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SKYAD.COM

# Highbrighton Advertising and Marketing Program



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28 2024



**ADVERTISING** BRANDING **MARKETING** 

# National & Global Exposure Highbrighton

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

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 Ruckersville, VA.

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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CHLOE STEELY

Sotheby's Auction House Offerings



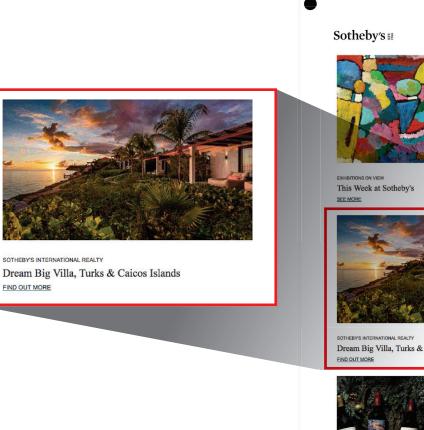
#### SOTHEBY'S BESPOKE GEO-TARGETED EMAIL

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

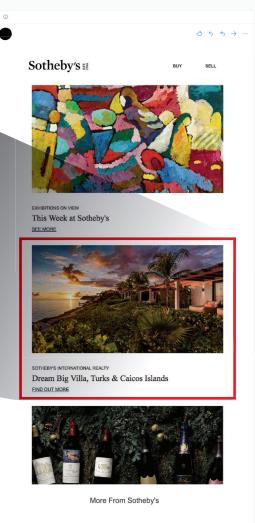
#### **TARGETED AREAS**

Virginia, New York, New Jersey, North Carolina, Connecticut

PRICE: \$2,500/DEPLOYMENT



000



Digital Offerings



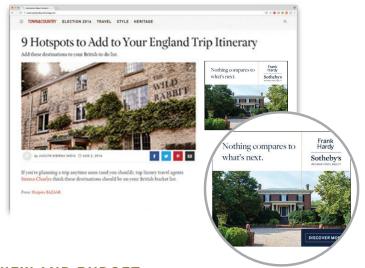
# Impressions Campaign

### 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: Highbrighton

· Flight Dates: March 2024 - May 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.





**FOXIBUSINESS** 







INVESTOR'S BUSINESS DAILY®

WALL STREET JOURNAL

HORSE&HOUND





The Washington Post

The New Hork Times



### 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.



Frank | Sotheby's Hardy | INTERNATIONAL REALTY

DISCOVER MORE





Nothing compares to what's next.

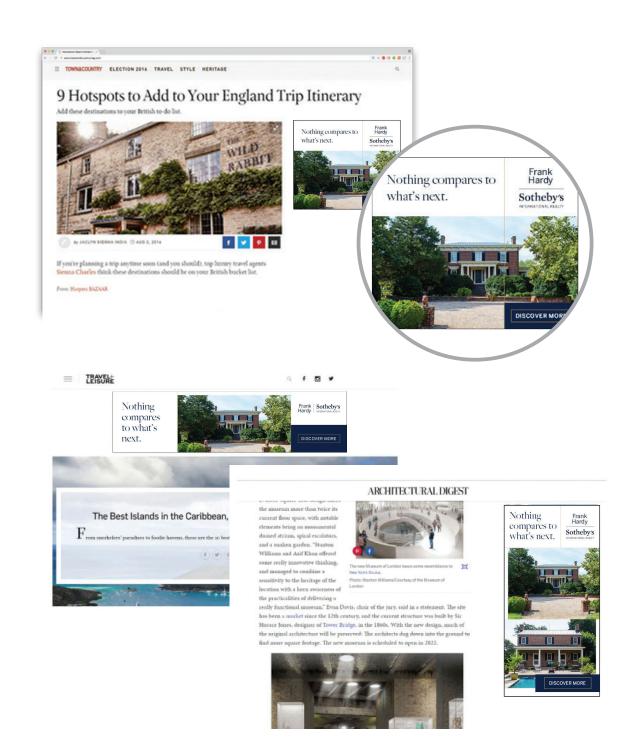
DISCOVER MORE







Sample
Banners For
Impressions
Programs As
They Appear
On Sites

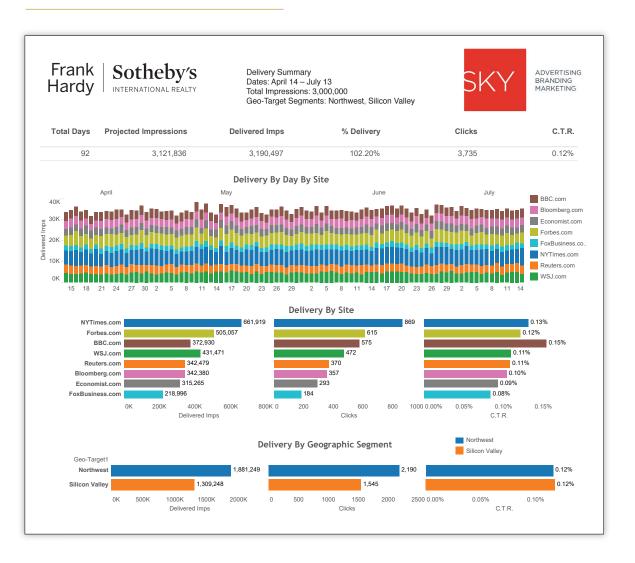


# Comprehensive Reporting For Your Customized Campaign

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 the Washington, Philadelphia, New York, and Boston Metros.

The program, with a projected start date of March 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 Washington, Philadelphia, New York and Boston Metros on top news, global business, and finance sites.
- A Site-specific segment that allows us to reach a high-networth audience (Adults top 10% HHI), living in the Washington, Philadelphia, New York, and Boston Metros on top equestrian sites.
- A Custom Intent segment that will allow us to show banners to adults actively searching for Washington DC and Virginia area real estate and living in the Washington, Philadelphia, New York, and Boston Metros.

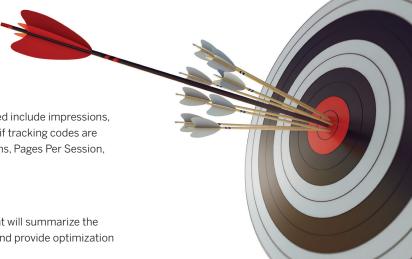
#### SITE SPECIFIC

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

Frank Hardy SIR - The Big Lonely & Highbrighton  March April May															
Media	Geo-Target	01	08	15	22	29	06	13	20	27	03	10	17	24	Impressions
Fortune.com	Washington, Philadelphia, New York and Boston Metros														
Forbes.com															
FoxBusiness.com															
Reuters.com															650,000
CNBC.com															555,555
Barrons.com															
Investors.com															
WSJ.com															
HorseandHound.co.uk	Washington, Philadelphia, New York and Boston Metros														
Bloodhorse.com															150,000
DressageToday.com															
WashingtonPost.com	Washington, Philadelphia, New York and Boston Metros														375,000
NYTimes.com															373,000
Custom Intent - Washington DC/ Virginia area Real Estate	Washington, Philadelphia, New York and Boston Metros														325,000
Total Digital															1,500,000

# Comprehensive Digital

#### OTT/VIDEO PREROLL

OTT or Over The Top is video programming transmitted via the Internet, not on traditional cable or broadcast. It reaches any type of internet connected device including Roku, Connected TV/SmartTVs, Fire TV Sticks, XBOX, PlayStation, Apple TV, Chromecast, and more.

Our OTT gets you to thousands of publishers and streaming exchanges on stations like: Sling TV, Fubo.TV, Pluto.TV and channels like A&E, AMC, Discovery, ESPN, FOX, NBC, NBA, Syfy, Adult Swim, CNN, and Food Network.

#### HOW CAN ADDING OTT HELP YOUR CURRENT MARKETING CAMPAIGN?

OTT can extend the reach of a business that is currently doing broadcast TV or cable because OTT reaches audiences that have cut the cord to cable (cord-cutters), or those that have never had cable (cord-nevers) and you are able to reach a more targeted audience with OTT.

eMarketer estimates that over 81 million U.S. consumers have either cut their cords or never signed up for one in the first place.



#### YouTube Video Pre-Roll Ads



#### WHY OTT?

Our OTT runs on Set Top Boxes, Game Consoles, and Smart TVs like Fire TV Sticks, XBOX, PlayStation, 4K FireTV, SmartTV, AppleTV, ChromeCast, Roku, and more. 100% of our impressions are served on Connected TVs.

We have direct inventory on hundreds of Apps and Providers. These cover a variety of content such as News, Sports, Entertainment, Lifestyle, Gaming, Health, Technology, and many more, depending on the targeting categories selected for your campaign. We have over 100,000 targeting categories to choose from and we can also use Artificial Intelligence to find the optimal audience. We have direct deals with large publishers and devices like Samsung TV, DIRECTV, NHL, Fox, local news stations,

Disney/ABC, AMC Networks, NBC Universal, National Geography, A+E Networks, Bloomberg, Discovery, the CW, and MLB to serve ads through direct connections. We also have access to Amazon OTT, through the Amazon Demand Side Platform (DSP).

And with Amazon OTT we can target by people's behaviors, Amazon Product Targeting (targeting people who have searched for or purchased certain products) AND through a Custom Audience from a client's database list.

PRICE: FROM \$1,500/MONTH 50,000 IMPRESSIONS

# 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.

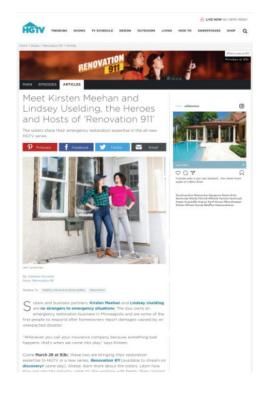
Social Mirror ads can be done with any organic or paid posts from your business account on these 8 social media platforms: Facebook, Instagram, Twitter, LinkedIn, TikTok, Pinterest, Snapchat, or YouTube.

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: FROM \$1,500/MONTH 100,000 IMPRESSIONS

### Comprehensive Digital

**Digital Campaign Planner** Date Created: 2/12/2024 Client: SIR Frank Hardy GEOGRAPHIC TARGET: Frank | Sotheby's Hardy | International Realty Virginia, New York, New Jersey, North Carolina, South Carolina, Connecticut, Maryland Campaign Duration: 03/01/2024 - 06/01/2024 OTT + VIDEO PRE-ROLL TARGETING OTT/Video Pre-roll Behavioral Targeting: High Net Worth; Home Owners: 05 - 5 acres+; In Market - Home Buyer; Luxury Home Owners; Interest - Sports - Equestrian Video Pre-roll Keyword Targeting 50,000 50,000 50,000 150,000 **Total Potential Impressions** \$30.00 \$30.00 \$30.00 \$30.00 Cost Per Thousand **Investment Projection** \$1,500.00 \$1,500.00 \$1,500.00 \$4,500.00 SOCIAL MIRROR ADS Platforms: Facebook; Instagram Behavioral Targeting: High Net Worth; Home Owners: 05 - 5 acres+; In Market - Home Buyer; Luxury Home Owners; Interest -Sports - Equestrian **Keyword Targeting** 100,000 100,000 100,000 300,000 **Total Potential Impressions** Cost Per Thousand \$15.00 \$15.00 \$1,500.00 \$1,500.00 \$1,500.00 \$4.500.00 **Investment Projection** TOTAL CAMPAIGN IMPRESSIONS: 150,000 150,000 150,000 450,000 TOTAL CAMPAIGN INVESTMENT: \$3,000.00 \$3,000.00 \$3,000.00 \$9,000.00 OTT + Pre-roll Available Monthly Impressions Estimate: Percentage of Targeted Video Pre-roll inventory purchased with this 1.48% Social Mirror Ads Available Monthly Impressions Estimate 1,257,379 Percentage of Targeted Social Mirror Ads inventory purchased with this 7.95%

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.

### Circa Old Houses

CIRCA's core mission is to connect real estate agents and homeowners selling old houses to people specifically looking to buy a property with history and character. From fixer-uppers to luxury estates, colonial architecture, to mid-century masterpieces – all homes of extraordinary quality built before 1971 are on their radar.CIRCA's audience trusts their expertise in showcasing only the most visually stunning historical homes currently on the market.

#### **CIRCAOLDHOUSE.COM**

Monthly page views: 2MInstagram: 386KFacebook: 105K

YouTube: 44K

#### SOCIAL MEDIA MARKETING OPPORTUNITIES

@circahouses

• 90-day listing with Instagram Story.

PRICE: \$270/LISTING



### EQ Living

Equestrian Living is tailored to the lifestyle led by their readers. They enjoy a shared pride in their homes, farms, and ranches—and of course their revered horses. They spend generously on travel, vacation homes, jewelry, automobiles, high-end fashion, and other luxury items. In its inaugural year EQ was recognized nationally when a panel of 26 judges at American Horse Publications selected it as the Overall Best Equestrian Magazine in America.



#### **FEATURED PROPERTY**

Custom content article fleshing out the merits of your property which lives on the EQ Listing website.

PRICE: \$800/MONTH

# Equestrian e-Newsletters



# CIRONICIE

**EQUINE CHRONICLE** 

PRICE: \$995

### Land.com

The Land.com Network is the largest online marketplace for discovering, buying and selling rural real estate.

#### LANDS OF AMERICA

Lands of America is the premier rural real estate site with farms, ranches, country homes, mountain property for sale and more.

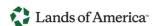
#### LAND AND FARM

A top-tier rural property marketplace, Land And Farm receives more than 2 million visits and 16 million page views monthly.

#### **LAND WATCH**

LandWatch is an online leader in rural properties and land for sale, including home sites for vacation, recreation or investment.





**Land And Farm** 

LandWatch



#### SIGNATURE LISTINGS

10Xs more Exposure

\$125/ONE LISTING \$330/3 LISTINGS \$1,200/12 LISTINGS



#### **DEDICATED EMAILS**

Create a custom message dedicated to your target customers that highlights your properties and business.

Drive demand and call the most-relevant prospects to action.

PRICE: \$1.500

### Land Report

The Land Report.com is the official Web site for The Land Report Magazine and serves as a daily guidebook for American landowners, featuring a database full of credible and relevant stories gathered daily from media outlets around the country. The daily headlines are a must-read for landowners who want to stay up-to-date on topics that matter most to them.

• Net Worth: 89.3M

• Household Income: \$9.2M

#### **Top In-Bound Markets:**

Texas

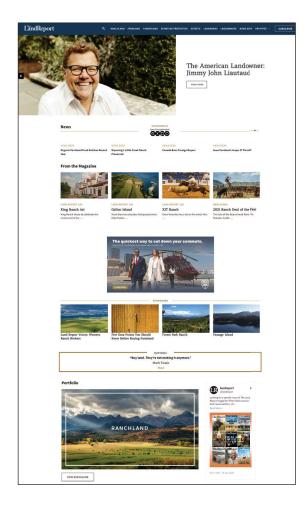
- Illinois
- California
- Georgia

• Florida

- North Carolina
- Colorado
- Pennsylvania
- New York
- · South Carolina

#### **E-NEWSLETTER**

\$1.950/SEND



Print Offerings



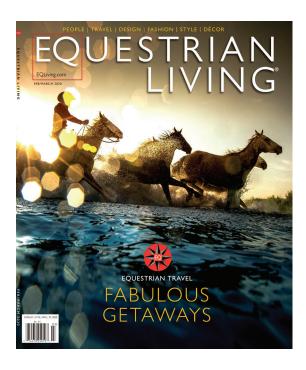
# Equestrian Living

Throughout history, the equestrian lifestyle has woven its way through our culture. From the magnifi cence of vast western ranches to elegant English hunt-country estates, horses are an integral element of modern fashion, style, and decor. Equestrian Living magazine encompasses the absolute best of these timeless traditions. Our readers are an affl uent group of very diverse people who have one thing in common —their love of the majestic horse. EQ Living delights them with luxurious features and breathtaking photography displayed within a beautiful, award-winning format.

- Circulation: **35,000**
- **98%** look to EQ for Ranch/Farm/Home architectural design
- 95% look to EQ for Real Estate
- Average net worth of over \$6 million
- Average HHI: \$335K

FULL PAGE OR HALF PAGE: STARTING AT \$1,300





# The Land Report

The Land Report magazine provides nationwide news, information and insight into 40,000 of America's most affluent current and potential home buyers & landowners. The Land Report profiles passionate landowners, high net-worth home & estate owners, identifies unique home-buying and land investment opportunities, explains ways to improve and conserve land, provides legislation updates, and highlights outdoor gear and equipment.

• Distribution: 40,000+ Print & Digital

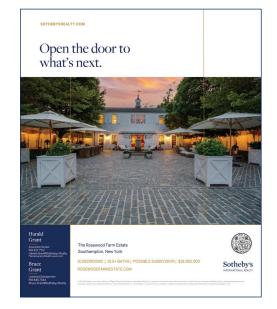
Average HHI: \$9.2MAverage NW: \$89.3M

• Gender Skew: 82% Male, 18% Female

TEXAS ISSUE FULL PAGE: \$4,500









# 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

FULL PAGE W/ DIGITAL PROMOTION: \$750

**Includes Digital promotion and Digital Flipbook** 









## 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.

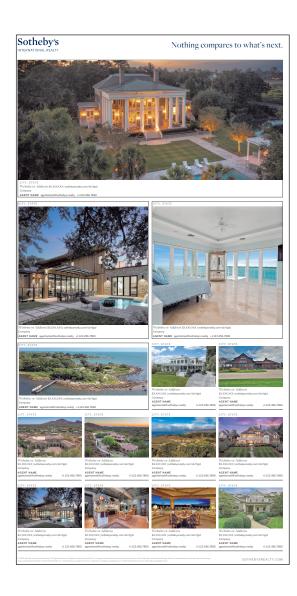
Circulation: 644,424
E-newspaper: 194,000
Readership: 4,234,000
Male / Female: 62% / 38%
Average HHI: \$404,217

• Average age: 50

PRICE: \$795 SINGLE SPOT, COLOR

Includes Bonus 30 Day Digital -Featured Property Upgrade





Schedule, Pricing & Reach



# Proposed Schedule, Pricing & Reach 2024

Media	Ad Description	March	April	May	Media Total	Reach
Sotheby's Auction House: Digital				,		
Sotheby's Bespoke Geo-Targeted Emails	Email	\$2,500.00	\$2,500.00	\$2,500.00	\$7,500.00	
Sotheby's Bespoke Geo-Targeted Emails	Virginia, New York, New Jersey, North Carolina, Connecticut					
Digital						
Million Impressions*						
Million Impressions	Digital Banner Program	\$1,625.00	\$1,625.00	\$1,625.00	\$4,875.00	1,5
Million Impressions	Targeting - Washington, Philadelphia, New York and Boston Metros					
Comprehensive Digital						
Social Mirror Ads	Mirroring Social Post	\$1,500.00	\$1,500.00	\$1,500.00	\$4,500.00	3
OTT & Video Pre-roll Combo	Internet Connected Device ads	\$1,500.00	\$1,500.00	\$1,500.00	\$4,500.00	1
Circa Old Houses						
Circa Old Houses	Social Media Post	\$270.00	\$270.00	\$270.00	\$810.00	
Equestrian						
Equine Chronicle	Equine Chronicale	\$995.00	\$995.00	\$995.00	\$2,985.00	
EQ Living E-Newsletter						
EQ Living Real Estate Online	Featured Property	\$800.00	\$800.00	\$800.00	\$2,400.00	
Land.com						
Dedicated Emails - targeted*	Dedicated Emails - targeted*	\$1,500.00			\$1,500.00	
Signature Listings		\$125.00	\$125.00	\$125.00	\$375.00	
Land Report						
E-Newsletter	Monthly E-Newsletter			\$1,950.00	\$1,950.00	
Print						
Equestrian Living						
Equestrian Living	Full Page or Half Page		\$1,300.00		\$1,300.00	
Land Report						
E-Newsletter	Full Page		\$4,500.00		\$4,500.00	
The Wall Street Journal						
The Wall Street Journal - National	Property Spot w/ Digital Featured Property Upgrade	\$795.00	\$795.00	\$795.00	\$2,385.00	1,9
The New York Times						
The New York Times Takeover	Full Page w/ Digital promotion		\$750.00	\$750.00	\$1,500.00	3
TOTAL					\$41,080.00	4,
*After 6 months the Impressions Program may be adjusted after evaluation of budget ar Pricing Subject to Change	nd strategy					