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SKYAD.COM

14457 Highlands Trail Advertising and Marketing Program



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ADVERTISING BRANDING MARKETING

National & Global Exposure 14457 Highlands Trail

SKY Advertising is excited to present to Premier Sotheby's International Realty® a curated, multi-media marketing selection of offerings to bring ultra-high net worth buyer awareness to 14457 Highlands Trail.

Your strategic blueprint is composed of print media to cast a wide net, and digital products that are highly targeted select to individuals looking for high-end living in Bristol, 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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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: 14457 Highlands TrailFlight Dates: April 2024 - June 2024

• Impressions: **750,000**

Three Month Minimum

· Clicks through to the website of your choice.

100K Impressions per two weeks: \$900 250K Impressions per month: \$1,195 500K Impressions per month: \$1,625 1 Million Impressions per month: \$2,450



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

FORTUNE



THE WALL STREET JOURNAL.

FOXIBUSINESS



INVESTOR'S BUSINESS DAILY®







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.



Premier | Sotheby's

DISCOVER MORE





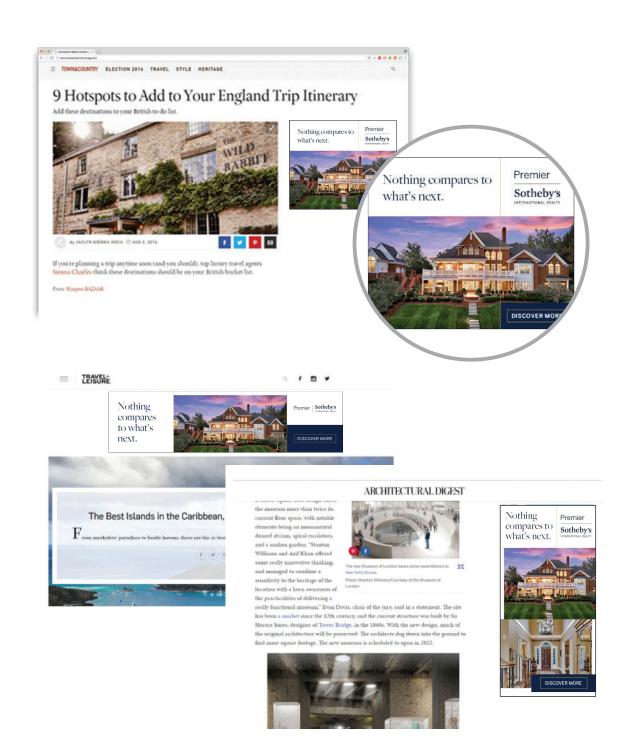
Nothing compares to what's next.

DISCOVER MORE





Sample
Banners For
Impressions
Programs As
They Appear
On Sites

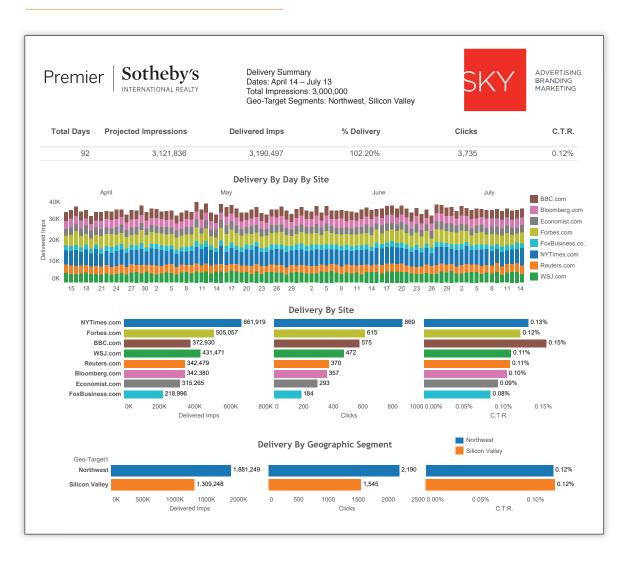


Comprehensive Reporting For Your Customized Campaign

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 New York, Texas and California, Tri-Cities, Asheville, and Charlotte.

The program, with a projected start date of April 1st and will run for three months delivering an estimated 750,000 impressions.

This will include:

- A Site-specific segment that allows us to reach a high-networth audience (Adults top 10% HHI), living in New York, Texas and Florida on top global business and finance websites
- A behavioral segment that will allow us to show banners to people searching for Asheville and Bristol, VA area real estate and living in New York, Texas and Florida.
- An In-Market segment that will allow us to show banners to adults actively searching for Residential real estate and living in the Tri-Cities DMA.

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

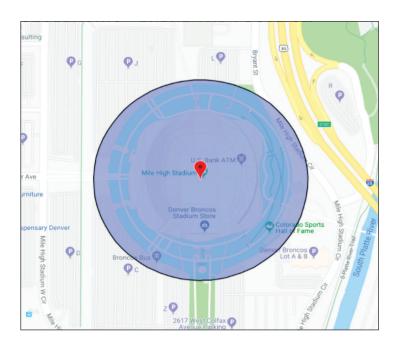
Premier SIR - 14457 Highlands Trail

				April			riigiliulius i	May				June			
Media	Geo-Target	1	8	15	22	29	6	13	20	27	3	10	17	24	Impressions
Forbes.com															
WSJ.com															
Reuters.com															
Fortune.com	New York, California, and Florid														450,000
FoxBusiness.com	New York, Camornia, and Fiorida														430,000
Barrons.com															
Investors.com															
CNBC.com															
Custom Intent - Asheville & Bristol VA area Real Estate	New York, California, and Florida														75,000
In-Market - Residential Real Estate	Tri-Cities DMA														225,000
Total Impressions															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

• Investment: \$1,500/month

• Monthly Impressions: 100,000

Comprehensive Digital

DISPLAY

Digital Display advertising refers to the promotion of products or services through display ads on digital platforms such as websites or mobile apps. With Targeted Display, we offer campaigns that include Keyword Targeting, Behavioral Targeting, Retargeting, and Artificial Intelligence (A.I.) Targeting designed to show your ads to the exact audience you want to reach, to deliver the right message on the right device at the right time.



TARGETED DISPLAY PRODUCTS INCLUDE:

Complete optimization including strategy, ad serving, and reporting. We provide you with full transparency, giving you the assurance your budget is allocated efficiently.

The ability to target specific audiences, rather than only specific sites, by leveraging the data collected by our algorithms.

The power to implement advanced testing to ensure you are maximizing the click-through-rate (CTR) and conversion rate of your advertising and landing pages.

We track impressions, clicks, view-throughs, and conversions!

We implement Retargeting campaigns to target people who have been to your website but didn't convert.

Keyword Targeting using the keywords and phrases your customers are searching for and contained on webpages they are reading.

With A.I. Targeting we are 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. We can target from thousands of Behavioral Categories and show your ads to the people most likely to want your products and services.

We geo-target every campaign, showing your ads just to the people in the areas you want to reach.

Cross Platform Targeting available from Mobile Conquesting.

Custom Audience Matching & Lookalike Audiencestarget people on your list of emails, addresses, or phone numbers and show them display ads when they browse websites and apps.

PRICE: FROM \$1,500/MONTH 150,000 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

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 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: FROM \$1,500/MONTH

Comprehensive Digital

Client: Sotheby's Premier

Sotheby's

Date Created: 3/18/2024
GEOGRAPHIC TARGET:

Kingsport, TN Johnson City, TN Bristol, TN Bristol, VA

Campaign Duration: 4/1/2024-7/1/2024	Apr-24	May-24	Jun-24	Total
DISPLAY ADS				
ehavioral Targeting: High Net Worth Individial AND Luxury Home				
wner; Golf Enthusiasts; Country Club Members; Luxury Homes;				
tent - Real Estate				
eyword Targeting				
otal Potential Impressions	150,000	150,000	150,000	450,000
ost Per Thousand	\$10.00	\$10.00	\$10.00	\$10.00
evestment Projection	\$1,500.00	\$1,500.00	\$1,500.00	\$4,500.00
ATIVE DISPLAY ADS				
ehavioral Targeting: High Net Worth Individial AND Luxury Home				
wner; Golf Enthusiasts; Country Club Members; Luxury Homes;				
tent - Real Estate				
eyword Targeting				
otal Potential Impressions	150,000	150,000	150,000	450,000
ost Per Thousand	\$10.00	\$10.00	\$10.00	\$10.00
vestment Projection	\$1,500.00	\$1,500.00	\$1,500.00	\$4,500.00
OBILE CONQUESTING DISPLAY				
eo-Fencing				
eo-Retargeting				
stal Potential Impressions	100,000	100,000	100,000	300,000
ost Per Thousand	\$15.00	\$15.00	\$15.00	\$15.00
vestment Projection	\$1,500.00	\$1,500.00	\$1,500.00	\$4,500.00
OCIAL MIRROR ADS				
atforms: Facebook; Instagram				
ehavioral Targeting: High Net Worth Individial AND Luxury Home				
wner; Golf Enthusiasts; Country Club Members; Luxury Homes;				
tent - Real Estate				
yword Targeting				
tal Potential Impressions	100,000	100,000	100,000	300,000
ost Per Thousand	\$15.00	\$15.00	\$15.00	\$15.00
vestment Projection	\$1,500.00	\$1,500.00	\$1,500.00	\$4,500.00
OTAL CAMPAIGN IMPRESSIONS:	500,000	500,000	500,000	1,500,000
OTAL CAMPAIGN INVESTMENT:	\$6,000.00	\$6,000.00	\$6,000.00	\$18,000.00
Display Available Monthly Impressions Estimate: 100,845				
ercentage of Targeted Display inventory purchased with this campaign: 148.74%				

100,845	Display Available Monthly Impressions Estimate:
148.749	Percentage of Targeted Display inventory purchased with this campaign:
670,032	Native Available Monthly Impressions Estimate:
22.395	Percentage of Targeted Native inventory purchased with this campaign:
366,000	Mobile Conquesting Available Monthly Impressions Estimate:
	Percentage of Targeted Mobile Conquesting inventory purchased with this campaign:
183,460	Social Mirror Ads Available Monthly Impressions Estimate:
	Percentage of Targeted Social Mirror Ads inventory purchased with this campaign:

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.

Google AdWords

With Google's online advertising program, you can reach people exactly when they're interested in the property you're selling or the real estate services you offer. Target customers who are active in your local real estate market, when they are searching and motivated to take action.

No other medium can target as effectively. Pay only when people click through to your listing or website.



CAMPAIGN SETUP, OPTIMIZATION, & MONTHLY MANAGEMENT

Which can include:

- Keyword Research
- Keyword List Set Up
- Campaign Ad Group Implementation
- Monitor and Implement Urgent Search Terms/ Phrases of Client and Competitors
- Run Fresh Estimates for New Keywords
- Write/Edit Ad Copy
- Ensure Tracking is in Place
- Set Bids and Allocate/Pace Budgets
- Optimize Geotargeting, Audience Targeting, Demographics, and Ad Schedule
- · Periodical Campaign Reviews
- · Campaign Adjustments
- · Monthly Performance Reporting

PROGRAM COST: \$750 CAMPAIGN SET UP STARTING AT \$850/MONTH



Google AdWords

CLIENT DASHBOARD

We provide you with a complete interactive dashboard that you can access at any time. Visualize your campaign performance with our user friendly interface that integrates data from diverse resources.



SIR Premier

Google Ads Impressions 85,229

Google Ads Clicks

Google Ads CTR
1.09%

Google Ads Phone Calls

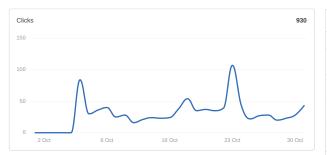
9

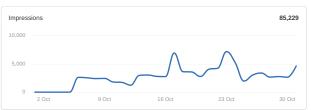
Average Cost-Per-Click

\$1.52

1.14%

Google Ads Interaction R...





CAMPAIGN	CLICKS	COST	COST / CON	IMPRESSIONS
SKY - SMART	459	\$312.71	\$39.09	74,095
SKY - PMAX	290	\$359.88	\$179.94	8,209
SKY - General	75	\$278.65	\$0.00	1,432
SKY - Boulder	53	\$293.25	\$293.25	1,145
SKY - Trademark	38	\$134.26	\$134.26	259
SKY - Niwot	11	\$33.94	\$0.00	69
SKY - Longmont	4	\$19.24	\$0.00	16
SKY - Golden	0	\$0.00	\$0.00	3
SKY - Superior	0	\$0.00	\$0.00	1

Showing 50 of 89 Rows		
KEYWORD	IMPRESSIONS	CLICKS
luxury real estate agent	498	27
find the best real estate agent	425	19
"Boulder Colorado Real Estate"	388	16
"home for sale boulder"	25	13
"colorado real estate agent"	167	9
"coldwell banker real estate"	120	8
"boulder real estate agent"	69	5
"realtor boulder co"	64	5
niwot Real Estate	32	5
"boulder real estate listings"	41	5
"real estate for sale in bouder colorado"	29	4
"boulder co real estate agency"	38	4
berthoud Realtor	23	4

Cities				
CITY	CLICKS	IMPRESSIONS	AVG CPC	COST
Denver	556	66,360	\$1.00	\$554.74
Boulder	143	3,455	\$3.60	\$515.01
Thornton	24	3,126	\$1.09	\$26.26
Niwot	22	571	\$2.09	\$46.05
Longmont	19	977	\$2.49	\$47.31
	17	0.015	01.11	***

Google AdWords

MONTHLY REPORTING

Receive detailed monthly reporting to keep you up to date on your campaign metrics and engagement. View integrated data and monthly KPI's.



SIR Premier



Cities and Regions

Showing 50 of 540 Rows			
CITY	IMPRESSIONS▼	CLICKS	INTERACTIONS
Washington	30,976	497	613
Potomac	4,073	64	64
Baltimore	2,976	80	274
New York	1,535	51	51
Ashburn	1,386	39	137
Rockville	1,207	16	27
Virginia Beach	799	23	48
Richmond	413	6	46

Keywords

Showing 23 of 23 Rows			
KEYWORD	CLICKS	IMPRESSIONS	INTERACTIONS
dc real estate	51	886	51
luxury property for sale dc	40	114	40
home for sale dc	19	529	19
real estate in washington dc	6	101	6
georgetown washington dc apar	6	56	6
houses in georgetown dc	3	19	3
buy house georgetown dc	2	6	2
mclean realty	1	1	1

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/LISTING

San Francisco, Peninsula, and Silicon Valley



The Wall Street Journal Online (WSJ.com)

FEATURED PROPERTY UPGRADES

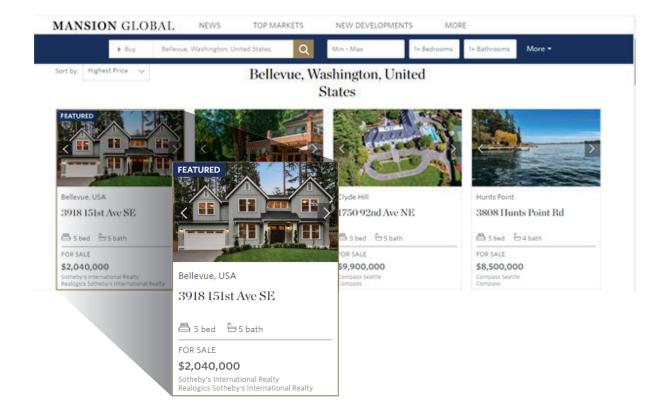
WSJ.com and Mansion Global Featured Property
Upgrades place your listings at the top of the search
results pages in the town where the property is located.
The property you wish to feature comes directly from
your brand's WSJ.com feed and click-throughs go to the
website of your choice.

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

Included with print placment





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

SHARED BANNER: \$650
Shared with 5 properties





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 Wall Street Journal

MANSION GLOBAL EXPERIENCE LUXURY

Mansion Global Experience Luxury gives agents and brokers a one-of-a-kind opportunity to showcase their exceptional properties to The Wall Street Journal's high net-worth subscribers within the most affluent zip codes and markets across the country.

- Distribution: 100,000 Wall Street Journal print subscribers of the Weekend Journal
- Top zip codes in: New York, Los Angeles, San Francisco, Chicago, Denver, Seattle, Phoenix, Boston, Dallas and Austin.

WEEKEND PROPERTY INSERT \$980/FULL PAGE





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: \$760/SINGLE SPOT, COLOR







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, COLOR: \$750

INSIDE FRONT COVER, COLOR: \$1,150 INSIDE BACK COVER, COLOR: \$1,150

BACK COVER, COLOR: \$1,500

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

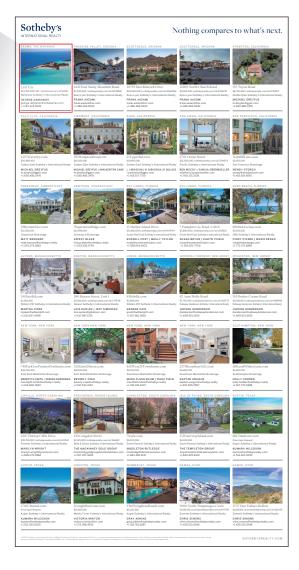
• Median age: 51

PRICE: \$750 PROPERTY SPOT, COLOR

Global







Schedule, Pricing & Reach



Proposed Schedule, Pricing & Reach 2024

	·						
Plan 1 Modified							
Media	Ad Description	Apri	il	May	June	Media To	tal Rea
Digital							
Million Impressions*							
Million Impressions	Digital Banner Program	\$	1,195.00	\$ 1,195.00	\$ 1,195.00	\$ 3,5	85.00
Million Impressions	Targeting - New York, Texas and California, Tri-Cities, Asheville, and Charlotte						
Google Adwords							
Google Adwords	Digital PPC program	\$	1,600.00	\$ 850.00	\$ 850.00	\$ 3,3	00.00
Comprehensive Digital							
Social Mirror Ads	Mirroring Social Post	\$	1,500.00	\$ 1,500.00	\$ 1,500.00	\$ 4,5	00.00
Display	Digital Banner Program	\$	1,500.00	\$ 1,500.00	\$ 1,500.00	\$ 4,5	00.00
Native	Native ad	\$	1,500.00	\$ 1,500.00	\$ 1,500.00	\$ 4,5	00.00
Geofencing - Event and Location							
Mobile Conquesting	Target specific events and locations	\$:	1,500.00	\$ 1,500.00		\$ 3,0	00.00
Nob Hill Gazette							
Nob Hill Gazette San Francisco, Peninsula and Silicon Valley	OTM On the Market E-Newsletter	\$	500.00			\$ 5	00.00
WSJ.com							
Property Upgrades	10 Featured Property Upgrades	Bonu		Bonus	Bonus	\$	-
Mansion Global Homepage Hero	Shared Banner - 5 listings	\$	650.00	\$ 650.00		\$ 1,3	00.00
Print							
Financial Times							
Financial Times	Property Spot	\$	750.00	\$ 750.00		\$ 1,5	00.00
The New York Times							
The New York Times	Property Spot - Weekday/Saturday	\$	760.00				60.00
The New York Times Takeover	Full Page w/ Digital promotion			\$ 750.00		\$ 7	50.00
The Wall Street Journal							
The Wall Street Journal - National	Property Spot w/ Digital Featured Property Upgrade	\$	795.00	\$ 795.00	\$ 795.00	\$ 2,3	85.00 1
The Wall Street Journal							
Mansion Global Experience Luxury	Weekend Property insert - Summer/July				\$ 980.00	\$ 9	80.00
TOTAL						\$ 31,5	60.00 5