

ADVERTISING BRANDING MARKETING

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

SKYAD.COM

155 Lakeview Drive 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 155 Lakeview Drive

SKY Advertising is excited to present to Aspen Snowmass Sotheby's International Realty® a curated, multi-media marketing selection of offerings to bring ultra-high net worth buyer awareness to 155 Lakeview 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 Basalt, Colorado.

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

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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

SOTHEBY'S BESPOKE EMAIL

- Every Week
- 52x/Year
- Custom content
- 35% open rate
- 500,000+ recipients

PRICE: \$2,500/DEPLOYMENT



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



More From Sotheby's

Digital Offerings



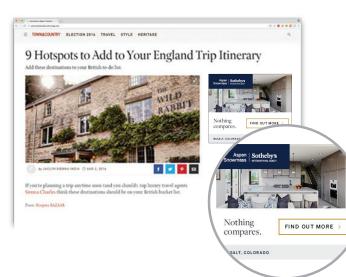
Impressions Campaign

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: 155 Lakeview Drive
- Flight Dates: April 2024 June 2024
- Impressions: 1,500,000
- Clicks through to the website of your choice.

250K Impressions per month:	\$1,195
500K Impressions per month:	\$1,625
1 Million Impressions per month:	\$2,450
Three Month Minimum	



Minimum 3 month commitment

Impressions Program Targeting Sites

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

GEO TARGETING

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



FOX BUSINESS

REUTERS

THE WALL STREET JOURNAL.

Bloomberg Markets





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.

FIND OUT MORE









FIND OUT MORE >

BASALT. COLORADO



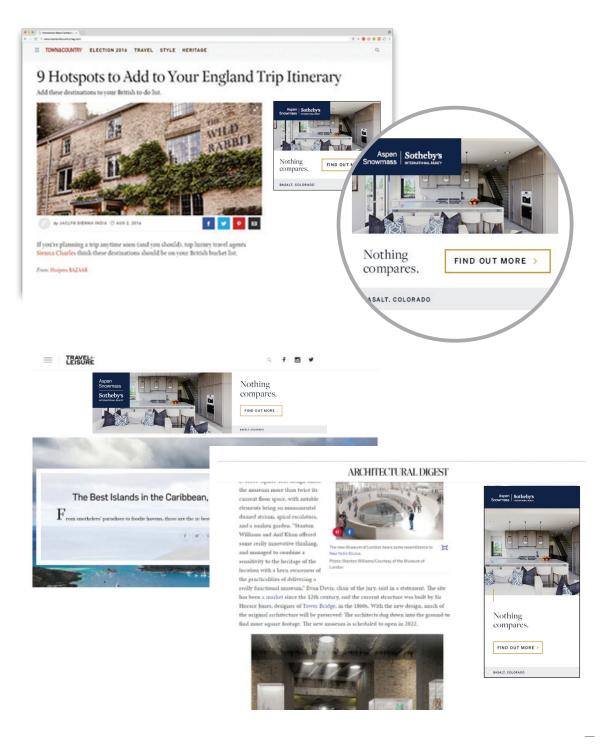
Nothing compares.

FIND OUT MORE >

BASALT. COLORADO

DIGITAL

Sample Banners For Impressions Programs As They Appear On Sites

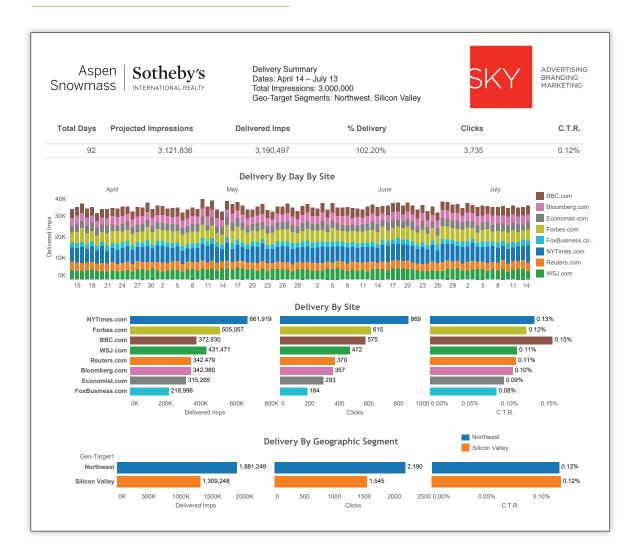


Comprehensive Reporting For Your Customized Campaign

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



Impressions Scheduling

After researching, we have put together an integrated program that targets a high-net-worth audience across Dallas, Houston, Ft. Worth, Minneapolis, Los Angeles, and San Francisco.

The program, with a projected start date of April 1st will run for three months and deliver an estimated 1,500,000 impressions.

This will include:

• A site-specific segment of premium news and business/ finance focused websites and (e.g. WSJ.com, FoxBusiness. com, Bloomberg.com, etc.)

 A custom intent segment, that will allow us to show banners to adults who are actively searching for Rocky Mountain area real estate and living within our target feeder markets.

• A behavioral segment that will allow us to show banners to ski enthusiasts living in the target markets.

• A behavioral segment that will allow us to show banners to outdoor enthusiasts living in the target markets.

SITE SPECIFIC

This segment consists of premium global business/finance websites such as WSJ.com, Bloomberg.com and more to extend the overall reach of the program.

BEHAVIORAL TARGETING

MEASUREMENT

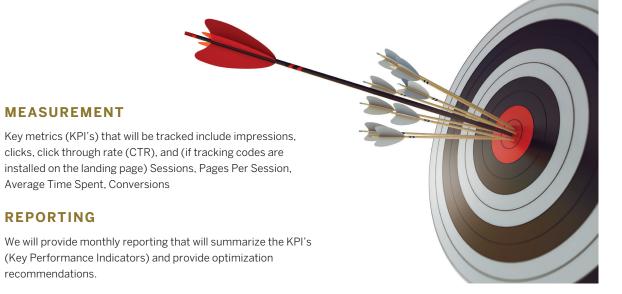
REPORTING

recommendations.

Average Time Spent, Conversions

We can target people on behavior first based on their online behavior (sites visited, content consumed and search activity). Since this segment targets behavior first, the banners could end up showing on any site across the web.

To ensure that the banners are seen in a premium environment, we have created a "whitelist" of sites. Ads will only show to people who have met our targeting criteria (behavior, income, and geo-target) on one of these sites. The site list includes top news, business, finance, sports, politics, and tech sites.



Impressions Scheduling

		Aspen SIR Snowmass 01 Lakeview Drive April May June													
Media	Geo-Target	1	8	15	22	29	5	12	19	26	5	12	19	26	Impressions
Bloomberg.com															
Forbes.com															
WSJ.com	Dallas, Houston, Ft. Worth, Minneapolis, Los Angeles, San														350,00
Reuters.com	Francisco														550,0
CNBC.com															
FoxBusiness.com															
Behavioral - Ski Enthusiasts	Dallas, Houston, Ft. Worth, Minneapolis, Los Angeles, San Francisco														275,00
Behavioral - Outdoor	Dallas, Houston, Ft. Worth, Minneapolis, Los Angeles, San Francisco														400,00
Custom Intent -Rocky Mountains Real Estate	Dallas, Houston, Ft. Worth, Minneapolis, Los Angeles, San Francisco														475,00

Smart Solutions Eblast

Our team of email experts make your message stand out from your competition with compelling subject lines, engaging copy, powerful images, and strategic deployment scheduling. Our campaigns are 100% responsive, meaning your message is optimized for all devices and email platforms in order to expand your reach and foster engagement with customers.

TARGETING

Use high-quality data to reach new customers

DELIVERABILITY

Make it to more customer's inboxes every time.

AUDIENCE

- Select High Income Zip Codes
- Net Worth > \$13 Million
- Household Income > \$500K
- 20,000 Total Emails

CUSTOM EBLAST AND REMINDER EMAIL: \$2,295

Sotheby's

Explore the latest luxury properties in the Bay Area Among these buying opportunities: breathtaking opulence with floor-to-ceiling windows, and a vineyard paradise with panoramic views. Schedule a private tour today.





The Epitome of Luxury Bay Living 44529 Vista Grande Court, Fremont, CA

\$8,998,000

The home you have been waiting for. Embrace the opulence of this 9,931 square foot enclave as you experience unmatched, breathtaking views of the entire Bay Area with floor-loceling windows. Built with very executive amenity you could possibly need, this custom-built masterpiece spares no details.

View Property





Tuscan Vineyard Oasis in Mission Hills 44989 Vista Del Sol. Fremont. CA

\$7,998,000

Your very own custom casis awaits in the highly desirable Mission Hills. Enjoy 8,132 aquare feet of extensive luxurious living space on 2.7 acres of paradise, including 2 acres of lowly Caberror livingards, perfect for any wine connoisseur. Nearly every room in this magnificent home offers outstanding panoramic views of city lights, bay bridges, and the beautiful Mission Hills.

View Property



Realtor Venture Sotheby's Interr 43513 Mission Boulevar Fremont, CA 94539 (415) 385-6442 jsabeh@gmail.com

View Website

ph Sabeh Jr

Thank you for being part of our mailing list. You can use <u>this link</u> to stop receiving our emails. Alternatively, mail your request to PO Box 34628, Seattle, WA 98124-1628

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).







CUSTOM REAL ESTATE ARTICLE.

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

- Promotion of the Custom Article on Dwell.com Homepage through a promo tile.
- Promotion in a Dwell.com Enewsletter.
- Promotion on the Dwell Facebook.

PRICE: \$6,000

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



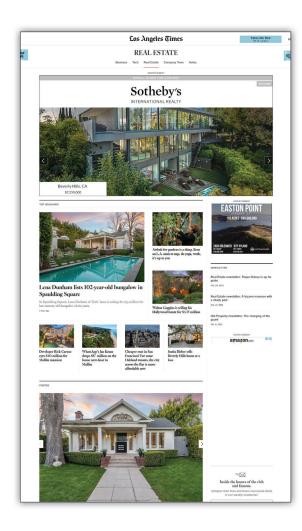
LA Times

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



The Wall Street Journal Online (WSJ.com)

FEATURED PROPERTY UPGRADES

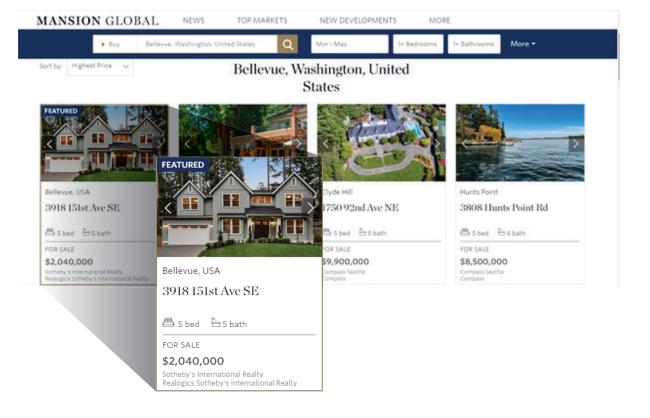
WSJ.com and Mansion Global Featured Property Upgrades place your listings at the top of the search results pages in the town where the property is located. The property you wish to feature comes directly from your brand's WSJ.com feed and click-throughs go to the website of your choice.

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





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





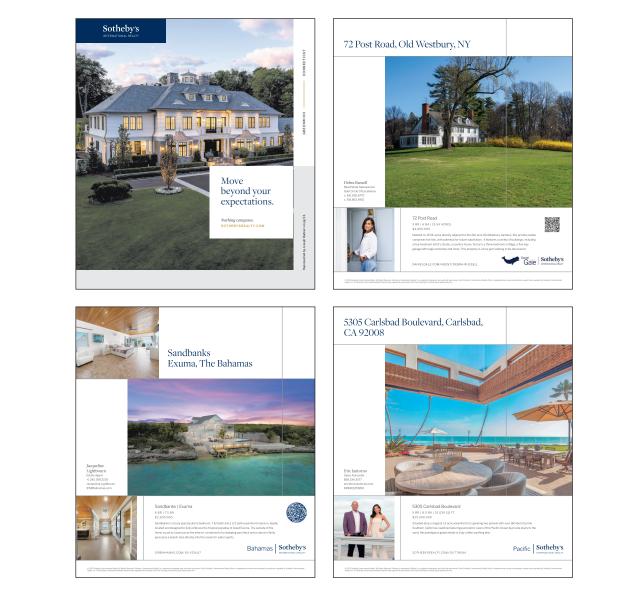
The New York Times Takeover

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

PRICE: \$750 FULL PAGE, COLOR

Includes Digital promotion and Digital Flipbook

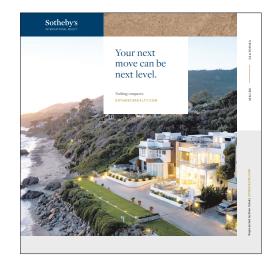


Los Angeles Times Takeover

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







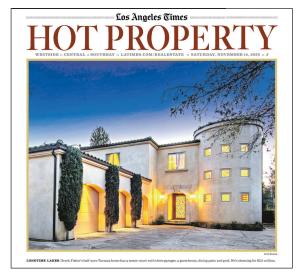


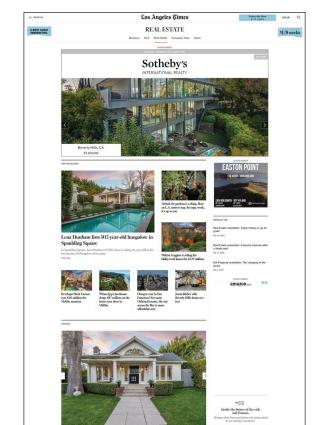
Los Angeles Times Hot Property And Digital Lighthouse

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/SPOT

Full color with 30 day Lighthouse Placement

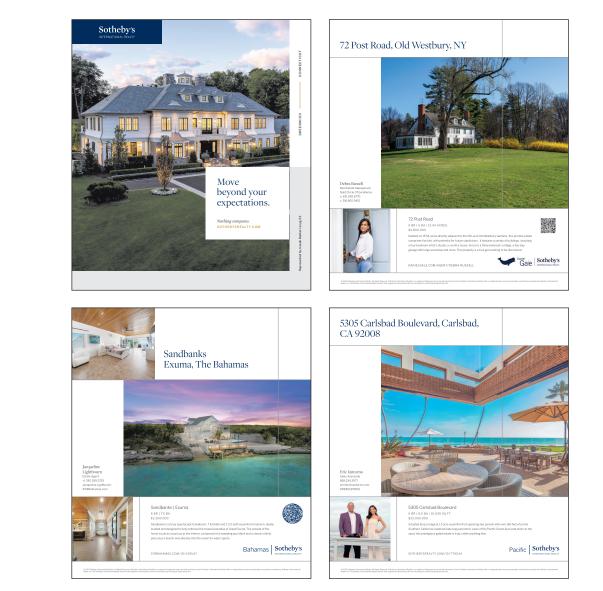
24

skyad.com

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 W/ DIGITAL PROMOTION: \$725



Schedule, Pricing & Reach



Proposed Schedule, Pricing & Reach 2024

Media	Ad Description	April	May	Ju	ine	July	M	edia Total	Circulation
Sotheby's Auction House: Print									
Sotheby's Magazine	Quarter Page					\$ 910.00) \$	910.00	20,0
Sotheby's Auction House: Digital									
Sotheby's Bespoke Email		\$ 2,500.0	0				\$	2,500.00	500,0
Digital									
Million Impressions*									
Million Impressions	Digtal Banner Program		\$	1,625.00 \$	1,625.00	\$ 1,625.00) \$	4,875.00	1,500,0
Million Impressions	Targeting - Dallas, Houston, Ft. Worth, Minneapolis, LA and SF								
Smart Solutions Eblast									
Smart Solutions Eblast	Custom Email		\$ 3	2,295.00			\$	2,295.00	20,0
Dwell.com									
Real Estate Package	Custom Article with Homepage and eNewsletter promo		\$ (6,000.00			\$	6,000.00	110,0
Nob Hill Gazette									
Nob Hill Gazette San Francisco, Peninsula and Silicon Valley	OTM On the Market eNewsletter	\$ 500.0	0				\$	500.00	6,5
LA Times									
Lighthouse Fixed Position - Hot Property Page	Lighthouse Fixed Position - Hot Property Page	\$ 325.0	0 Bonu	IS			\$	325.00	850,0
WSJ.com									
Property upgrades	Property upgrades	Bonus	Bonu	IS			\$	-	
Print									
The Wall Street Journal									
The Wall Street Journal - National	Property Spot w/Digital Featured Property Upgrade	\$ 795.0	0\$	795.00			\$	1,590.00	1,572,5
The New York Times									
The New York Times Takeover	Full page w/ Enewsletter promotion	\$ 750.0	0\$	750.00			\$	1,500.00	336,0
The Los Angeles Times									
The Los Angeles Times	Hot Property - listing + digital lighthouse		\$	425.00			\$	425.00	220,73
The Los Angeles Times									
The Los Angeles Times	Hot Property - listing + digital lighthouse	\$ 660.0	0	\$	660.00		\$	1,320.00	441,5
San Francisco/Silicon Valley Takeover									
San Francisco/Silicon Valley Takeover	October Takeover - distributed with NY Times					\$ 750.00	\$	750.00	220,7
TOTAL							Ś	20,920.00	5,135,8