

ADVERTISING BRANDING MARKETING

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

SKYAD.COM

## 1957 Harbourview Drive Advertising and Marketing Program



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44 2024



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

ADVERTISING BRANDING MARKETING

## National & Global Exposure 1957 Harbourview Drive

SKY Advertising is excited to present to ONE Sotheby's International Realty® a curated, multi-media marketing selection of offerings to bring ultra-high net worth buyer awareness to 1957 Harbourview Drive.

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 Fort Lauderdale.

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



#### DIGITAL

#### SOTHEBY'S BESPOKE EMAIL

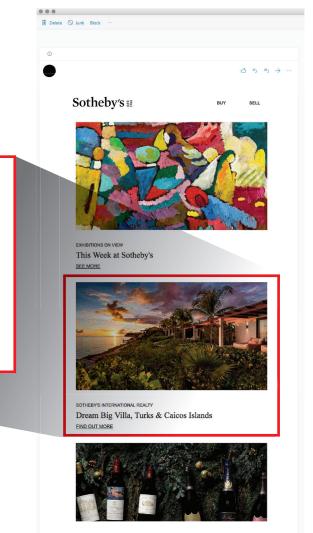
#### • Every Week

- 52x/Year
- Custom content35% open rate
- 500,000+ recipients

#### \$2,500/DEPLOYMENT



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



More From Sotheby's

#### EXCLUSIVE skyad.com | 5

## Digital Offerings



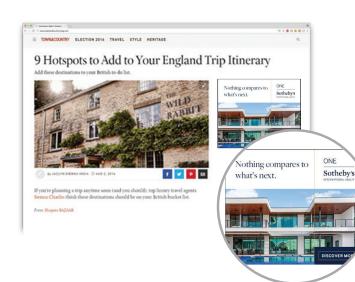
## Impressions Campaign

#### 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: 1957 Harbourview Drive
- 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	



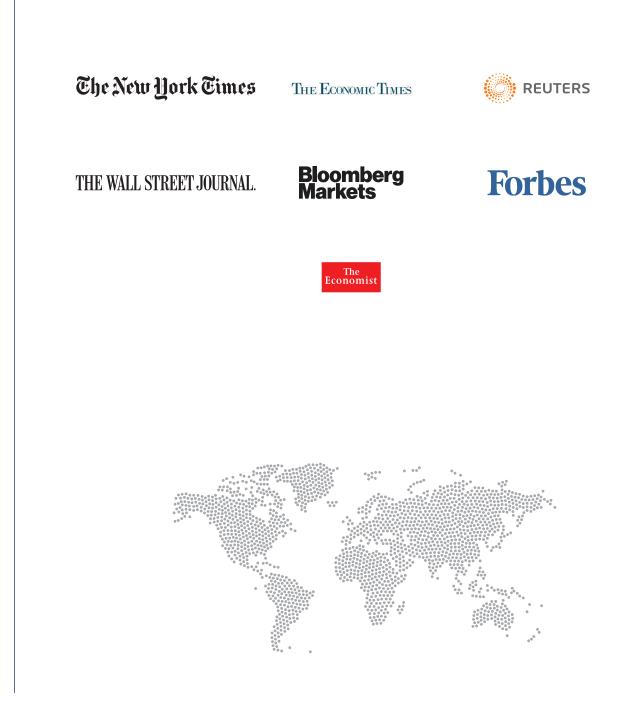
Minimum 3 month commitment

## 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

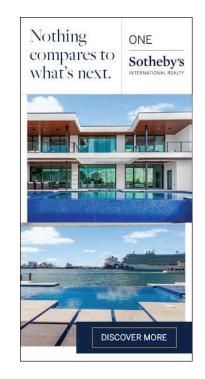
We create and produce banner ads for your campaign that best reflect your property and company image. We assist with photo selection and editing as well as ad design and sizing.

Ad Units: 970x250, 728x90, 300x600, 300x250, or custom sizes.

**BANNER PRODUCTION: \$350** 

Nothing compares to what's next. ONE Sotheby's International Realty DISCOVER MORE

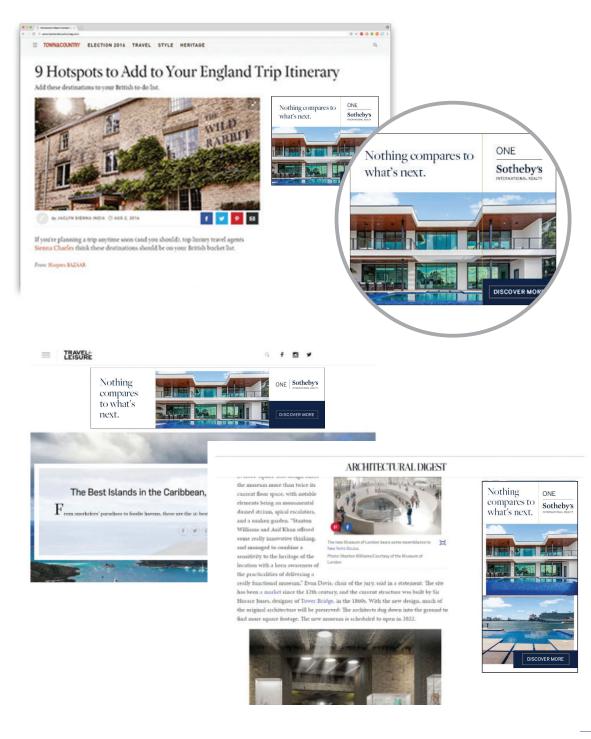






DIGITAL

Sample Banners For Impressions Programs As They Appear On Sites

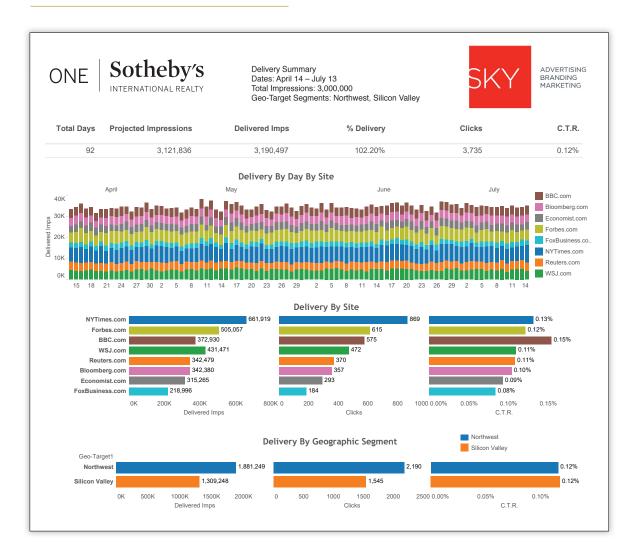


Comprehensive Reporting For Your Customized Campaign

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.

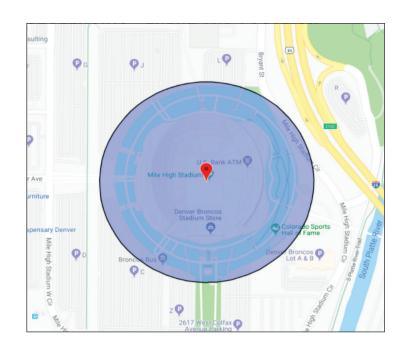
#### **IMPRESSIONS PROGRAM SAMPLE REPORT**



## 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

#### MOBILE CONQUESTING

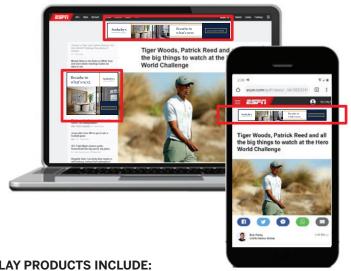
- Investment: \$1,500/month Up to 3 Geo-fences
- Monthly Impressions: 60,000

- Investment: From \$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.

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



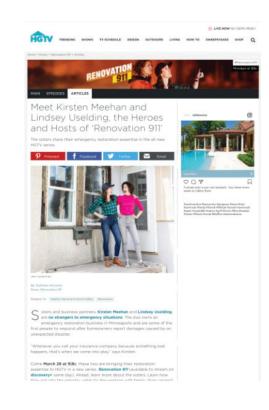
#southcarolina #lowcountry #gorgeous #views #river #peninsula #family #friends #lifestyle #private #peninsula #water #coastallite #nature #golf #home #lifeonthewater #cheers #fitness #social #blufton #welcomehome





#### **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

SKY - SMART

SKY - PMAX

SKY - General

SKY - Boulder

SKY - Trademark

SKY - Niwot SKY - Longmont

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



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						nds Interaction R
930	Showing 50 of 89 Rows						
	KEYWORD		IMPRESSION	S	CLICKS		
	luxury real estate agent		498		27		
	find the best real estate a	gent	425		19		
	"Boulder Colorado Real E	Estate"	388		16		
30 Oct	"home for sale boulder"		25		13		
85,229	"colorado real estate age	nt"	167		9		
	"coldwell banker real esta	ite"	120		8		
	"boulder real estate agen	69		5			
	"realtor boulder co"	64		5			
30 Oct	niwot Real Estate	32		5			
	"boulder real estate listing	41		5			
PRESSIONS	"real estate for sale in bo	"real estate for sale in bouder colorado"			4		
8,209	"boulder co real estate aç	jency"	38		4		
1,432	berthoud Realtor		23		4		
1,145	Cities						
	CITY	CLICKS	IMPRESSIONS	AVG CPC	COST		
259	Denver	556	66,360	\$1.00	\$554.74		
69	Boulder	143	3,455	\$3.60	\$515.01		
16	Thornton	24	3,126	\$1.09	\$26.26		
3	Niwot	22	571	\$2.09	\$46.05		
1							
	Longmont	19	977	\$2.49	\$47.31		

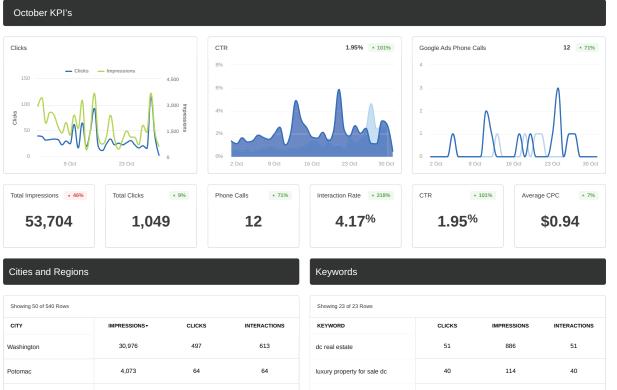
## Google AdWords

#### 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

#### 1957 Harbourview



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

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

## Conde Nast UK

#### **INSTAGRAM @CONDENASTPROPERTY**

Ready to jump into action on instagram, @condenastproperty is the fastest growing account at Conde Nast Britain and consistently comes in at No 1 each week on growth and engagement. @condenastproperty has grown organically in 3 years and now has 215K followers.

**INSTAGRAM POST: \$ 2,750** 



# Cottages & Garden

Delivering the finest luxury design and architecture content to residents of America's most affluent communities.

- Average HHI \$1,162,428
- 44% plan to buy a home in the next 2 years
- 36% own 2 or more homes

#### **TOP 10 MARKETS**

- New York
- California
- Connecticut
- Florida
- Texas
- Virginia
- New jersey
- Illinois
- Massachusetts
- Pennsylvania

#### **SPOTLIGHT + PROPERTY OF NOTE**

**ROTATING GALLERY: \$2,950** 

#### **INSTAPARTNERSHIP**

PRICE: \$1,950/30 DAYS









decor

Floral Gift Ideas for Mother's Day are that every mother favors flowers.

Check Out the Latest Design News Even if she's not a garderier, chances

New shops, a showroom, and a luxury collection.

12 fun finds that double as playful

Spotlight



With an eye for both style and function, California Closets provides innovative custors storage systems for all areas of the home. Our expert design consultants will guide you CALIFORNIA CLOSETS yourself at home with California Closets. Find

## Country Life

Country Life is the world's most celebrated magazine of the British way of life, its countryside, properties, and gardens

#### Three core audience pillars:

Traditional country champions – wealthy empty nesters enjoying their retirement in the countryside.

Custodians of the land – country dwellers with a deep emotional connection to the countryside.

Discerning Country – a quietly refined group, the most affluent, and willing to spend on the brands that reflect their discerning taste.

- 1.68M Global page views per month
- 352K Social Followers
- 81% Targeted HNWI Audience

#### **WEEKLY E-NEWSLETTER**

Published Wednesdays & Saturdays

Reach 25,000 loyal readers who are infatuated with property, architecture, the arts, gardening, the countryside, schools and wildlife.

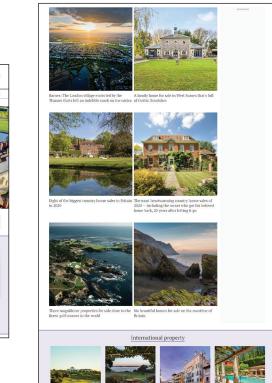
PRICE: \$1,950

#### INTERNATIONAL PROPERTY LISTING

Property listings live forever on the Country Life site until you remove the URL.

\$400/LISTING \$2,500 UNLIMITED LISTINGS





#### **E-NEWSLETTER DEDICATED SEND**

PRICE: \$2,250

#### **EXCLUSIVE PRICING**

## 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 ESTATE EMAIL NEWSLETTER SPONSORSHIP

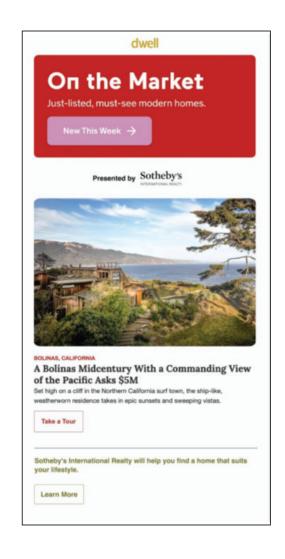
Dwell's newest email newsletter delivers each week's must-see, just-listed homes straight to your inbox.

- Dwell Real Estate Subscribers: 565k
- Avg Open Rate: 30%
- Avg Click Through: 1-3.5%
- Cadence: 1x per week (Thursdays)

PRICE: \$6,000 PER DEPLOYMENT







## 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



#### **EXCLUSIVE PRICING**

## 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



## jamesedition.com

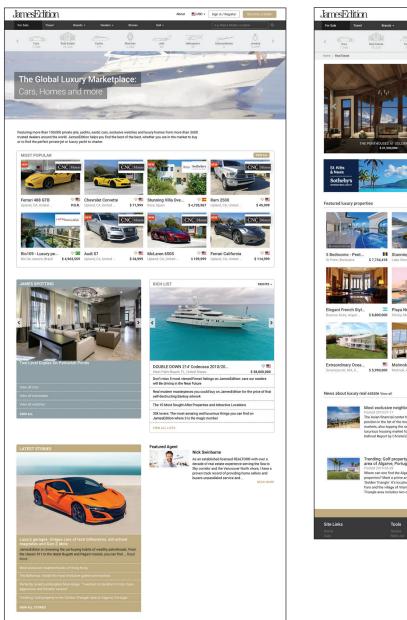
#### **E-NEWSLETTER**

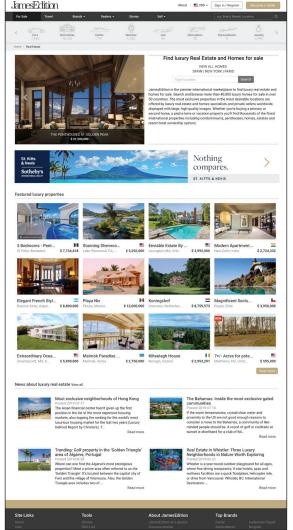
Founded in 2008, JamesEdition.com features the largest collection of luxury goods worldwide. The exquisite items curated by JamesEdition.com range from celebrity-owned luxury real estate to rare supercars. An affluent audience of 25,000 per day is browsing for the finest the globe has to offer.

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

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

LISTING FEATURE: \$1,500





## jamesedition.com

#### **ROTATING GALLERY**

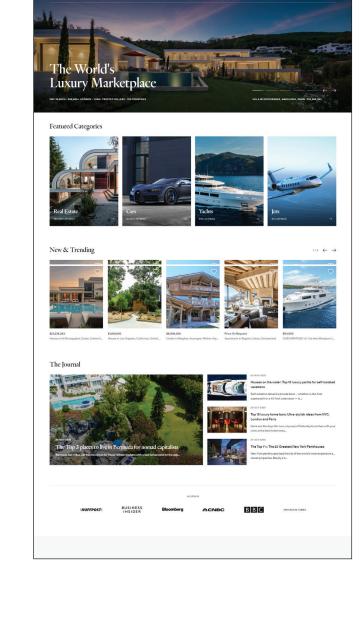
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Showcase your office and properties and bring increased visibility to capture the attention of the UHNW in the James Edition rotating Gallery. The Rotating Gallery is a carousel of selected listings that automatically changes every 5 seconds on the Home Page and the Real Estate Page.

HOME PAGE FEATURED BANNER: \$2,000

REAL ESTATE PAGE FEATURED BANNER: \$1,600



MECEDITIO

## jamesedition.com

#### FEATURED ARTICLE AND E-NEWSLETTER PROMOTION

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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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



## Luxury Estate

#### LUXURY ESTATE

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

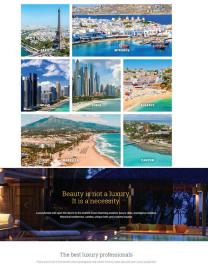
With its website and apps translated in 16 languages and users from 132 countries, LE is the perfect solution to reach international buyers.

- **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 PRICES: \$1,100 FOR 1 MONTH \$3,250 FOR 3 MONTHS \$5,100 FOR 6 MONTHS



#### Exceptional properties around the world





## 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.

#### **EXCLUSIVE EMAIL**

Sent weekly on Wednesday and Sundays to Ocean Home's discerning audience of high net worth coastal home owners and elite industry professionals.

PRICE: \$2,750



#### 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

FACEBOOK/INSTAGRAM AD \$1,400/MONTH



#### oceanhomemag.com | 300 Brickstone Sq., Suite 904, Andover MA 01910

#### **EXCLUSIVE PRICING**

## RobbReport.com

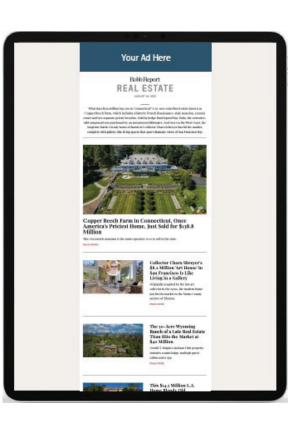
#### **REAL ESTATE ENEWSLETTER**

#### 60,000+ REAL ESTATE ENTHUSIASTS

Every Monday, Wednesday and Friday, Robb Report's Real Estate newsletter reaches 60K+ opt-in subscribers. This newsletter showcases the full spectrum of homes, real estate, architectural design and more, with insightful viewpoints for a rapidly growing online audience for this category.

- Open Rate 18.5%
- Email is exclusive, Partner own both banner positions: (2) 970x250
- Rate: \$3,100 for 1 week (3 deployments)

PRICE: \$3,750-\$5,000/WEEK 3 DEPLOYMENTS (M, W,F)





## 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 PER MONTH.



#### **EXCLUSIVE PRICING**

## 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

31		Robb Report	SUBS
CARS YACH	TS AVIATION WAT	TCHES STYLE HOME FOOD & DRIN	K TRAVEL GIFT GUIDE VIDEOS
37 properties availa	able.		
arch a location			Q More
By: Recent	*		
	EE		
59 Lascelles M5P2C9, CAI	Blvd, Toronto, ON	Sierra Madre Mountain	1241 N Rio Vista Blvd, Fort Lauderdale, Florida 33301
	N	Retreat, Encampment, Wyoming 82325	
\$5,399,999 Bed: 4 Bath: 5	SQFT: N/A	\$995,000 Bed: N/A SQFT: N/A Bath: N/A	\$5,970,000 Bed: 5 SQFT: N/A Bath: 5
	mes & Land	Homes & Land	Homes & Land
		I709 Pope Court, Wilmington,	
BC VOH 1NO	k Way, Naramata, , CAN	North Carolina 28405	419 S Front Street, Wilmington, North Carolina 28401
\$2,199,000 Bed: 5 Bath: 5	SQFT: N/A	\$1,100,000 Bed: 4 SQFT: N/A Bath: 4	\$849,000 Bed: 3 SQFT: N/A Bath: 2
	mes & Land	Homes & Land	Homes & Land
North Caroli \$1,041,700 Bed: 4 Bath: 5	Drive, Wilmington, na 28403 sqFE NA mes & Land	IO430 E ACOMA Drive, Scottsdale, Arizona 85255 Seguoo Bed: A SQFT: 2797 Bath: 3 Homes & Land	6097 N Paradise View Drive, Paradise Valley, Arizona 85253 33.285,000 Bed: 4 SALT: 4605 Bet: 4 Homes & Land
	and the second of the second second	A CARLES A CARLES	2 ha 2
33799 N 84T		I000 Curisha Point S, St Halana Jeland South Caradina	20012 Tavernier DR, Estero, Elozida 3928
Scottsdale, A	H Street, rrizona 85266	Helena Island, South Carolina 29920	Florida 33928
		Helena Island, South Carolina	

## The Wall Street Journal Online (WSJ.com)

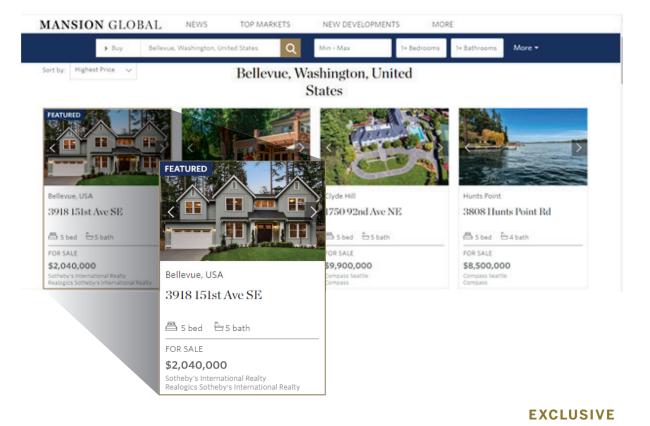
#### FEATURED PROPERTY UPGRADES

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 Bonus with print placement





## 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

\$2,150/MONTH OR \$2,650 W/VIDEO

SHARED BANNER: \$650/LISTING

Shared with 5 properties





## Print Offerings



## The Wall Street Journal

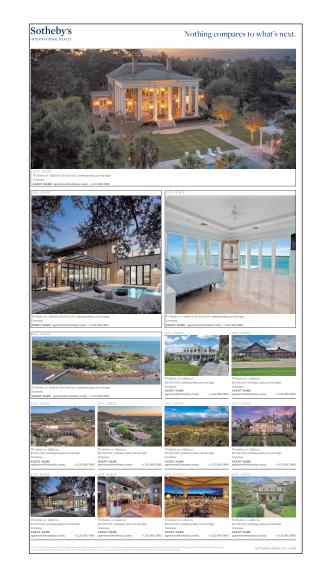
The Wall Street Journal represents credibility and influence and continues to be the leading environment for luxury real estate clients to connect with the world's most affluent home-buying audience. With new and exciting content alignment opportunities in "Mansion" WSJ's luxury real estate section, 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

\$795 SINGLE SPOT, COLOR

Includes Bonus 30 Day Digital -Featured Property Upgrade





#### EXCLUSIVE skyad.com | 35

## 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**

\$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

\$760/SINGLE SPOT, SUNDAY, COLOR

EXUM	A, THE BAHAMAS
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	'ay 000 USD   sirbahamas.com/id/46931 as Sotheby's International Realty
george	GE DAMIANOS damianos@sirbahamas.com 424.9699



# Sotheby's Nothing compares to what's next. VICTORIA MINTON victoria mintonili sir.com +1 713 398 4932

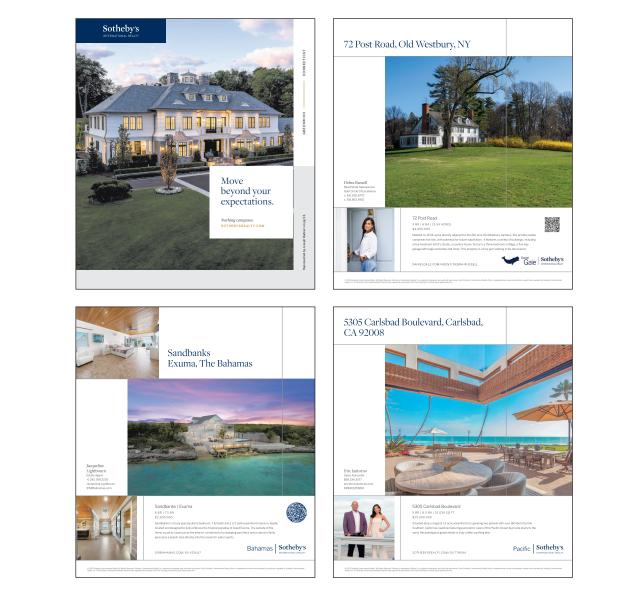
#### EXCLUSIVE skyad.com | 37

## 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, COLOR: \$750 INSIDE FRONT COVER, COLOR: \$1,150 INSIDE BACK COVER, COLOR: \$1,150 BACK COVER, COLOR: \$1,500



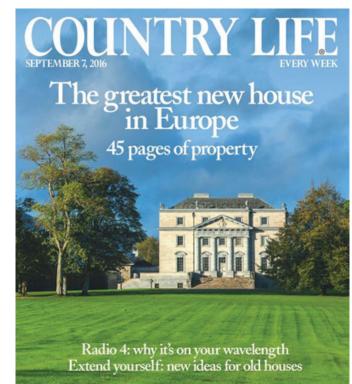
## Country Life

Launched in 1897, Country Life Magazine is one of Britain's best known and respected magazine that has, for 120 years, celebrated the greatest British architecture, property, interior design and gardens.

Country Life International offers beautiful advertising pages showcasing the latest properties for sale. Not only this, its dedicated editorial team provides opinion and thought–provoking content and stunning photography that is critical to anyone seriously interested in realising their dream of living in a beautiful home abroad. Its content is fresh and relevant, ensuring readers return to the magazine time and time again. Buyers can find the best new villas and luxury houses for sale in Europe, North America, the Caribbean and beyond.

- Circulation: **41,000**
- Male/Female: 50/50
- Average Age: 55
- HNW Audience: 85%

SPOT: \$525 QUARTER PAGE: \$1,150 HALF PAGE: \$2,000 FULL PAGE: \$3,300



Plus: Jilly Cooper, Carla Carlisle and Nicole Farhi

## 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 \$750 PROPERTY SPOT, COLOR

Global



#### Sotheby's













VICTORIA MINTON victoria mintonifeir.com +1713.398.4932





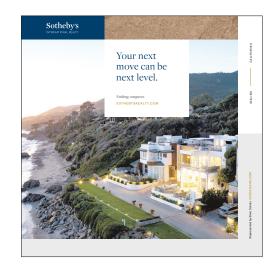


## Los Angeles Times Takeover

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





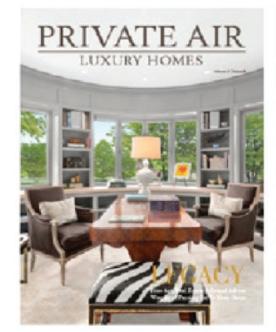




## Private Air Luxury Homes Magazine

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

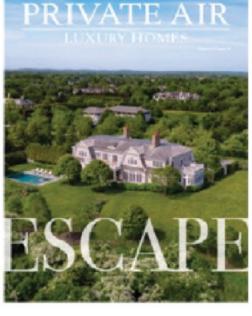
Readers encompass professional athletes, A-list celebrities, Fortune 500 executives, politicians, and entrepreneurs

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: \$1,450 includes social media & E-Newsletter & Exclusive Estate Showcase Editorials



#### **EXCLUSIVE PRICING**

## Schedule, Pricing & Reach



## Proposed Schedule, Pricing & Reach 2024

lan 1									
ledia	Ad Description	April		May	June	July	Me	dia Total	Reach
otheby's Auction House: Digital									
otheby's Bespoke Emails	Email	\$ 2,50	00.00				\$	2,500.00	25,0
ligital									
Iillion Impressions*									
Illion Impressions	Digital Banner Program	\$ 1,19	95.00	\$ 1,195.00	\$ 1,195.	.00	\$	3,585.00	750,0
Iillion Impressions	Targeting - Canada, Brazil, Venezuela, Argentia, Columbia								
oogle Adwords	Digital PPC program	\$ 1.60	00.00	\$ 850.00	\$ 850.	00	s	3.300.00	
oogle Adwords	Digital PPC program	Ş 1,6L	00.00	\$ 850.00	\$ 850.	.00	Ş	3,300.00	
omprehensive Digital	Mirroring Social Post	\$ 1,50	00.00	\$ 1,500.00	\$ 1,500.	00	s	4,500.00	300,0
isplay	Digital Banner Program			\$ 1,500.00 \$ 1,500.00	\$ 1,500.		ŝ	4,500.00	450,0
eofencing - Event and Location	Digital banner Frogram	Ş 1,30	00.00	\$ 1,500.00	Ş 1,500.	.00	ç	4,500.00	430,0
eofencing - Event and Location	Target specific events and locations	\$ 1.50	00.00				s	1.500.00	60.0
onde Nast UK	Tuget specific events and locations	<i>y</i> 1,50	00.00				Ŷ	2,500.00	00,0
onde Nast UK	Instagram Post	\$ 2,75	50.00				s	2,750.00	200,0
ottages & Garden		÷ 2,7.	- 5.00				4	_,, 50.00	200,0
Istapartnership	Post and Stories takeover	\$ 1.9 <sup>5</sup>	50.00				s	1.950.00	64.3
potlight + Property of Note	Rotating Gallery	ý 1,5.		\$ 2,950.00			ŝ	2,950.00	04,5
ountry Life				- 2,555.00			ý.	2,550.00	
ountry Life	Weekly E-Newsletter			\$ 1,950.00			Ş	1,950.00	25,0
ountry Life	E-Newsletter Dedicated Send	\$ 2,25	50.00	,			ŝ	2,250.00	25,0
ountry Life	International Property Listing		00.00				ŝ	400.00	
well.com									
eal Estate Package	Custom Article with promo on Homepage, in E-Newsletter & 1X on FB			\$ 6,000.00			Ş	6,000.00	1,750,0
lite Traveler									
lite Online Real Estate Showcase	Online Real Estate Showcase			\$2,5	600		Ş	2,500.00	100,0
ob Hill Gazette									
ob Hill Gazette San Francisco, Peninsula and Silicon Valley	OTM On the Market E-Newsletter	\$ 50	00.00	\$ 500.00	\$ 500.	.00	Ş	1,500.00	19,5
amesEdition									
eal Estate Rotating Gallery	Featured Banner			\$ 1,600.00			Ş	1,600.00	750,0
Newsletter Featured Listing	E-Newsletter	\$ 1,50	00.00				\$	1,500.00	192,0
uxury Estate									
uxury Estate	Showcase Listing + Elite Listing Packages - 1 month	\$ 1,10	00.00				\$	1,100.00	
cean Home									
ustom E-Mail	Custom E-Mail			\$ 2,750.00			\$	2,750.00	22,0
acebook/Instagram Ad	Facebook/Instagram Ad	\$ 1,40	00.00				\$	1,400.00	43,4
obbreport.com									
obbreport.com	Featured Listing Carousel - 1 Property	\$ 1,35	50.00				\$	1,350.00	6,0
obbreport.com	Real Estate Newsletter - 3 Sends			\$ 3,750.00			\$	3,750.00	60,0
obbreport.com	Luxury Property Listings - Manual 1 Listing	\$ 45	50.00				\$	450.00	
/SJ.com									
lansion Global Homepage Hero	Mansion Global Homepage Hero	\$ 2,15					\$	2,150.00	164,0
roperty Upgrades	10 Featured Property Upgrades	Bonus		Bonus	Bonus		\$	-	
rint									
ountry Life									
ountry Life	Spot			\$ 525.00			s	525.00	40.0
inancial Times	abor			y 323.00			ç	525.00	40,0
nancial Times	Property Spot	\$ 75	50.00	\$ 750.00	\$ 750.	00	s	2,250.00	631,3
he Los Angeles Times	rioperty spot	Ş /	55.00	, , <u>,</u> ,,00	÷ 750.		ç	2,230.00	051,3
he Los Angeles Times	Takeover - Full Page	\$ 66	60.00		\$ 660.	00	s	1.320.00	768.0
he New York Times	Tuncover Tuni uge	Ş 00			÷ 000.		ç	1,520.00	788,0
he New York Times	Property Spot - Weekday/Saturday			\$ 760.00			Ş	760.00	423,1
	Property Spot - Sunday	\$ 76	60.00	- ,00.00			ŝ	760.00	381,2
	roperty spor salluay		50.00	\$ 750.00	\$ 750.	00	ŝ	2,250.00	495,0
	Full Page w/ Digital promotion	÷ /-	- 5.00	- ,55.00	÷ .50.		~	2,230.00	-455,0
he New York Times Takeover	Full Page w/ Digital promotion								
he New York Times he New York Times Takeover rivate Air Luxury Homes rivate Air Luxury Homes				\$ 1,975.00		\$ 1.975.00	s	3 850 00	
he New York Times Takeover r <b>ivate Air Luxury Homes</b> rivate Air Luxury Homes	Full Page w/ Digital promotion Full Page (includes social media & E-Newsletter)			\$ 1,925.00		\$ 1,925.00	Ş	3,850.00	130,0
he New York Times Takeover rivate Air Luxury Homes rivate Air Luxury Homes he Wall Street Journal	Full Page (includes social media & E-Newsletter)	c 77			¢ 705				
he New York Times Takeover r <b>ivate Air Luxury Homes</b> rivate Air Luxury Homes		\$ 75		\$ 1,925.00 \$ 795.00	\$ 795.		s s	3,850.00 2,385.00	
he New York Times Takeover frivate Air Luxary Homes Mirotae Air Luxary Homes he Wall Street Journal he Wall Street Journal - National	Full Page (includes social media & E-Newsletter)	\$ 75			\$ 795.		\$	2,385.00	1,933,2
he New York Times Takeover rivate Air Luxury Homes he Wall Street Journal he Wall Street Journal - National DTAL	Full Page (includes social media & E-Newsletter) Property Spot w/ Digital Featured Property Upgrade	\$ 75			\$ 795.				1,933,2
he New York Times Takeover frivate Air Luxary Homes Mirotae Air Luxary Homes he Wall Street Journal he Wall Street Journal - National	Full Page (includes social media & E-Newsletter) Property Spot w/ Digital Featured Property Upgrade	\$ 79			\$ 795.		\$	2,385.00	130,0 1,933,2 9,808,2

## Proposed Schedule, Pricing & Reach 2024

ledia	Ad Description	April May June July	Media Total	Reach
otheby's Auction House: Digital				
otheby's Bespoke Emails	Email	\$ 2,500.00	\$ 2,500.00	25
igital				
illion Impressions*				
pressions Blast - Two week Campaign	Digital Banner Program - 100K Impression	\$ 900.00 \$ 900.00	\$ 1,800.00	200
pogle Adwords				
pogle Adwords	Digital PPC program	\$ 1,600.00 \$ 850.00 \$ 850.00	\$ 3,300.00	
omprehensive Digital				
cial Mirror Ads	Mirroring Social Post	\$ 1,500.00 \$ 1,500.00	\$ 3,000.00	200
ottages & Garden				
stapartnership	Post and Stories takeover	\$ 1,950.00	\$ 1,950.00	64
ountry Life				
ountry Life	International Property Listing	\$ 400.00	\$ 400.00	
ite Traveler				
ite Online Real Estate Showcase	Online Real Estate Showcase	\$2,500	\$ 2,500.00	100
ob Hill Gazette				
ob Hill Gazette San Francisco, Peninsula and Silicon Valley	OTM On the Market E-Newsletter	\$ 500.00 \$ 500.00	\$ 1,000.00	13
mesEdition				
Newsletter Featured Listing	E-Newsletter	\$ 1,500.00	\$ 1,500.00	19
ixury Estate				
ixury Estate	Showcase Listing + Elite Listing Packages - 1 month	\$ 1,100.00	\$ 1,100.00	
cean Home				
icebook/Instagram Ad	Facebook/Instagram Ad	\$ 1,400.00	\$ 1,400.00	4
obbreport.com				
obbreport.com	Featured Listing Carousel - 1 Property	\$ 1,350.00	\$ 1,350.00	6
obbreport.com	Luxury Property Listings - Manual 1 Listing	\$ 450.00	\$ 450.00	
'SJ.com				
ansion Global Homepage Hero	Shared Banner	\$ 650.00 \$ 650.00	\$ 1,300.00	328
operty Upgrades	10 Featured Property Upgrades	Bonus Bonus Bonus	\$ -	
rint				
ountry Life				
ountry Life	Spot	\$ 525.00	\$ 525.00	40
nancial Times	ap e e	+		-
nancial Times	Property Spot	\$ 750.00 \$ 750.00 \$ 750.00	\$ 2,250.00	631
ne Los Angeles Times		÷ 130.00 ÷ 130.00 ÷ 130.00	2,230.00	0.5.
ne Los Angeles Times	Takeover - Full Page	\$ 660.00 \$ 660.00	\$ 1,320.00	76
ne New York Times		÷ ••••••	÷ 1,520.00	70
ne New York Times	Property Spot - Weekday/Saturday	\$ 760.00	\$ 760.00	42
ne New York Times	Property Spot - Sunday	\$ 760.00	\$ 760.00	38
ne New York Times Takeover	Full Page w/ Digital promotion	\$ 750.00 \$ 750.00 \$ 750.00	\$ 2,250.00	49
ivate Air Luxury Homes	· · · · · · · · · · · · · · · · · · ·		-,	
	Full Page (includes social media & E-Newsletter)	\$ 1,925.00	\$ 1,925.00	65
ivate Air Luxury Homes		,		0.
ivate Air Luxury Homes		\$ 795.00 \$ 795.00 \$ 795.00	\$ 2,385.00	1,93
ivate Air Luxury Homes <b>te Wall Street Journal</b> te Wall Street Journal - National	Property Spot w/ Digital Featured Property Upgrade	\$ /95.00 \$ /95.00 \$ /95.00	÷ 2,565.00	1,55
ne Wall Street Journal	Property Spot w/ Digital Featured Property Upgrade	00.551 ¢ 00.551 ¢ 00.551 ¢	\$ 35.725.00	5,90