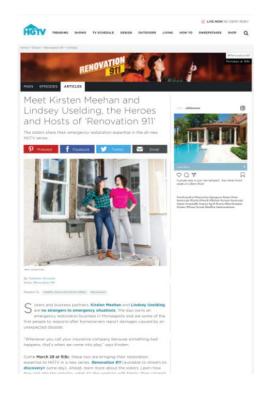
Social Mirror ads can be done with any organic or paid posts from your business account on these 8 social media platforms: Facebook, Instagram, Twitter, LinkedIn, TikTok, Pinterest, Snapchat, or YouTube.

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

## Smart Solutions Eblast

Our team of email experts make your message stand out from your competition with compelling subject lines, engaging copy, powerful images and strategic deployment scheduling. Our campaigns are 100% responsive, meaning your message is optimized for all devices and email platforms in order to expand your reach and foster engagement with customers.

#### **TARGETING**

Use high-quality data to reach new customers

#### **DELIVERABILITY**

Make it to more customer's inboxes every time.

#### **AUDIENCE**

Select High Income Zip Codes

Net Worth > \$13 Million

Household Income > \$500K

20,000 Total Emails

**CUSTOM EBLAST AND REMINDER EMAIL: \$2,295** 

#### Sotheby's

Explore the latest luxury properties in the Bay Area

Among these buying opportunities: breathtaking opulence with floor-to-ceiling windows, and a vineyard paradise with panoramic views.

Schedule a private tour today.







#### The Epitome of Luxury Bay Living

1529 Vista Grande Court. Fremont. CA

#### \$8,998,000

The home you have been waiting for. Embrace the opulence of this 9,931 square foot enclave as you experience unmatched, breathtaking views of the entire Bay Area with floor-to-ceiling windows. Built with every executive amenity you could possibly need, this custom-built masterpiece spares no details.

View Property







#### Tuscan Vineyard Oasis in Mission Hills

\$7,998,000

Your very own custom oasis awaits in the highly desirable Mission Hills. Enjoy 8,132 square feet of extensive luxurious living space on 2.7 acres of paradisc including 2 acres of lovely Caberru vineyards, perfect for any wine connoisseur. Nearly every room in this magnificent home offers outstanding panoramic views of city (lights, bay bridges, and the beautiful Mission Hills).

View Property



Joseph Saboh Jr. DREs CalBRE# 01295925 Realtor Venture Sotheby's International Realty 43513 Mission Boulevard Fremont, CA 94539

iew Website

Thank you for being part of our mailing list. You can use **this link** to stop receiving our emails. Alternatively, mail your request to PO Box 34628, Seattle, WA 98124-1628

### 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.



#### **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.

INSTAGRAM: \$700 FACEBOOK: \$575



# The Wall Street Journal Online (WSJ.Com)

#### FEATURED PROPERTY UPGRADES

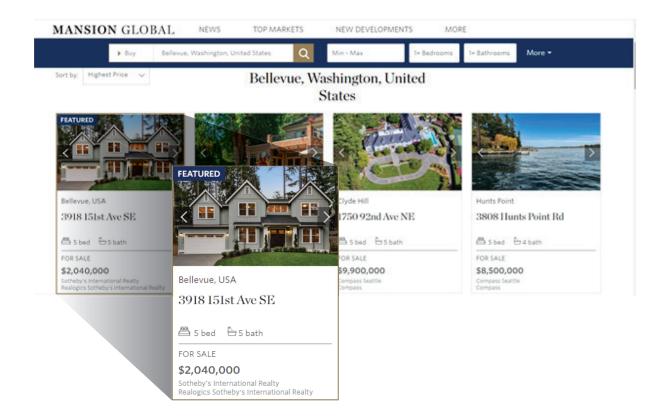
WSJ.com and Mansion Global Featured Property
Upgrades place your listings at the top of the search
results pages in the town where the property is located.
The property you wish to feature comes directly from
your brand's WSJ.com feed and click-throughs go to the
website of your choice.

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

Included with print placment



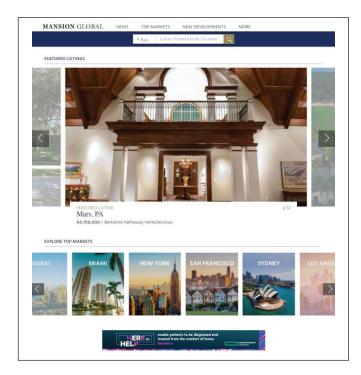


# The Wall Street Journal Online (WSJ.Com)

#### THE HOMEPAGE FEATURED LISTING

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

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: \$795 SINGLE SPOT, COLOR

Includes Bonus 30 Day Digital -Featured Property Upgrade





# 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: \$750 FULL PAGE, COLOR

**Includes Digital promotion and Digital Flipbook** 









## Golf Digest

#### **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 Golf Digest.

· Full page, color

FULL PAGE, COLOR SOUTH FLORIDA: \$3,380









# Private Air Luxury Homes Magazine

Private Air Luxury Homes Magazine is published exclusively for the world's most discerning travelers. Distributed through Private Jet Terminals throughout the world, our readers include C-Level executives, royalty, heads of state, celebrities, captains of industry, and private aircraft owners; all of whom expect the highest standards of excellence.

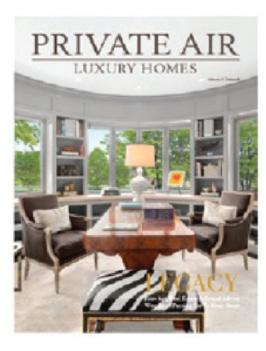
The readers of Private Air Luxury Homes Magazine ore some of the world's wealthiest individuals. They come from all over the globe and typically hove a collection of homes, an extensive portfolio, a sophisticated interest in arts and culture, as well as a passion for luxury products and travel. This world#class publication caters to their wants with a unique perspective and a genuine grasp of what interests its reader - the world's most exclusive real estate, investments, fine art, and collectibles.

#### DISTRIBUTION

#### 65,000 private jet owners and guests

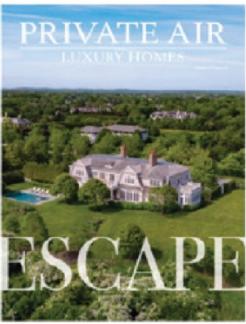
Readers encompass professional athletes, A-list celebrities, Fortune 500 executives, politicians, and entrepreneurs

FULL PAGE: \$1,925









Schedule, Pricing & Reach



# Proposed Schedule, Pricing & Reach 2024

Pricing Subject to Change

Media	Ad Description	Jul	ly	Au	gust	Se	ptember	Octol	oer	Med	lia Total	Reach
Sotheby's Auction House: Print												
Sotheby's Magazine	Quarter Page					\$	910.00			\$	910.00	20
Digital												
Million Impressions*												
Million Impressions	Digtal Banner Program	\$	1,195.00	\$	1,195.00	\$	1,195.00			\$	3,585.00	750
Million Impressions	Targeting - Golf Sites and	Golf I	Enthusiasts		•							
Comprehensive Digital	5 5											
Social Mirror	Behavioral Custom progra	r \$	1,500.00	\$	1,500.00	\$	1,500.00			\$	4,500.00	300
Geofencing - Event and Location												
Geofencing - Event and Location	Target specific events and	\$	1,500.00							\$	1,500.00	60
Smart Solutions Eblast												
Smart Solutions Eblast	Custom Email	\$	2,295.00							\$	2,295.00	40
WSJ.com												
Property upgrades	Property upgrades	Boi	nus	Воі	nus					\$	-	
Mansion Global Homepage	Featured Listing Module	\$	1,275.00							\$	1,275.00	164
Ocean Home												
Facebook Post	Facebook Post	\$	575.00							\$	575.00	21
Instagram Post	Instagram Post	\$	700.00							\$	700.00	21
Print												
The Wall Street Journal												
The Wall Street Journal - National	Property Spot w/Digital Fe	e; \$	795.00	\$	795.00					\$	1,590.00	1,288
The New York Times												
The New York Times Takeover	Full page w/ Digital promo	tion				\$	750.00			\$	750.00	168
Conde Nast Magazines												
Golf Digest - South Florida	Full Page							\$ 3	,380.00	\$	3,380.00	17
Private Air Luxury Homes Magazine												
Private Air Luxury Homes Magazine	Full page					\$	1,925.00			\$	1,925.00	6.5
TOTAL										\$	22,985.00	2,910
*After 6 months the Impressions Program m	ay be adjusted after evaluation of l	oudge	et and strat	egy							•	•
	•			٠.								

skyad.com