

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

SKYAD.COM

# The Retreat Advertising and Marketing Program



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28 2024



ADVERTISING BRANDING MARKETING

# National & Global Exposure The Retreat

SKY Advertising is excited to present to Jamaica Sotheby's International Realty ${\mathbb R}$  a curated, multi-media marketing selection of offerings to bring ultra-high net worth buyer awareness to The Retreat.

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 Montego Bay.

Approaching the marketing strategy from these different directions will help us to saturate your market in the most effective way, bringing deserved recognition to this unique and exciting property.

LET'S DO GREAT THINGS TOGETHER

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Sotheby's 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

PRICE: QUARTER PAGE \$910 Global







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: The RetreatFlight Dates: Two WeeksImpressions: 100,000

· Clicks through to the website of your choice.

100K Impressions 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



skyad.com

# Impressions Program Targeting Sites

We identify the best sites to feature your property, and your ads appear only on your approved sites. The number of prominent, respected and relevant sites available is exceptional. We take care of the research to provide hand-selected and white-listed sites most relevant to your campaign.

#### **GEO TARGETING**

We identify where potential buyers are found and use the information to identify the areas to geo-target. We can target locally to globally. The New York Times

THE ECONOMIC TIMES



THE WALL STREET JOURNAL.

**Bloomberg Markets** 

**Forbes** 





### 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** 

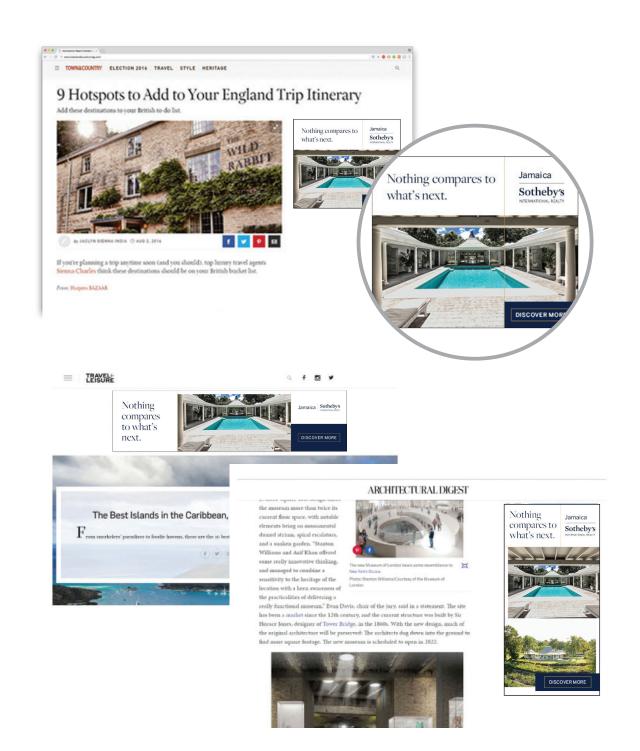








Sample
Banners For
Impressions
Programs As
They Appear
On Sites

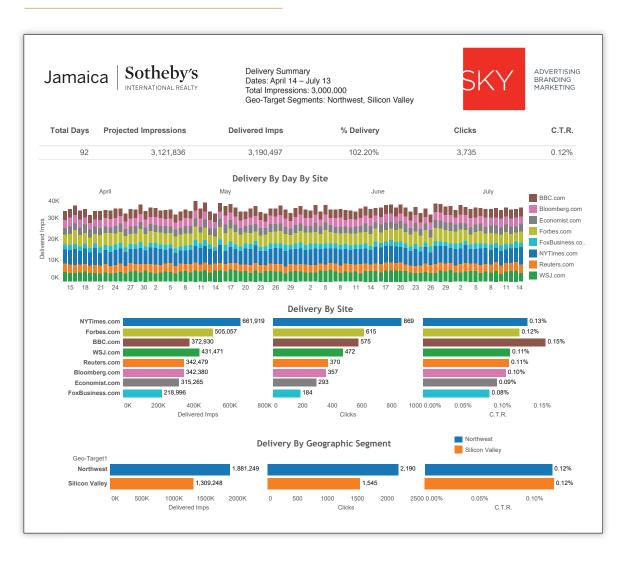


# Comprehensive Reporting For Your Customized Campaign

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.

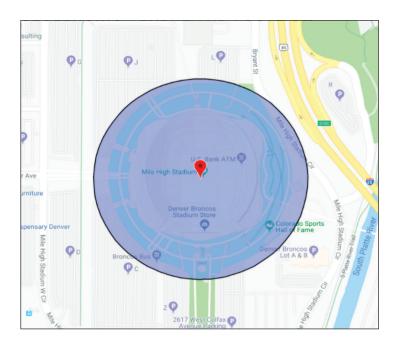
#### **IMPRESSIONS PROGRAM SAMPLE REPORT**



# 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

### jamesedition.com

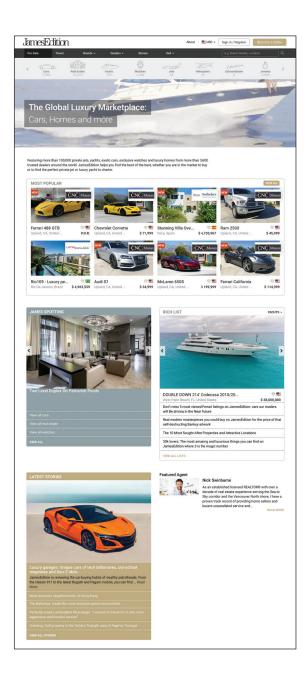
#### **E-NEWSLETTER**

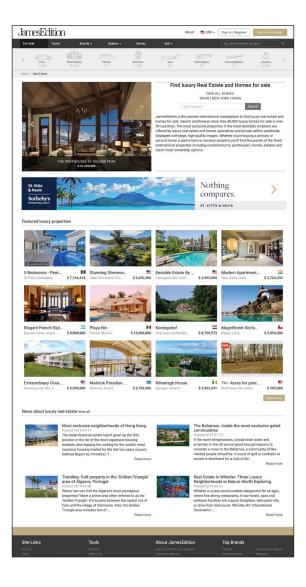
Founded in 2008, JamesEdition.com features the largest collection of luxury goods worldwide. The exquisite items curated by JamesEdition.com range from celebrity-owned luxury real estate to rare supercars. An affluent audience of 25,000 per day is browsing for the finest the globe has to offer.

With more than 10 million monthly page views from around the world, JamesEdition.com is the quintessential marketplace for ultra-high net worth individuals. With users evenly spread throughout the Americas, EMEA and Asia, JamesEdition.com is the only truly global site to market luxury.

Upgrade your listings for increased visibility to capture the attention of the UHNW.

LISTING FEATURE: \$1.500





### jamesedition.com

#### **NEW & TRENDING**

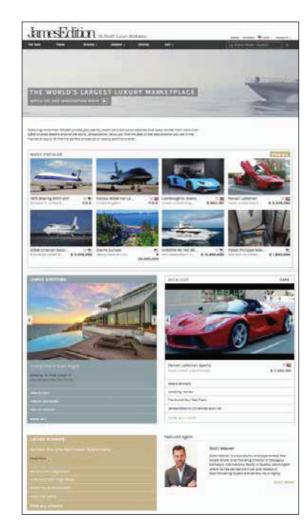
#### **FEATURED LUXURY POSITION**

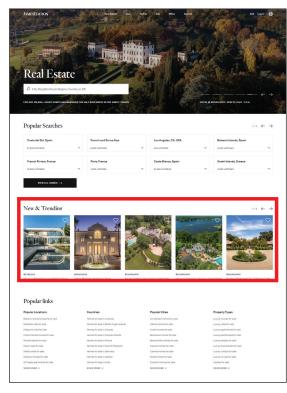
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Upgrade your listings for increased visibility to capture the attention of the UHNW.

HOME PAGE POSITION: \$1,200 REAL ESTATE POSITION: \$1,000





### jamesedition.com

#### **SOCIAL MEDIA POST**

Founded in 2008, James Edition.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













#### **PHOTO**

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

#### **PHOTO PLUS**

- 1-5 featured listings
- 1-10 photos & text
- Long caption
- Listing info box
- 1-3 tags on pictures & caption
- Link in bio
- Repost on stories

#### **VIDEO**

- 1-5 featured listings
- 5-30 seconds video
- Reels & TikTok format
- Short caption
- Listing info box
- 1-3 tags on caption
- · Link in bio

PHOTO PLUS: \$1,000

VIDEO: \$1,800

PHOTO: \$800

#### Ocean Home

Ocean Home magazine showcases the best in luxury coastal design—from Caribbean bungalows to Malibu's modern masterpieces to Montauk's shoreline cottages to Palm Beach's Spanish Revival villas—and, in turn, celebrates the top architects, interior designers, and craftspeople creating these waterfront dream homes from coast to coast and beyond.

#### **ENEWSLETTER**

Ocean Home magazine offers advertisers a unique opportunity to reach an incomparable community of active buyers and renters of luxury oceanfront, oceanview, ocean accessible, and island homes and villas around the country and the globe. In addition to their search for the picture-perfect oceanfront property, villa or resort, to call home, our readers are interested in coastal architecture, nautical accessories, design, décor and outdoor lifestyle accoutrements for their ocean home.

Ocean Home magazine has multiple options for connecting and delivering your messages to a highly engaged and affluent audience putting your message right in their inbox as a partner in our monthly eNewsletter.

- 22.000+ Opt-in subscribers
- 19% Open Rate
- 15% Click through rate

PRICE: STARTING AT \$750 PER MONTH





#### Ocean Home

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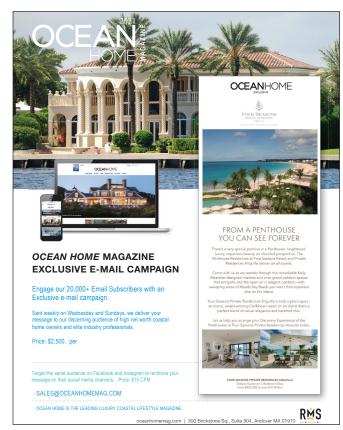
#### **SOCIAL MEDIA POST**

Target our dedicated friends and followers across Ocean Home social platforms. We will post your images and copy on our Facebook, Instagram and Twitter channels and leverage our brand to enhance your exposure and amplify engagement.

• 60,000+ Followers.

INSTAGRAM: \$800 PER POST FACEBOOK: \$675 PER POST





# The Wall Street Journal Online (WSJ.com)

#### FEATURED PROPERTY UPGRADES

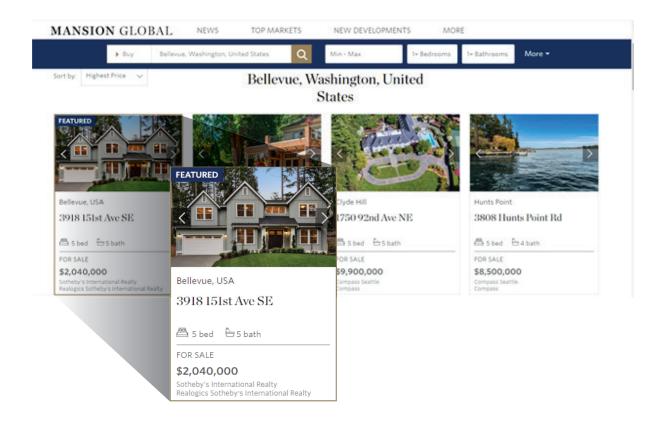
WSJ.com and Mansion Global Featured Property
Upgrades place your listings at the top of the search
results pages in the town where the property is located.
The property you wish to feature comes directly from
your brand's WSJ.com feed and click-throughs go to the
website of your choice.

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

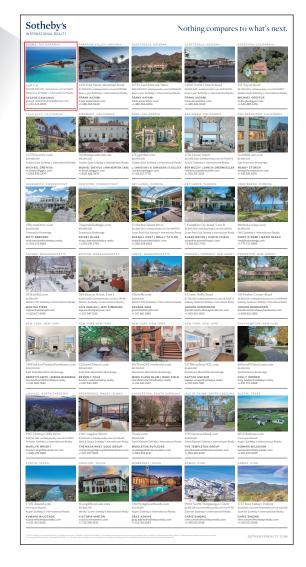
Over one half have liquid assets valued at \$1 million+

• Over 1 in 4 have a household net worth of \$3 million

PRICE: \$760/SINGLE SPOT, COLOR







# 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: 403,748Sunday: 972,774

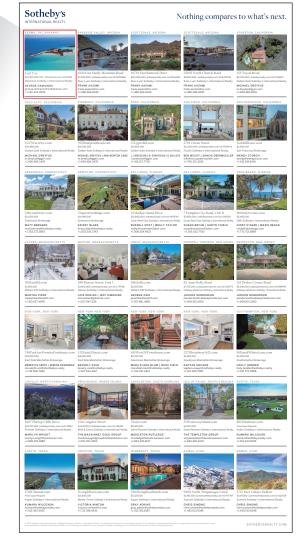
• Male / Female ratio: 51% / 49%

Median HHI: \$193,586Average HHI: \$359,826Median Age: 50

PRICE: \$760/SINGLE SPOT, SUNDAY, 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

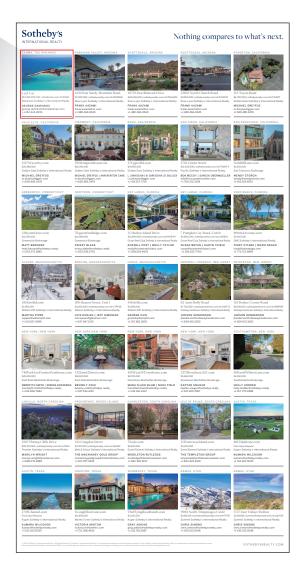
• Median age: 51

PRICE: \$750 PROPERTY SPOT, COLOR

Global







Schedule, Pricing & Reach



# Proposed Schedule, Pricing & Reach 2024

Media	Ad Description	April	May	June	July	Me	edia Total	Reach
Sotheby's Auction House: Print								
Sotheby's Magazine	Quarter Page				\$ 910.0	0 \$	910.00	20,
Digital								
Million Impressions*								
Impressions Blast - Two week Campaign	Digital Banner Program - 100K Impression	\$ 900.00	)			\$	900.00	100,0
Geofencing - Event and Location								
Geofencing - Event and Location	Target specific events and locations	\$ 1,500.00	1			\$	1,500.00	60,
JamesEdition								
New & Trending Real Estate Position	Featured Spot		\$ 1,000.00	)		\$	1,000.00	750,0
E-Newsletter Featured Listing	E-Newsletter			\$ 1,500.00		\$	1,500.00	192,0
Social Media	Listing Feature	\$ 1,000.00	)			\$	1,000.00	148,0
Ocean Home								
E-Newsletter	E-Newsletter	\$ 750.00	)			\$	750.00	22,0
Facebook Post	Facebook Post	\$ 675.00	)			\$	675.00	21,0
Instagram Post	Instagram Post	\$ 800.00	)			\$	800.00	21,8
WSJ.com								
Mansion Global Homepage Hero	Shared Banner	\$ 650.00	1			\$	650.00	164,0
Property Upgrades	10 Featured Property Upgrades	Bonus				\$	-	
Print								
Financial Times								
Financial Times	Property Spot	\$ 750.00	1			\$	750.00	210,4
The New York Times	гторетту эрот	\$ 750.00	•			ڔ	730.00	210,2
The New York Times	Property Spot - Weekday/Saturday		\$ 760.00	)		Ś	760.00	423,1
The New York Times	Property Spot - Sunday	\$ 760.00				\$	760.00	381,2
The New York Times Takeover	Full Page w/ Digital promotion	φ /00.00	\$ 750.00	)		\$	750.00	165,0
The Wall Street Journal			, ,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,			-		
The Wall Street Journal - National	Property Spot w/ Digital Featured Property Upgrade	\$ 795.00	)			\$	795.00	644,4
The Wall Street Journal	, , , , , , , , , , , , , , , , , , ,	,						,
Mansicon Global Experience Luxury	Weekend Property insert			\$ 980.00		\$	980.00	100,0
TOTAL						\$	14,480.00	3,423,
*After 6 months the Impressions Program may be ad	ljusted after evaluation of budget and strategy							
Pricing Subject to Change								