

ADVERTISING BRANDING MARKETING

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

SKYAD.COM

Villa Jacaranda Advertising and Marketing Program



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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 Villa Jacaranda

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

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 Guanajuato.

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 CHLOE STEELY Account Executive

212-677-2557 chloe@skyad.com

Sotheby's Auction House Offerings



Sotheby's Auction Magazine

SOTHEBY'S MAGAZINE

This large format magazine enriches readers with sophisticated content related to the art and real estate world. Sotheby's Magazine features editorial showcasing Sotheby's International Realty® listings.

- Distribution: 20,000
- Auction clients with **\$50,000-\$5 million** in transactions
- Distribution at all **70** Sotheby's offices around the world
- Distribution at Park Hyatt Hotels in 18 countries
- Distributed at high profile auction events in NY, London, Los Angeles and Hong Kong

FULL PAGE: \$3,640 HALF PAGE: \$1,820 QUARTER PAGE: \$910

Global







5

SOTHEBY'S BESPOKE GEO-TARGETED EMAIL

- Every Week
- 52x/Year
- Custom content
- 35% open rate
- 25,000+ recipients

PRICE: \$2,500/DEPLOYMENT



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



More From Sotheby's

SOTHEBY'S SELECTS E-NEWSLETTERS

- Every Friday
- 52x Year
- Highlights upcoming auction events
- 700,000+ recipients
- 34% average open rate

PRICE: \$2,585/DEPLOYMENT



THIS EMAIL WAS SENT TO YOU BY SOTHEBY'S 1334 YORK AVE, NEW YORK, NY 10021 UNSUBSCRIBE FROM SOTHEBY'S SELECTS UNSUBSCRIBE FROM ALL | PRIVACY POLICY | SELL WITH US © 2018 SOTHEBYS.COM

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SOTHEBY'S PREFERRED E-NEWSLETTERS

- 11x Year
- Highlights auction dates and invitations
- 4,500 top Sotheby's clients (Preferred)
- 43.7% open rate

PRICE: \$3,000





Travel to Hong Kong in Style

Take advantage of special offers and services while you are in Hong Kong for our sales, including exclusive hotel rates and prvate club access.





Limited Offer A Jewelled Garden of Eden

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: Villa Jacaranda
- Flight Dates: April 2024 June 2024
- Impressions: 750,000
- Clicks through to the website of your choice.

100K Impression per two weeks:	\$900
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.



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



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: From \$1,500/month Up to 3 Geo-fences
- Monthly Impressions: 60,000 impressions

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.





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

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.

Better Homes & Gardens roo years of powering your passions at home Subscribe



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

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 and 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. Clicks

150

2 Oct

2 Oct

Showing 9 of 9 Rows

CAMPAIGN

<u>SKY - SMART</u>

SKY - PMAX

SKY - General

SKY - Boulder

SKY - Trademark

SKY - Niwot

SKY - Golden

SKY - Superior

Impressions

5,000

9 Oct

9 Oct

CLICKS

459

290

75

53

38

11

4

0

0

Google Ads Impressions

85,229

Google Ads Clicks

930

16 Oct

16 Oct

COST

\$312.71

\$359.88

\$278.65

\$293.25

\$134.26

\$33.94

\$19.24

\$0.00

\$0.00

Agave SIR

930

30 Oct

85,229

30 Oct

IMPRESSIONS

74,095

8,209

1,432

1,145

259

69

16

3

1

Google Ads CTR

23 Oct

COST / CON...

\$39.09

\$179.94

\$0.00

\$293.25

\$134.26

\$0.00

\$0.00

\$0.00

\$0.00

1.09%

Google Ads Phone Calls	Average Cost-Per-Click	Google Ads Interaction R
9	\$1.52	1.14%
Showing 50 of 89 Rows		
KEYWORD	IMPRESSIONS	CLICKS
uxury 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 colorad	lo" 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	61.11	··· · · ·

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.

SKY

Agave SIR



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

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

Agave SIR

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).

REAL STATE PACKAGE

CUSTOM REAL ESTATE ARTICLE.

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

- Promotion on Dwell.com Homepage through a promo tile.
- Promotion in the Dwell Email Newsletter.
- Promotion on the Dwell Facebook.

PRICE: \$6,000





Elite Traveler

Since its launch in 2001, Elite Traveler has been the market-leading guide and curator of the global luxury lifestyle of UHNW individuals. It is written and designed by an experienced team of editors in New York and London for the elusive global elite who live the private jet lifestyle, delivering expert perspectives, meaningful analysis and advice.

Elite Traveler.com is accessed globally across multiple platforms providing unique opportunities for alignment with luxury content.

- Average HHI \$7.9m
- Average Net Worth **\$32m**
- 318,661 Unique Browsers

ONLINE REAL ESTATE SHOWCASE: \$2,500/YEAR



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

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 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

FEATURED ARTICLE AND E-NEWSLETTER PROMOTION

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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.

\$5,500 NEWSLETTER TOP & ARTICLE \$3,300 NEWSLETTER TRENDING & ARTICLE



NEW & TRENDING

FEATURED LUXURY POSITION

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.

HOME PAGE POSITION FEATURED SPOT: \$1,200

REAL ESTATE FEATURED SPOT: \$1,000





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.

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 with a Social Post.

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









5



ΡΗΟΤΟ

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

PHOTO: \$800

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

PHOTO PLUS: \$1,000

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

LA Times

LIGHTHOUSE FIXED POSITION HOT PROPERTY PAGE 100% SOV

Promote your property with a large banner placement on the top of the LATimes.com Real Estate, Home Page, Real Estate Content pages and ROS.

PRICE: \$325/MONTH

Maximum 30 featured properties Included with the Hot Property Print Placement



Luxury Estate

LUXURY ESTATE

Luxury Estate is the leading international portal for the luxury real estate market.

With its 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: \$1,100 FOR 1 MONTH \$3,250 FOR 3 MONTHS







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 PER LISTING

San Francisco, Peninsula, and Silicon Valley



RobbReport.com

FEATURED LISTING CAROUSEL

Robb Report is the leading voice in the global luxury market. Its discerning audience around the world has a shared appreciation and desire for quality, exclusivity, artisanship, heritage, and fine design. With its fingers on the pulse of the latest superlative products and experiences that today's modern consumers seek, Robb Report is synonymous around the world with affluence, luxury, and the best of the best.

- Circulation: 107,000+
- Average Age: 43
- Male / Female Ratio: 77% / 23%
- Average HHI: \$548K
- Average Household Net Worth: \$3.5M

PRICE: \$1,350/MONTH

1 Property



RobbReport.com

LUXURY PROPERTY LISTING

Robb Report is the leading voice in the global luxury market. Its discerning audience around the world has a shared appreciation and desire for quality, exclusivity, artisanship, heritage, and fine design. With its fingers on the pulse of the latest superlative products and experiences that today's modern consumers seek, Robb Report is synonymous around the world with affluence, luxury, and the best of the best.

- Circulation: 107,000+
- Average Age: 43
- Male / Female Ratio: 77% / 23%
- Average HHI: \$548K
- Average Household Net Worth: \$3.5M

MANUAL 1 LISTING: \$450/MONTH MANUAL UP TO 10 LISTINGS: \$1,135/MONTH

1	Robb Report	SUBSC
CARS YACHTS AVIATION WAT	TCHES STYLE HOME FOOD & DRIN	K TRAVEL GIFT GUIDE VIDEOS
7 properties available.		
rch a location		Q. More
r Recent 👻		
	and the set was	
the second		
59 Lascelles Blvd, Toronto, ON M5P2C9, CAN	Sierra Madre Mountain Retreat, Encampment,	1241 N Rio Vista Blvd, Fort Lauderdale, Florida 33301
\$5,399,999	Wyoming 82325 \$995,000	\$5,970,000
Bed: 4 SQFT: N/A Bath: 5	Bed: N/A SQFT: N/A Bath: N/A	Bed: 5 SQFT: N/A Bath: 5
Homes & Land	Homes & Land	Homes & Land
	No.	
2965 Outlook Way, Naramata,	1709 Pope Court, Wilmington,	419 S Front Street, Wilmington,
BC VOH 1NO, CAN \$2,199,000	North Carolina 28405 \$1,100,000	North Carolina 28401 \$849,000
Bed: 5 SQFT: N/A Bath: 5	Bed: 4 SQFT: N/A Bath: 4	Bed: 3 SQFT: N/A Bath: 2
Homes & Land	Homes & Land	Homes & Land
	THE R P. LEWIS CO., LANSING MICH.	
	A DE	
- co-main		
Condition		
2236 Acacia Drive, Wilmington,	I0430 E ACOMA Drive,	6097 N Paradise View Drive,
2236 Acacia Drive, Wilmington, North Carolina 28403 \$1,041,700	I0430 E ACOMA Drive, Scottsdale, Arizona 85255 \$949.00	6097 N Paradise View Drive, Paradise Valley, Arizona 85253 83,295,000
North Carolina 28403	Scottsdale, Arizona 85255	Paradise Valley, Arizona 85253
North Carolina 28403 \$1,041,700 Bed: 4 SQFT: N/A	Scottsdale, Arizona 85255 \$949,000 Bed: 4 SQFT: 2797	Paradise Valley, Arizona 85253 \$3,295,000 Bed: 4 SQFT: 4605
North Carolina 28403 \$1,041,700 Bed: 4 SQFT: N/A Bath: 5	Scottsdale, Arizona 85255 \$949,000 Bod: 4 SQFT: 2797 Bath: 3	Paradise Valley, Arizona 85253 \$3,295,000 Bed: 4 SQFT: 4605 Bath: 4
North Carolina 28403 \$1,041,700 Bed: 4 SQFT: N/A Bath: 5	Scottsdale, Arizona 85255 \$949,000 Bod: 4 SQFT: 2797 Bath: 3	Paradise Valley, Arizona 85253 \$3,295,000 Bed: 4 SQFT: 4605 Bath: 4
North Carolina 28403 \$1,041,700 Bed: 4 SQFT: N/A Bath: 5	Scottsdale, Arizona 85255 \$949,000 Bod: 4 SQFT: 2797 Bath: 3	Paradise Valley, Arizona 85253 \$3,295,000 Bed: 4 SQFT: 4605 Bath: 4
North Carolina 28403 \$1,041,700 Bed: 4 SQFT: N/A Bath: 5	Scottsdale, Arizona 85255 \$949,000 Bod: 4 SQFT: 2797 Bath: 3	Paradise Valley, Arizona 85253 \$3,295,000 Bed: 4 SQFT: 4605 Bath: 4
North Carolina 28403 \$1,041,700 Bed: 4 SQFT: N/A Bath: 5	Scottsdale, Arizona 85255 \$949,000 Bod: 4 SQFT: 2797 Bath: 3	Paradise Valley, Arizona 85253 \$3,295,000 Bed: 4 SQFT: 4605 Bath: 4
North Carolina 28403 \$1,041,700 Bed: 4 SOFT: N/A Bath: 5 Homes & Land	Scottsdale, Arizona 85255 S940000 Bad: 4 SQFT: 2797 Bad: 9 Homes & Land Formes & Land South Carolina South Carolina	Paradise Valley, Arizona 85253 83,295,000 Bed: 4 SQFT: 4605 Bath: 4 Homes & Land
North Carolina 28403 \$1,041,700 Bed: 4 SQFT: NA Bath: 5 Homes & Land Homes & Land 33799 N 84TH Street,	Scottsdale, Arizona 85255 S940000 Bed: 4 SQFT: 2797 Bath: 3 Homes & Land Formes & Land Source Subscription (Subscription (Paradise Valley, Arizona 85253 83,295,000 Bad: 4 SQFT: 4605 Bath: 4 Homes & Land 20012 Tavernier DR, Estero,

The Wall Street Journal Online (WSJ.com)

FEATURED PROPERTY UPGRADES

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

Multiple properties can be featured and will be rotated equally. Each property appears for one month. The window to redeem Property Upgrades is valid for one year after purchase.

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

Included with print placment





The Wall Street Journal Online (WSJ.com)

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

SHARED BANNER: \$650/LISTING

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.

PRICE: \$980/FULL PAGE Weekend Property insert





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



Sotheby's Nothing compares to what's next.

The New York Times

THE SUNDAY REAL ESTATE

Through innovative journalism and captivating photography, video, and graphics, we aim to educate, delight, and inspire readers in their quest for the ultimate home or investment. This section is distributed in the New York Tri-State area each Sunday.

- Circulation: 403,748
- Sunday: 972,774
- Male / Female ratio: 51% / 49%
- Median HHI: \$193,586
- Average HHI: **\$359,826**
- Median Age: 50

PRICE: \$760/SINGLE SPOT, SUNDAY, COLOR



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Nothing compares to what's next.

Sotheby's

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



Elite Traveler

Since its launch in 2001, Elite Traveler has been the market-leading guide and curator of the global luxury lifestyle of ultra-high-net-worth individuals. It is written and designed by our experienced team of editors for the elusive global elite who live the private jet lifestyle, delivering expert perspectives, meaningful analysis and advice. Each issue provides detailed information covering the spectrum of the luxury lifestyle, including travel, fashion, jewelry, watches, spirits, autos, jets, yachts and real estate.

As an audited publication with worldwide distribution aboard private jets, first-class lounges and in FBOs across over 100 countries, Elite Traveler provides advertisers unique access to the wealthiest consumers in the ultimate luxury market.

ELITE TRAVELER AUDIENCE

- Total Readership: 557,000
- Average Age: 45
- Male/Female Ratio: 69% / 31%
- Average HHI: \$7.9M
- Average Net Worth: \$32M

FULL PAGE: \$9,250 SPREAD: \$18,250

LUXURY HOMES FEATURE: STARTING AT \$4,500



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

\$3,000 QUADRUPLE PROPERTY SPOT, COLOR \$760 PROPERTY SPOT, COLOR

Global



Sotheby's







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Los Angeles Times Takeover

The Los Angeles Times takeover is an exclusive, full-color Sotheby's International Realty outsert that is placed on top of the Los Angeles times on select Saturdays to coincide with the weekly Hot Properties section.

- LA Times Saturday readers are over **3x** more likely to own a home valued at \$2 million+ than the average adult in the market.
- 2.1MM of readers are affluent with a Median HHI of \$186K and 19% more likely to look for a new home in the next 12 months.
- **74%** are business decision makers more likely to be CEOs, Presidents or VPs.
- **32%** of readers are more likely to own a second home or real estate property.
- Full Page color ad using Sotheby's International Realty
 Design Vault template
- Western Los Angeles coverage
- Saturday Print Circulation: **56,000**
- Saturday e-edition subscribers: 164,780

FULL PAGE: \$660 INSIDE FRONT COVER: \$1,500 INSIDE BACK COVER: \$1,500 BACK COVER: \$1,600









Los Angeles Times Hot Property And Digital Lighthouse

LOS ANGELES TIMES HOT PROPERTY

The Los Angeles Times weekly Hot Property section features the most up-to-date real estate news including Hot Property (celebrity transactions), neighborhood spotlights, buying/selling tips, home décor and improvement trends.

- LA Times Saturday readers are over **3x** more likely to own a home valued at **\$2 million+** than the average adult in the market.
- **2.1MM** of readers are affluent with a Median HHI of **\$186K** and **19%** more likely to look for a new home in the next 12 months.
- **74%** are business decision makers more likely to be CEOs, Presidents or VPs.
- **32%** of readers are more likely to own a second home or real estate property.
- Saturday Print Circulation: 56,000
- e-Edition subscribers: 164,780





LA TIMES DIGITAL LIGHTHOUSE

The Sotheby's International Realty LA Times Digital Lighthouse showcases 27-30 properties monthly and owns 100% SOV at the top of the LA Times Real Estate section.

Avg Monthly Impressions: 1.7 Million

PRICE: \$425

Full color with 30 day Lighthouse Placement

Private Air Luxury Homes Magazine

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

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





DISTRIBUTION

65,000 private jet owners and guests

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

FULL PAGE: \$1,925 includes social media & E-Newsletter

FULL PAGE IN 3 ISSUES: \$1,550

includes social media, E-Newsletter & Exclusive Estate Showcase Editorials

FULL PAGE IN 6 ISSUES: \$,1450 includes social media & E-Newsletter & Exclusive Estate Showcase Editorials



San Francisco & Silicon Valley Takeover

Exclusive insert in the New York Times distributed to 36,500 households in the San Francisco and Silicon Valley metro.

FULL PAGE: \$725 INSIDE FRONT COVER: \$1,125 INSIDE BACK COVER: \$1,125 BACK COVER: \$1,475



Schedule, Pricing & Reach



Proposed Schedule, Pricing & Reach 2024

Media	Ad Description	/	April		May		June		July	Me	dia Total	Reach
otheby's Auction House: Print												
otheby's Magazine Sotheby's Auction House: Digital	Quarter Page								\$ 910.00	ş	910.00	
	Food .											
otheby's Bespoke Geo-Targeted Emails	Email									~	3 500 00	-
otheby's Bespoke Geo-Targeted Emails	Enter state/country here		\$ 2,5	500.00						\$	2,500.00	50
Digital												
Villion Impressions*												
Million Impressions	Digital Banner Program		\$ 1.1	195.00	S 1.	195.00	s :	L.195.00		s	3,585.00	75
Million Impressions	Targeting - California, Texas, New York, Colorado											
Boogle Adwords												
Soogle Adwords	Digital PPC program		\$ 1.6	500.00	S I	850.00	s	850.00		s	3.300.00	
Comprehensive Digital			+ -/-								-,	
iocial Mirror Ads	Mirroring Social Post		\$ 1,5	500.00	\$ 1	500.00	\$ 1	L,500.00		Ş	4,500.00	30
Display	Digital Banner Program							L,500.00		ŝ	4,500.00	45
DTT & Video Pre-roll Combo	Internet Connected Device ads			500.00						ş	4,500.00	
Seofencing - Event and Location	Internet Connected Device ads		\$ 1,5	500.00	Ş 1,	500.00	Ş.,	1,500.00		Ş	4,500.00	1
Seofencing - Event and Location	Target specific events and locations		\$ 1,5	500.00						\$	1,500.00	(
Owell.com												
eal Estate Package	Custom Article with promo on Homepage, in E-Newsletter & 1X on FB				\$6,	U00.00				\$	6,000.00	1,75
lite Traveler												
lite Online Real Estate Showcase	Online Real Estate Showcase					\$2,5	00			\$	2,500.00	10
Nob Hill Gazette												
ob Hill Gazette San Francisco, Peninsula and Silicon Valley	OTM On the Market E-Newsletter	1	\$ 5	500.00	\$	500.00	\$	500.00		\$	1,500.00	
amesEdition												
Real Estate Rotating Gallery	Featured Banner				\$ 1,	600.00				\$	1,600.00	75
New & Trending Home Page Position	Featured Spot				Ý 1,	000.00	\$:	L,200.00		ş	1,200.00	7
eatured Article and E-Newsletter promotion	Newsletter Trending & Journal Article		\$ 3,3	200.00			ý .	1,200.00		ŝ	3,300.00	2
		-	ə ə,ə									
iocial Media	Listing Feature				\$:	800.00				\$	800.00	14
A Times												
ighthouse Fixed Position - Hot Property Page	Lighthouse Fixed Position - Hot Property Page				Bonus					\$		43
uxury Estate												
uxury Estate	Showcase Listing + Elite Listing Packages - 1 month	9	\$ 1,1	100.00						\$	1,100.00	
Robb Report												
Robbreport.com	Featured Listing Carousel - 1 Property	1	\$ 1,3	350.00						\$	1,350.00	
Robbreport.com	Luxury Property Listings - Manual 1 Listing				ş.	450.00				\$	450.00	
WSJ.com												
Mansion Global Homepage Hero	Mansion Global Homepage Hero		\$ 2,1	150.00						Ş	2,150.00	16
Mansion Global Homepage Hero	Shared Banner		+ -/-		s	650.00				ş	650.00	16
Property Upgrades	10 Featured Property Upgrades				Bonus	050.00	Bonu			ŝ	-	1
Print												
lite Traveler												
lite Traveler	Luxury Homes Feature						\$ <i>i</i>	1,500.00		\$	4,500.00	55
inancial Times												
inancial Times	Quadruple Property Spot		\$ 3,0	00.00						\$	3,000.00	2:
inancial Times	Property Spot				\$	750.00				ŝ	750.00	2:
he Los Angeles Times										Ť		
The Los Angeles Times	Hot Property - listing + digital lighthouse				s	725.00				Ş	725.00	2
			\$ 6		÷		Ş	660.00				
he Los Angeles Times	Takeover - Full Page		ç 6	560.00			Ş	000.00		\$	1,320.00	7
The New York Times												
The New York Times	Property Spot - Weekday/Saturday				\$	760.00				ş	760.00	4
The New York Times	Property Spot - Sunday	1	\$7	760.00						\$	760.00	3
The New York Times Takeover	Full Page w/ Digital promotion				\$	750.00	\$	750.00		\$	1,500.00	3
Private Air Luxury Homes												
rivate Air Luxury Homes	Full Page (includes social media & E-Newsletter)				\$ 1,	925.00			\$ 1,925.00	\$	3,850.00	13
an Francisco												
an Francisco	Takeover - Full Page		\$7	725.00						s	725.00	
he Wall Street Journal												
he Wall Street Journal - National	Property Spot w/ Digital Featured Property Upgrade				ş	795.00	\$	795.00		ş	1,590.00	1,28
he Wall Street Journal	risperty sport wy Digital reactined Floperty Opgrade				~	,	Ş	, 33.00		Ş	2,350.00	1,20
	Minch and Brown de Count								A 000		000.00	
	Weekend Property insert								\$ 980.00	ş	980.00	10
fansicon Global Experience Luxury										<u>,</u>	co 355 00	
										Ş	68,355.00	11,45

Proposed Schedule, Pricing & Reach 2024

lan 2 Aedia	Ad Description	April	May	June	July	Medi	ia Total	Reach
otheby's Auction House: Print			.,					
otheby's Magazine	Quarter Page				\$ 910.00	s	910.00	2
otheby's Auction House: Digital								
otheby's Bespoke Geo-Targeted Emails	Email							
otheby's Bespoke Geo-Targeted Emails	Enter state/country here	\$ 2,500.00	1			s	2,500.00	2
otheby's bespoke Geo-Targeted Emails	Litter state/country nere	Ş 2,500.00	,			Ş	2,500.00	2
Digital								
Aillion Impressions*								
mpressions Blast - Two week Campaign	Digital Banner Program - 100K Impression	\$ 900.00	s 900.00			s	1,800.00	20
Soogle Adwords	Digital Damier Program - 100K impression	\$ 500.0	5 500.00			Ş	1,800.00	20
				\$ 850.00			3.300.00	
Google Adwords	Digital PPC program	\$ 1,600.00	\$ 850.00	\$ 850.00		\$	3,300.00	
Comprehensive Digital								
iocial Mirror Ads	Mirroring Social Post	\$ 1,500.00		\$ 1,500.00		\$	4,500.00	30
Display	Digital Banner Program	\$ 1,500.00	\$ 1,500.00	\$ 1,500.00		\$	4,500.00	45
Seofencing - Event and Location								
Seofencing - Event and Location	Target specific events and locations	\$ 1,500.00	1			Ś	1,500.00	6
Dwell.com	Turget specific events and locations	Ç 1,500.0				7	1,500.00	0
	Custom Anticle with some on Hammon in 5 New Johnson (147 on 50		ć c.000.00			Ś	6 000 00	4.75
teal Estate Package	Custom Article with promo on Homepage, in E-Newsletter & 1X on FB		\$ 6,000.00			Ş	6,000.00	1,75
lite Traveler								
lite Online Real Estate Showcase	Online Real Estate Showcase		\$2,	500		\$	2,500.00	10
lob Hill Gazette								
ob Hill Gazette San Francisco, Peninsula and Silicon Valley	OTM On the Market E-Newsletter	\$ 500.00	\$ 500.00	\$ 500.00		\$	1,500.00	1
amesEdition								
teal Estate Rotating Gallery	Featured Banner		\$ 1,600.00			\$	1,600.00	75
-Newsletter Featured Listing	E-Newsletter	\$ 1,500.00				ş	1,500.00	19
iocial Media	Listing Feature		\$ 800.00			\$	800.00	14
A Times								
ighthouse Fixed Position - Hot Property Page	Lighthouse Fixed Position - Hot Property Page		Bonus			\$	-	42
uxury Estate								
uxury Estate	Showcase Listing + Elite Listing Packages - 1 month	\$ 1,100.00	1			\$	1,100.00	
Robb Report	Showcase Listing + Litte Listing Fackages - 1 month	5 1,100.0				Ş	1,100.00	
tobbreport.com	Featured Listing Carousel - 1 Property	\$ 1,350.00				\$	1,350.00	
lobbreport.com	Luxury Property Listings - Manual 1 Listing		\$ 450.00			\$	450.00	
VSJ.com								
Mansion Global Homepage Hero	Shared Banner	\$ 650.00	\$ 650.00			\$	1,300.00	32
roperty Upgrades	10 Featured Property Upgrades		Bonus	Bonus		\$	-	
Print								
inancial Times								
inancial Times	Property Spot	\$ 750.0	\$ 750.00			\$	1,500.00	42
	Property Spot	\$ 750.0	, 5 , 50.00			Ş	1,500.00	42
The Los Angeles Times	Une Brennetter, Bretter et alle Vel Balade anna		A 705			¢	735.00	
he Los Angeles Times	Hot Property - listing + digital lighthouse		\$ 725.00			\$	725.00	22
he Los Angeles Times	Takeover - Full Page	\$ 660.00)	\$ 660.00		\$	1,320.00	76
he New York Times								
he New York Times	Property Spot - Weekday/Saturday		\$ 760.00			\$	760.00	42
he New York Times	Property Spot - Sunday	\$ 760.00				ŝ	760.00	38
he New York Times Takeover	Full Page w/ Digital promotion	÷ 700.0	\$ 750.00	\$ 750.00		ŝ	1,500.00	33
	run rube wy orbital promotion		÷ 750.00	ç 7.50.00		Ş	2,500.00	55
Private Air Luxury Homes	Full Deep (includes and intervalia (in C. Strandstates)		¢ 4.035.55			¢	4 035 05	
Private Air Luxury Homes	Full Page (includes social media & E-Newsletter)		\$ 1,925.00			\$	1,925.00	6
an Francisco								
an Francisco	Takeover - Full Page	\$ 725.00)			\$	725.00	3
he Wall Street Journal	-							
	Property Spot w/ Digital Featured Property Upgrade		\$ 795.00	\$ 795.00		s	1.590.00	1,28
he Wall Street Journal - National	roperty spot wy Digital required rioperty opgrade		÷ 755.00	ç 735.00		Ş	2,350.00	1,20
he Wall Street Journal					\$ 980.00	Ş	980.00	10
he Wall Street Journal	Weekend Property insert							
he Wall Street Journal - National he Wall Street Journal Mansicon Global Experience Luxury OTAL	Weekend Property insert					s	48.895.00	8.80
he Wall Street Journal lansicon Global Experience Luxury						\$	48,895.00	8,80