

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

SKYAD.COM

# WOM Advertising and Marketing Program



# Table of Contents

## 03 INTRO

## **04 SOTHEBY'S AUCTION HOUSE**

- 05 Sotheby's Bespoke Geo-Targeted Email
- 06 Sotheby's Selects e-Newsletters

## 07 DIGITAL

- 08 Impressions Campaign
- 13 Comprehensive Digital
- 15 Conde Nast UK
- 16 JamesEdition.com
- 20 Le Figaro
- 21 Luxury Estate
- 22 WSJ.com

## 23 PRINT

- 24 The New York Times International Edition
- 25 Financial Times

# 26 SCHEDULE, PRICING & REACH

27 2023



ADVERTISING BRANDING MARKETING

# National & Global Exposure WOM

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

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 Tignes, Rhone Alpes.

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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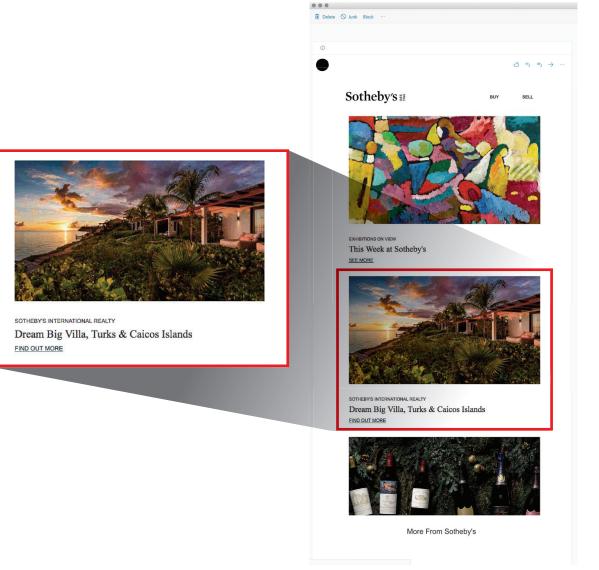
# SOTHEBY'S BESPOKE GEO-TARGETED EMAIL

- 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, Belgium, Netherlands

PRICE: \$2,500/DEPLOYMENT

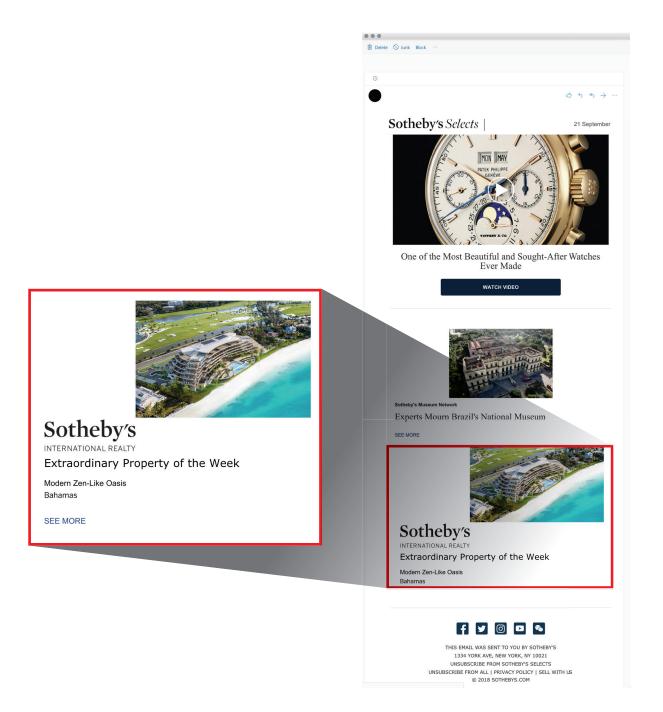


## SOTHEBY'S SELECTS E-NEWSLETTERS

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

PRICE: \$2,350\*/DEPLOYMENT

\*Limited Availability



Digital Offerings



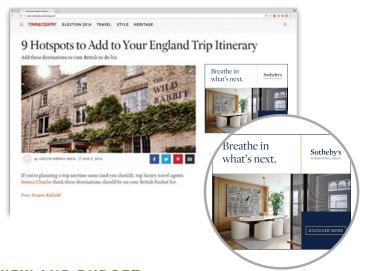
# Impressions Campaign

# 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: WOM

• Flight Dates: December 2023 - February 2024

• 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 ECONOMIC TIMES

Telegraph.co.uk

THE WALL STREET JOURNAL.



**Forbes** 

**Bloomberg Markets** 





# 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** 

Breathe in what's next.



Sotheby's INTERNATIONAL REALTY

DISCOVER MORE

Sotheby's INTERNATIONAL REALTY



Breathe in what's next.

DISCOVER MORE

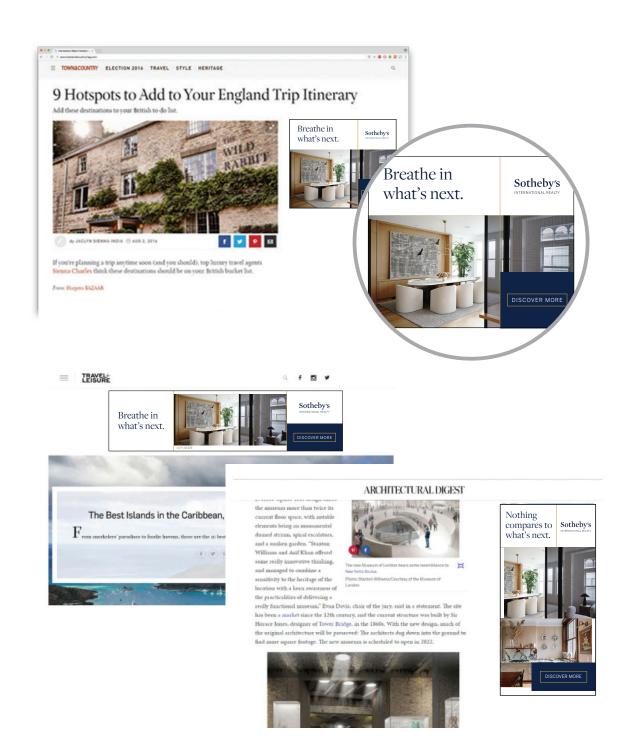
Nothing compares to what's next.

Sotheby's INTERNATIONAL REALTY





Sample
Banners For
Impressions
Programs As
They Appear
On Sites

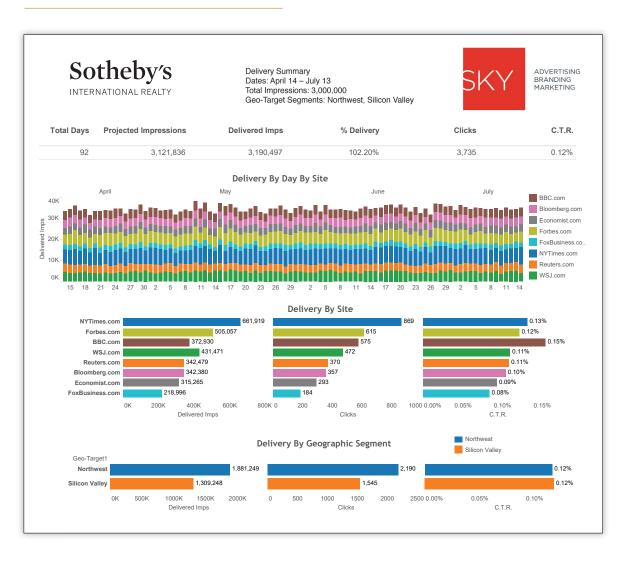


# Comprehensive Reporting For Your Customized Campaign

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**



# 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
- 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.

Native ads on the web pages where they appear A.I.

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 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.

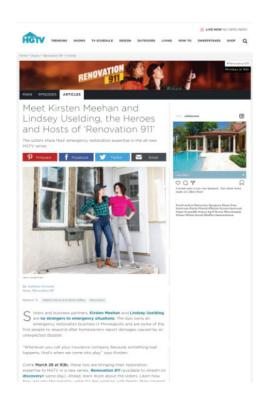
Ads can be display, video, OTT across connected TVs or carousel.



### **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



# 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** 



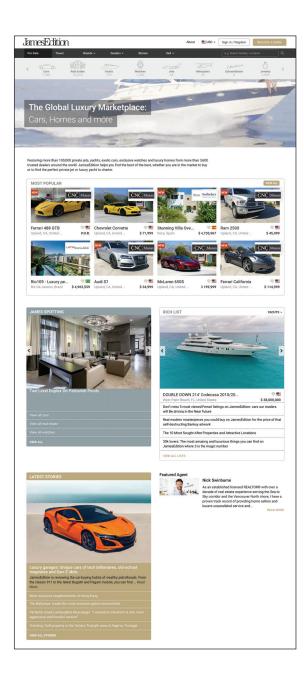
### **E-NEWSLETTER**

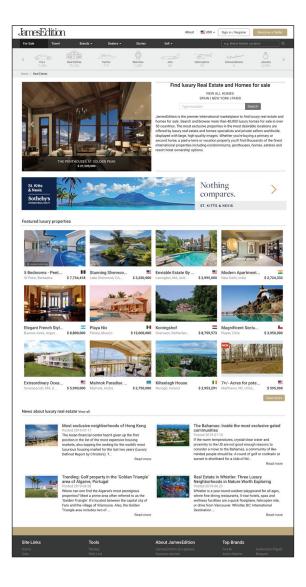
Founded in 2008, JamesEdition.com features the largest collection of luxury goods worldwide. The exquisite items curated by JamesEdition.com range from celebrity-owned luxury real estate to rare supercars. An affluent audience of 25,000 per day is browsing for the finest the globe has to offer.

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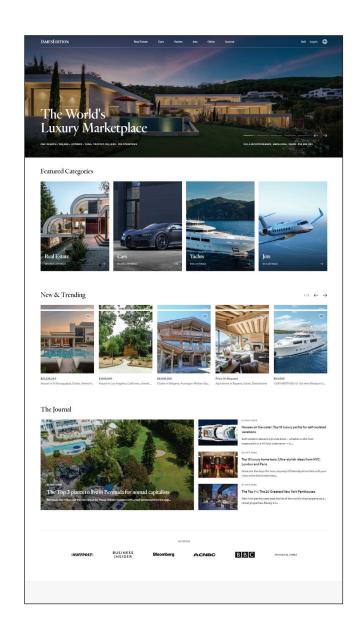
Showcase your office and properties and bring increased visibility to capture the attention of the UHNW in the James Edition rotating Gallery. The Rotating Gallery is a carousel of selected listings that automatically changes every 5 seconds. on the Home Page and the Real Estate Page

HOME PAGE

**FEATURED BANNER: \$2.000** 

**REAL ESTATE PAGE** 

FEATURED BANNER: \$1,600



# FEATURED ARTICLE AND E-NEWSLETTER PROMOTION

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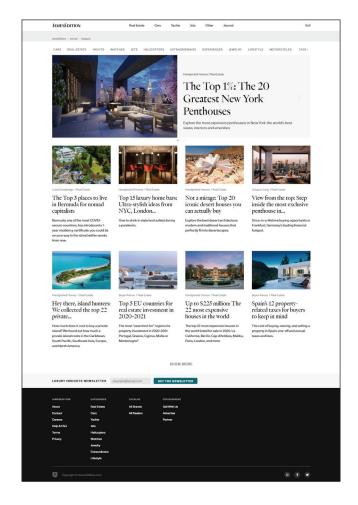
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A Featured Story is an article published on the website. Articles are evergreen content. The average time that viewers spend on an article page exceeds 2 minutes indicating that article views come from the most loyal and engaged users.

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



### **SOCIAL MEDIA POST**

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Showcase your office and properties and bring increased visibility to capture the attention of the UHNWwith a Social Post

- Instagram 74.8K
- Facebook 31.3K

### **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

# 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**

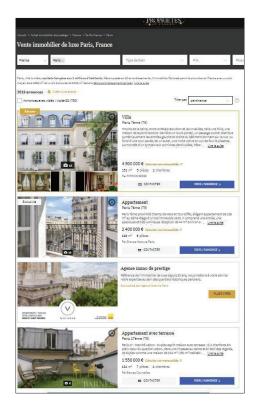
Position your property at the very top of the results page.

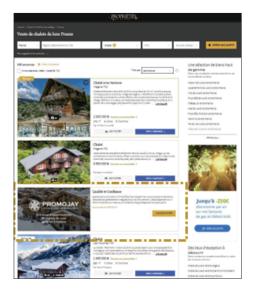
FEATURED CITY: \$795/CITY/MONTH

### **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.



# 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

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





Print Offerings



# 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





# 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







Schedule, Pricing & Reach



# Proposed Schedule, Pricing & Reach 2023

Plan										
Media	Ad Description	De	cember	Jar	uary	Fel	bruary	March	Med	ia Total
Sotheby's Auction House: Digital										
Sotheby's Bespoke Geo-Targeted Emails	Email									
Sotheby's Bespoke Geo-Targeted Emails	UK, Belgium, Netherlands	\$	2,500.00			\$	2,500.00		\$	5,000.00
Sotheby's Selects Enewsletter	Sotheby's Selects Enewsletter			\$	2,350.00				\$	2,350.00
Digital										
Million Impressions*										
Million Impressions	Digital Banner Program	\$	1,625.00	\$	1,625.00	\$	1,625.00		\$	4,875.00
Million Impressions	Targeting - Uk Belgium, Netherlands									
Comprehensive Digital										
Social Mirror	Behavioral Custom program	\$	1,500.00	\$	1,500.00	\$	1,500.00		\$	4,500.00
Native Display	Behavioral Custom program	\$	1,500.00	\$	1,500.00	\$	1,500.00		\$	4,500.00
Conde Nast UK										
Conde Nast UK	Instagram	\$	2,750.00	\$	2,750.00				\$	5,500.00
James Edition										
Rotating Gallery Real Estate Page	Featured Banner			\$	1,600.00				\$	1,600.00
Featured Article and e-Newsletter promotion	e-Newsletter	\$	5,500.00						\$	5,500.00
e-Newsletter	e-Newsletter					\$	1,500.00		\$	1,500.00
Social Media	Listing Feature			\$	1,000.00				\$	1,000.00
Le Figaro										
Headline Search	Featured City	\$	795.00			\$	795.00		\$	1,590.00
Native Ad	Native placement by City			\$	500.00				\$	500.00
WSJ.com										
Mansion Global Homepage	Mansion Global Homepage			\$	2,150.00				\$	2,150.00
Luxury Estate										
Luxury Estate	Showcase Listing + Elite Listing Packag	е			\$3,250				\$	3,250.00

### Print

The New York Times International Edition						
The New York Times International Edition	Property Spot			\$ 570.00	\$ 570.00	
Financial Times						
Financial Times	Property Spot	\$ 730.00	\$ 730.00		\$ 1,460.00	
TOTAL					\$ 45 845 00	5

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