

ADVERTISING BRANDING MARKETING

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

SKYAD.COM

67 Trent Jones Way Advertising and Marketing Program



Table of Contents

03 INTRO

04 SOTHEBY'S AUCTION HOUSE

05 Sotheby's Bespoke Geo-Targeted Email

06 DIGITAL

- 07 Impressions Campaign
- 13 Impressions Scheduling
- 14 Geofencing Event and Location
- 15 Comprehensive Digital
- 16 Smart Solutions Eblast
- 17 Dwell Real Estate
- 18 JamesEdition.com
- 21 Luxury Estate
- 22 RobbReport.Com
- 23 WSJ.com

27 PRINT

28 The Wall Street Journal

29 SCHEDULE, PRICING & REACH

30 2023-2024



NEW YORK 477 Madison Ave, New York, Ny 10022, 212- 677-2500 PHILADELPHIA 1700 Market Street, Philadelphia, PA 19103, 215- 365-4040

ADVERTISING BRANDING MARKETING

National & Global Exposure 67 Trent Jones Way

SKY Advertising is excited to present to LIV Sotheby's International Realty $\ensuremath{\mathbb{R}}$ a curated, multi-media marketing selection of offerings to bring ultra-high net worth buyer awareness to the 67 Trent Jones Way.

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 Crested Butte, Colorado.

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 JANINE JONES Executive Vice President 212-677-2714 janine@skyad.com PAULA DAVIDSON Senior Account Executive

212-677-2671 paula@skyad.com SARA HELENI Account Executive

212-674-2402 sara@skyad.com JIMMY CINTRÓN Account Executive

212-677-0083 jimmy@skyad.com

Sotheby's Auction House Offerings



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

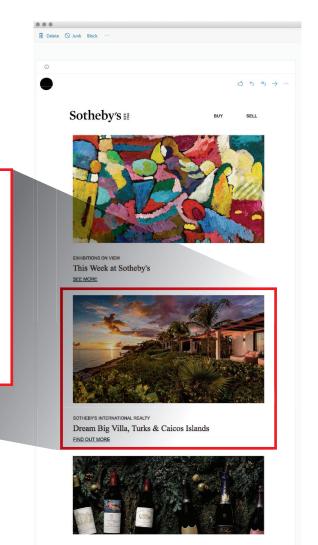
TARGETED AREAS

Texas, Colorado.

PRICE: \$2,500/DEPLOYMENT



SOTHEBY'S INTERNATIONAL REALTY Dream Big Villa, Turks & Caicos Islands FIND OUT MORE



More From Sotheby's

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: 67 Trent Jones Way
- 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.

Bloomberg Markets BARRON'S **INVESTOR'S BUSINESS DAILY* Forbes** THE WALL STREET JOURNAL. FORTUNE FOX BUSINESS REUTERS



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



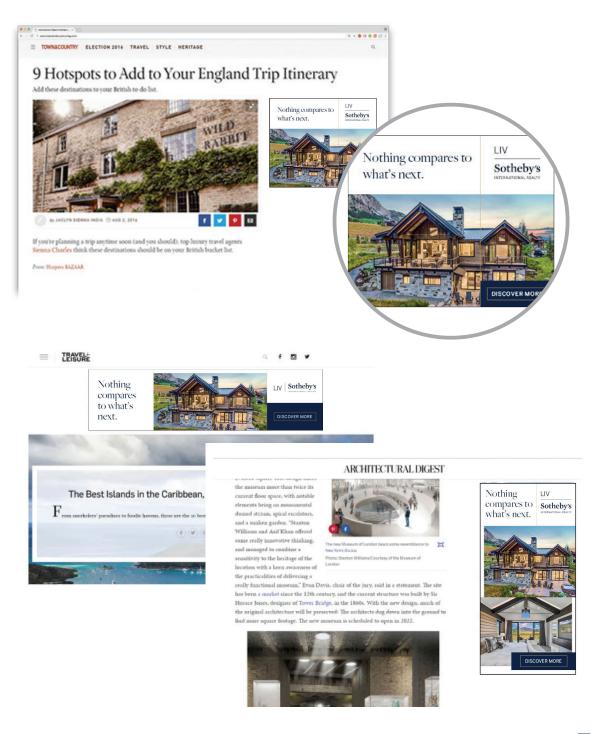






DIGITAL

Sample Banners For Impressions Programs As They Appear On Sites

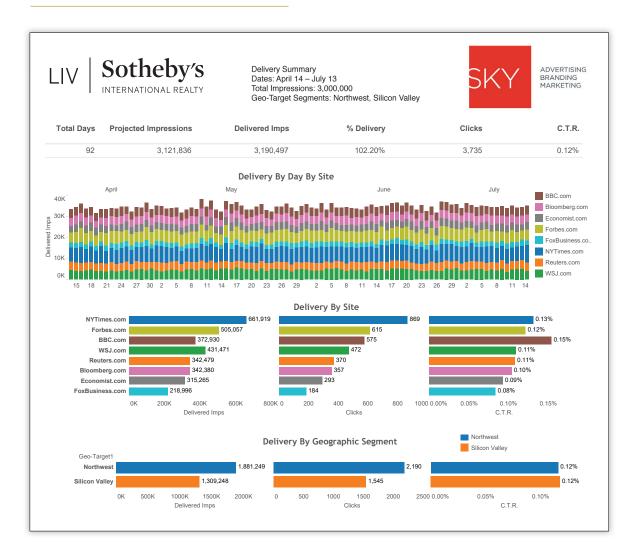


Comprehensive Reporting For Your Customized Campaign

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 Texas Metro Areas - Dallas, Houston, and the Grand Junction-Montrose DMA.

The program, with a projected start date of December 1st 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 (Adults top 10% HHI), living in the Texas Metro Areas - Dallas, Houston on top global business and finance websites.
- A Custom Intent segment that will allow us to show banners to adults actively searching for Rocky Mountain area real estate and living in the Texas Metro Areas - Dallas, Houston.
- An in-market segment that will allow us to show banners to adults actively searching for new build residential real estate and living in the Grand Junction-Montrose DMA.
- A behavioral segment that will allow us to show banners to Ski Enthusiasts living in in the Texas Metro Areas - Dallas, Houston.
- A behavioral segment that will allow us to show banners to Outdoor Enthusiasts living in in the Texas Metro Areas -Dallas, Houston.

SITE SPECIFIC

This segment consists of premium global business/finance websites such as WSJ.com, Reuters.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.



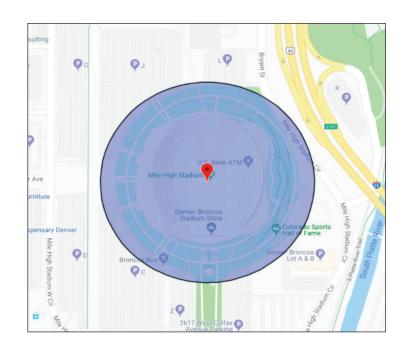
Impressions Scheduling

LIV SIR 67 Trent Jones Way December January February												Т			
							26								
Media	Geo-Target	01	08	15	22	29	05	12	19	26	02	09	16	23	Impressions
WSJ.com															
Bloomberg.com															
Barrons.com															
Invetsors.com															
CNBC.com	Texas Metro Areas - Dallas,														475,000
Fortune.com	Houston														475,000
Reuters.com															
Forbes.com															
FoxBusiness.com															
CNBC.com															
Behavioral - Outdoor Enthusiasts	Texas Metro Areas - Dallas, Houston														275,000
Behavioral - Ski Enthusiasts	Texas Metro Areas - Dallas, Houston														275,000
Custom Intent - Rocky Mountain Area Real Estate	Texas Metro Areas - Dallas, Houston														250,000
In Market - New Build Residential Real Estate	Grand Junction/Montrose DMA														225,000
Total Digital															1,500,000

Digital Event Targeting

GEOFENCE REACHES YOUR AUDIENCE ON THE MOVE

- **Event targeting** Target customers who attend specified events within a specific time frame.
- **Custom audience**s 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

• PRICE: \$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.





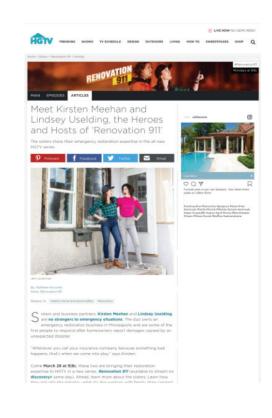
#southcarolina #lowcountry #gorgeous #views #river #peninsula #family #friends #lifestyle #private #peninsula #water #coastallite #nature #golf #home #lifeonthewater #cheers #fitness #social #blufton #welcomehome





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 vine-gard paradise with panoramic views. Schedule a private tour today.





The Epitome of Luxury Bay Living 44529 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-loceling windows. Built with very executive amenity you could possibly need, this custom-built masterpiece spares no details.

View Property





Tuscan Vineyard Oasis in Mission Hills 44989 Vista Del Sol. Fremont. CA.

\$7,998,000

Your very own custom casis awaits in the highly desirable Mission Hills. Enjoy 8,132 aquare feet of extensive luxurious living space on 2.7 acres of paradise, including 2 acres of lowly Caberror livingards, perfect for any wine consisseur. Nearly every room in this magnificent home offers outstanding panoramic views of city lights, bay bridges, and the beautiful Mission Hills.

View Property



Fremont, CA 94539 (415) 385-6442 jsabeh@gmail.com

ph Sabeh Jr

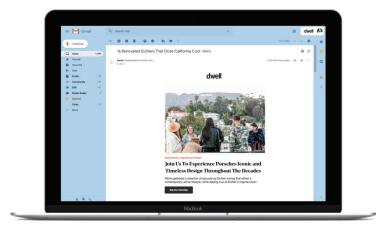
Thank you for being part of our mailing list. You can use <u>this link</u> to stop receiving our emails. Alternatively, mail your request to PO Box 34628, Seattle, WA 98124-1628

Dwell Real Estate

Dwell Real Estate takes a peek into modern real estate listings from every corner of the country and beyond.

Dwell Audience Real Estate Metrics

- Ranks Highly for a young audience, Age 25-54, that owns real estate and investment real estate (Index 275).
- Ranks #1 for an audience with plans to purchase a second house (vacation home) or remodel their home within the year (Index 259).



PACKAGE 1

CUSTOM REAL ESTATE ARTICLE.

This article will permanently live in the Dwell.com Real Estate Channel.

- Promotion of the Custom Article on Dwell.com Homepage through a promo tile.
- Promotion in a Dwell.com Enewsletter.

PRICE: \$6,000

4,873 2M 1,193

jamesedition.com

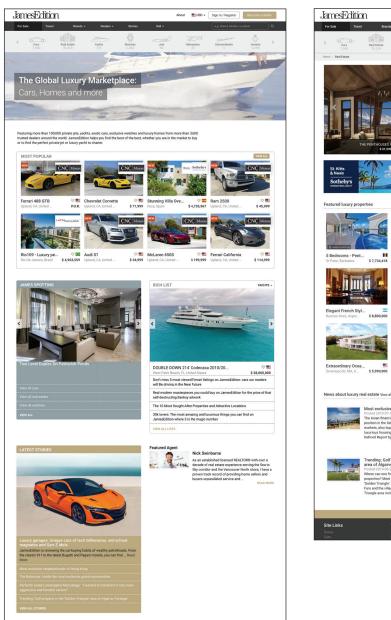
E-NEWSLETTER

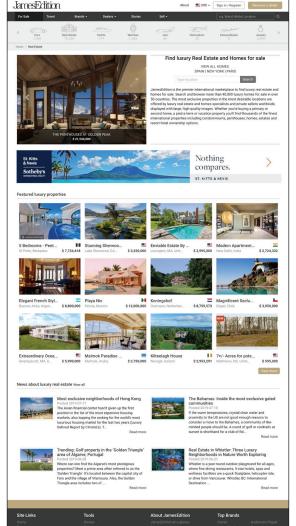
Founded in 2008, JamesEdition.com features the largest collection of luxury goods worldwide. The exquisite items curated by JamesEdition.com range from celebrity-owned luxury real estate to rare supercars. An affluent audience of 25,000 per day is browsing for the finest the globe has to offer.

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





jamesedition.com

ROTATING GALLERY

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 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



MECEDITIO

jamesedition.com

SOCIAL MEDIA POST

Founded in 2008, JamesEdition.com features the largest collection of luxury goods worldwide.

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

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

- Instagram 74.8K
- Facebook **31.3K**

ΡΗΟΤΟ

- 1 featured listing
- 1-5 photos
- Short caption
- Listing info box
- 1 tag on pictures & caption
- Link in bio

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another second and a second and and a second and a second and a seco



is truly stunning, once in a time estate is a unique

4 fatweets \$Likes

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- 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 PHOTO PLUS

VIDEO: \$1,800

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.





Are you a real estate agent? Istings now on the #1 portal in the world for heavy

RobbReport.Com

REAL ESTATE MEDIA BAR

Placement on the Real Estate Media Bar provides outstanding visibility and click-through for high impact awareness.

Limited Space available: only 10 properties per month are permitted

- Above average click through rate
- Can click directly to provided url or landing page (built by robbreport.com)
- Property is live within 24-48 hours of receiving materials.

PRICE: \$1,250



FEATURED PROPERTY UPGRADES

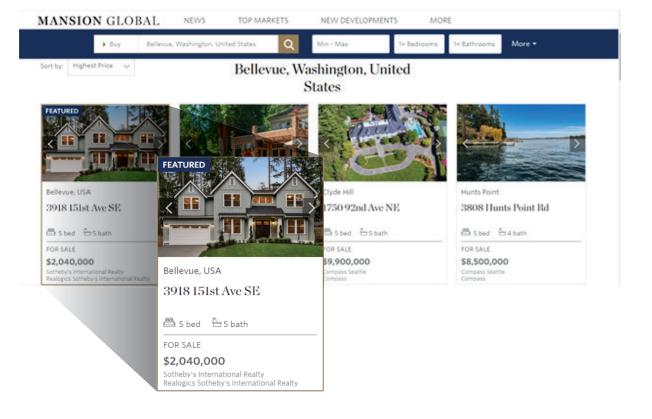
WSJ.com and Mansion Global Featured Property Upgrades place your listings at the top of the search results pages in the town where the property is located. The property you wish to feature comes directly from your brand's WSJ.com feed and click-throughs go to the website of your choice.

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





MANSION GLOBAL DAILY (M-F) ENEWSLETTER

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

PRICE: \$3,680



@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



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" WS.J'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 NATIONAL

Includes Bonus 30 Day Digital -Featured Property Upgrade



EXUMA, THE BAHAMAS

Sotheby's Nothing compares to what's next. VICTORIA MINTON victoria mintonili sir.co +1713.398.4932 GRAY ADKIN: gray.adkins@sc a) 512 762 816

Schedule, Pricing & Reach



Proposed Schedule, Pricing & Reach 2023-2024

Plan 1									
Viedia	Ad Description	De	cember	Jai	nuary	Fe	bruary	Me	dia Total
otheby's Auction House: Digital									
otheby's Bespoke Geo-Targeted Emails	Email								
otheby's Bespoke Geo-Targeted Emails	Texas, Colorado	\$	2,500.00					\$	2,500.00
Digital									
Aillion Impressions*									
Aillion Impressions	Digital Banner Program	Ś	1.625.00	Ś	1.625.00	Ś	1.625.00	Ś	4.875.00
Aillion Impressions	Targeting - Dallas and Houston Metros		,		,		,		,
omprehensive Digital									
ocial Mirror	Behavioral Custom program	\$	1,500.00	\$	1,500.00	\$	1,500.00	\$	4,500.00
eofencing - Event and Location									
eofencing - Event and Location	Target specific events and locations			\$	1,500.00			\$	1,500.00
nart Solutions Eblast									
nart Solutions Eblast	Custom Email	\$	2,295.00					\$	2,295.00
well.com									
eal Estate Package 1	Custom Article with Homepage and eNewsletter promo)		\$	6,000.00			\$	6,000.00
mesEdition									
otating Gallery Real Estate Page	Featured Banner	\$	1,600.00					\$	1,600.00
Newsletter	e-Newsletter			\$	1,500.00			\$	1,500.00
ocial Media	Listing Feature					\$	1,000.00	\$	1,000.00
obbreport.com									
obbreport.com	Real Estate media bar	\$	1,250.00					\$	1,250.00
/SJ.com									
ansion Global Homepage	Mansion Global Homepage	\$	2,150.00					\$	2,150.00
ansion Global e-Newletter	Daily Monday-Friday			\$	3,680.00			\$	3,680.00
operty upgrades	Property upgrades	Во	nus			Во	nus	\$	-
ansion Global Instagram	Mansion Global Instagram			\$	1,775.00			\$	1,775.00
uxury Estate									
uxury Estate	Showcase Listing + Elite Listing Packages					\$	1,100.00	\$	1,100.00

Print

The Wall Street Journal							
The Wall Street Journal - National	Property Spot w/Digital Featured Property Upgrade	\$ 650.00	\$	650.00	\$	1,300.00	
TOTAL					Ş	37,025.00	
*After 6 months the Impressions Program ma	ay be adjusted after evaluation of budget and strategy						
Distance bissission of the second							

Pricing Subject to Change

Proposed Schedule, Pricing & Reach 2023-2024

Sotheby's Auction House: Digital Sotheby's Bespoke Geo-Targeted Emails Email Sotheby's Bespoke Geo-Targeted Emails Texas, Colorado \$ 2,500.00 Ś 2,500.00 Digital Million Impressions* \$ 1,195.00 \$ 1,195.00 \$ 1,195.00 \$ 3,585.00 Million Impressions Digital Banner Program Million Impressions Targeting - Dallas and Houston Metros **Comprehensive Digital** \$ 1,500.00 \$ 1,500.00 3,000.00 Social Mirror Behavioral Custom program \$ Geofencing - Event and Location Geofencing - Event and Location Target specific events and locations \$ 1.500.00 1.500.00 Ś JamesEdition \$ 1,600.00 1,600.00 Rotating Gallery Real Estate Page Featured Banner \$ e-Newsletter e-Newsletter \$ 1,500.00 1.500.00 Ś Social Media Listing Feature \$ 500.00 \$ 500.00 Robbreport.com \$ 1,250.00 Robbreport.com Real Estate media bar \$ 1,250.00 WSJ.com \$ 2,150.00 2,150.00 Mansion Global Homepage Mansion Global Homepage \$ Property upgrades Property upgrades Bonus Bonus Ś \$ 1,775.00 Mansion Global Instagram Mansion Global Instagram Ś 1,775.00 Luxury Estate

December January

February

\$ 1,100.00 \$

1,100.00

Media Total

Reach

25,000

750,000

200,000

60.000

750,000

294.000

148,000

6,000

164,000

76,200

Ad Description

Showcase Listing + Elite Listing Packages

Print

Plan 2 Media

The Wall Street Journal						
The Wall Street Journal - National	Property Spot w/Digital Featured Property Upgrade	\$ 650.00	\$	650.00	1,300.00	1,288,848
TOTAL				:	21,760.00	3,762,048
*After 6 months the Impressions Program ma	y be adjusted after evaluation of budget and strategy					
Delalas Cubicat to Change	, ,					

Pricing Subject to Change

Luxury Estate