

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

SKYAD.COM

### North Pass Ranch Advertising and Marketing Program



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ADVERTISING BRANDING MARKETING

### National & Global Exposure North Pass Ranch

SKY Advertising is excited to present to Big Sky Sotheby's International Realty® a curated, multi-media marketing selection of offerings to bring ultra-high net worth buyer awareness to North Pass Ranch.

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 Bozeman. MT.

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

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

Global



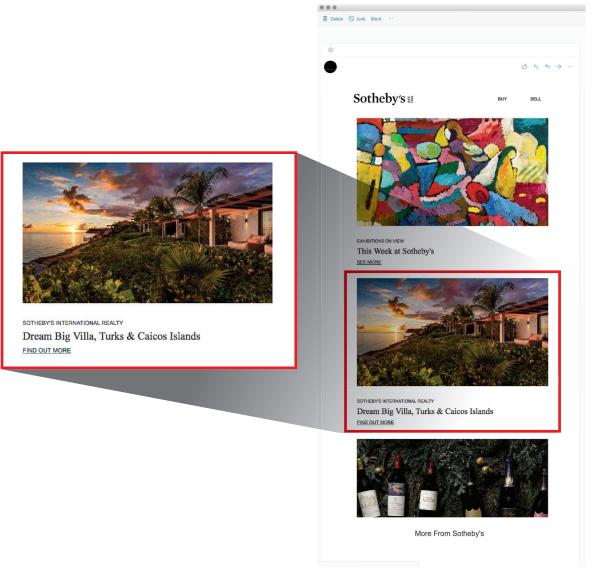




### SOTHEBY'S BESPOKE EMAIL

- Every Week
- 52x/Year
- Custom content
- 35% open rate
- 550,000+ recipients

PRICE: \$2,500/DEPLOYMENT



Digital Offerings



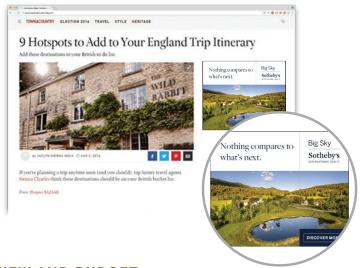
### Impressions Campaign

### 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: North Pass Ranch
- Flight Dates: April 2024 June 2024
- Impressions: 1,500,000
- · Clicks through to the website of your choice.

100K Impressions per two week: \$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. 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** 

Nothing compares to what's next.



Big Sky | Sotheby's

DISCOVER MORE



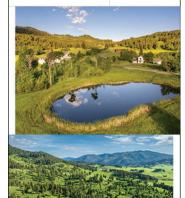


Nothing compares to what's next.

DISCOVER MORE



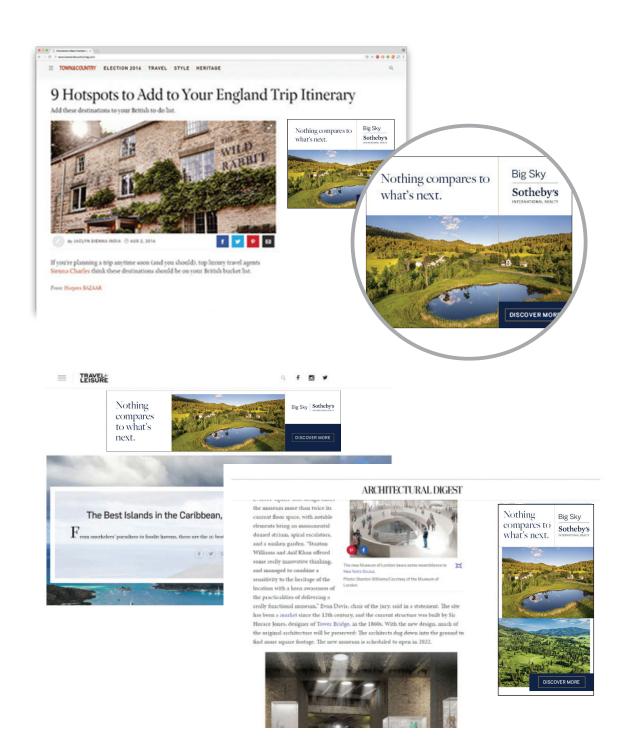




DISCOVER MORE



Sample
Banners For
Impressions
Programs As
They Appear
On Sites

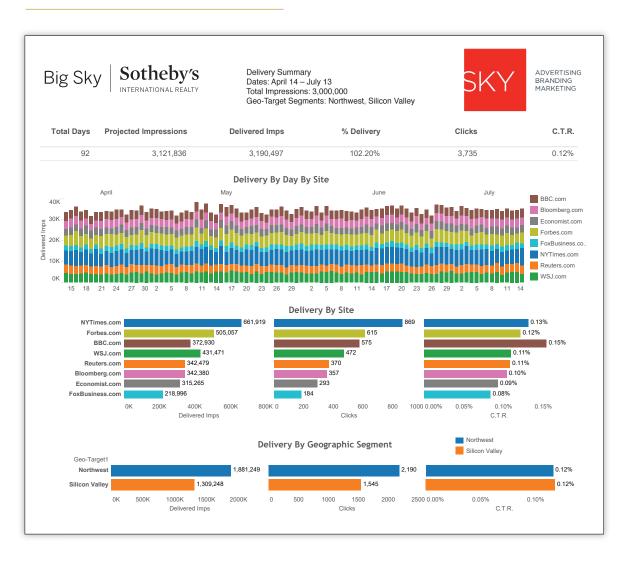


# Comprehensive Reporting For Your Customized Campaign

After the launch, we give you complete and comprehensive reporting for the duration of your campaign. We can also give 30 day reports for you to evaluate the effectiveness of your targeting and to adjust it.

- We project the number of impressions (number of times the ad appears on each site) during your campaign.
- The number of impressions are broken down by number and site for the duration of the campaign.
- The delivery by site is broken down into delivered impressions, clicks, and click-through rate. This allows you to see on what sites your ads are performing well and where there needs to be improvement. With this information we are able to adjust the campaign for maximum effectiveness.

### **IMPRESSIONS PROGRAM SAMPLE REPORT**



### 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.



### YouTube Video Pre-Roll Ads



#### 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.

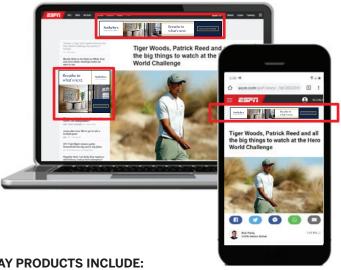
PRICE: FROM \$1,500/MONTH

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.





#### **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

\$750 CAMPAIGN SET UP STARTING AT \$850/MONTH



### Google AdWords

### **CLIENT DASHBOARD**

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



### **SIR Big Sky**

Google Ads Impressions 85,229

Google Ads Clicks

Google Ads CTR
1.09%

Google Ads Phone Calls

9

Average Cost-Per-Click

\$1.52

1.14%

Google Ads Interaction R...

Clicks				930
150				
100	٨		$\wedge$	
50	M	$\nearrow$		<u> </u>
0 2 Oct	9 Oct	16 Oct	23 Oct	30 Oct



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

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

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

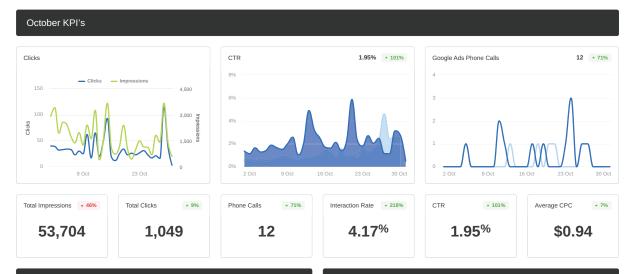
### Google AdWords

### **MONTHLY REPORTING**

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



### **SIR Big Sky**



#### Cities and Regions

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

### Keywords

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

# 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

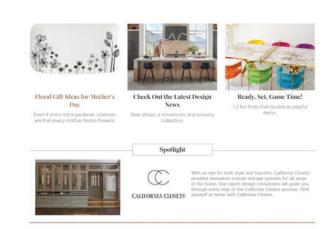
### **SPOTLIGHT + PROPERTY OF NOTE**

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

### **DAILY DEEDS**

E-NEWSLETTER SENT 4X PER WEEK: \$3,000 FOR TWO WEEKS; \$5,000 PER MONTH





#### **INSTAPARTNERSHIP**

POST AND STORIES TAKEOVER: \$1,950/30 DAYS

### Crain's New York Business

Crain's New York Business is the trusted voice of the New York business community – connecting businesses across the five boroughs by providing analysis and opinion on how to navigate New York's complex business and political landscape.

### CRAINS HAS AN INFLUENTIAL AUDIENCE OF DECISIONMAKERS

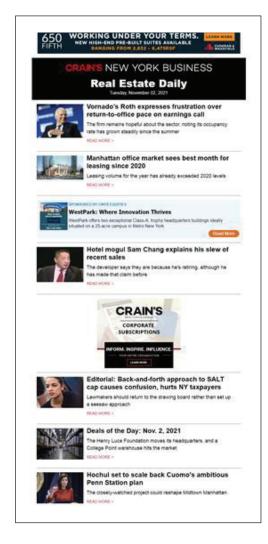
- 78% are Top Management Professionals
- 60% are C-Suite Level Executives
- 41% serve on a Corporate or Non-Profit Board
- 87% influence Capital Expenditures, Leasing, or Purchasing

#### **REAL ESTATE DAILY E-NEWSLETTER**

• Subscribers: 15,000

- · Average Open Rate: 42%
- 33% SOV + 25K ROS display impressions
- Featured Placement Property Listing

PRICE: \$3,150/WEEK (MON-FRI, 5 SENDS)





### 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 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



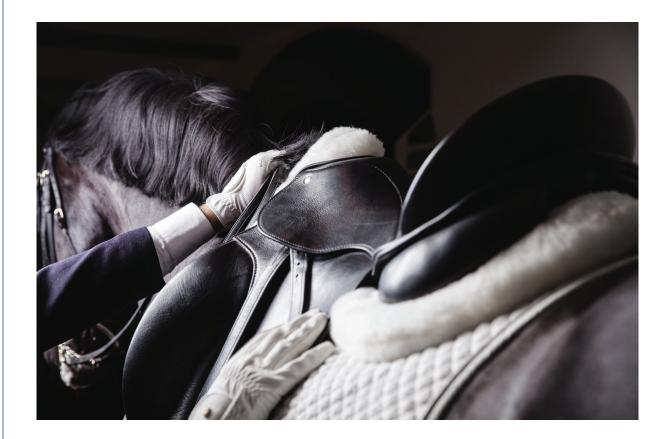
### EQ Living

Equestrian Living is tailored to the lifestyle led by their readers. They enjoy a shared pride in their homes, farms, and ranches—and of course their revered horses. They spend generously on travel, vacation homes, jewelry, automobiles, high-end fashion, and other luxury items. In its inaugural year EQ was recognized nationally when a panel of 26 judges at American Horse Publications selected it as the Overall Best Equestrian Magazine in America.

### **SOCIAL POST**

Instagram, Facebook, Pinterest and Twitter Posts.

PRICE: \$800/DEPLOYMENT



# Sponsored e-Blasts

### EQUESTRIAN LIVING EXCLUSIVE SPONSORED E-BLASTS

Reach highly qualified Equestrians and Equestrian enthusiasts. Enables advertiser to tell their story, exclusively and can include videos, and slideshows. Advertiser provides the content.

• Reach: 33,000

\$1,500 OR \$1,175 WITH PRINT PURCHASE







### Featured Property

### EQUESTRIAN LIVING REAL ESTATE ONLINE FEATURED PROPERTY

- Highlighted in the real estate. section of the homepage
- Highlighted in the real estate. landing-page
- Listing appears in the slide at the top of the real estate page
- Listing appears as a picture block on real estate page which links to Full page of advertorial including a video or slideshow tour of the property with contact information and a direct link to the realtor
- One Facebook posting for duration of listing -Facebook, Twitter, Instagram

PRICE: \$800/MONTH

3 Month minimun







### 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



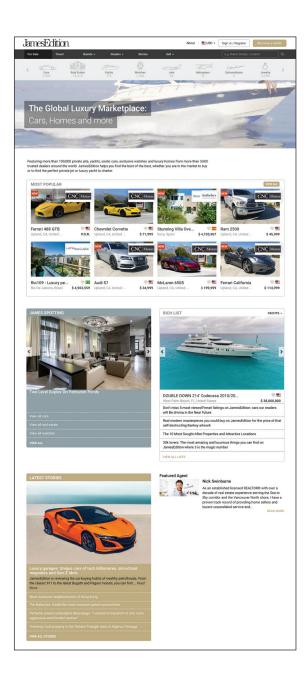
#### **E-NEWSLETTER**

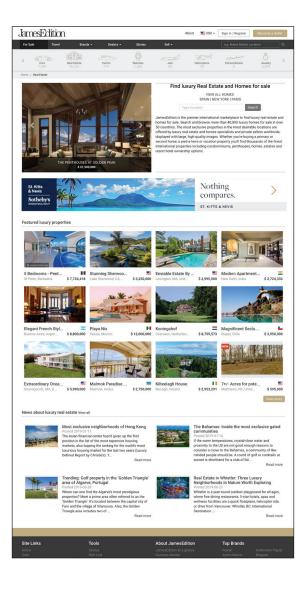
Founded in 2008, JamesEdition.com features the largest collection of luxury goods worldwide. The exquisite items curated by JamesEdition.com range from celebrity-owned luxury real estate to rare supercars. An affluent audience of 25,000 per day is browsing for the finest the globe has to offer.

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



### FEATURED ARTICLE AND E-NEWSLETTER PROMOTION

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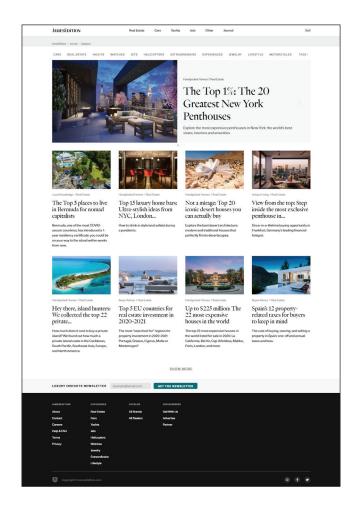
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A Featured Story is an article published on the website. Articles are evergreen content. The average time that viewers spend on an article page exceeds 2 minutes indicating that article views come from the most loyal and engaged users.

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**

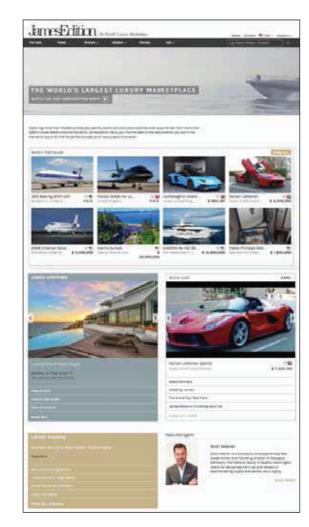
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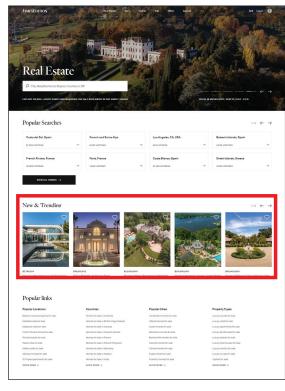
With more than 10 million monthly page views from around the world, JamesEdition.com is the quintessential marketplace for ultra-high net worth individuals With users evenly spread throughout the Americas, EMEA and Asia, JamesEdition.com is the only truly global site to market luxury.

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

HOME PAGE POSITION FEATURED SPOT: \$1,200

REAL ESTATE POSITION 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













#### **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

### JetSet

### 12 MONTH GLOBAL DIGITAL CAMPAIGN

#### **EMAIL**

Jetset Magazine offers access to over 50,000 opted-in subscribers for email marketing purposes. Luxury advertisers can instantly reach the ultra-wealthy through a banner insertion in the Jetset Magazine weekly newsletter that provides timely news about our readers' passions.

#### **Subscriber Profile**

- 70% Male
- 30% Female
- Average Age: 41
- Median HHI: 2.4 Million
- Monthly Page Views: 1 Million +
- Qualified Subscribers: 50,000 +
- Customized Tracking Provided

#### 12 month Web Feature

- 1 Million monthly page views
- 170K unique vistiors

PRICE \$2,500/YEAR



### Land.com

The Land.com Network is the largest online marketplace for discovering, buying and selling rural real estate.

#### **LANDS OF AMERICA**

Lands of America is the premier rural real estate site with farms, ranches, country homes, mountain property for sale and more.

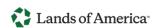
#### **LAND AND FARM**

A top-tier rural property marketplace, Land And Farm receives more than 2 million visits and 16 million page views monthly.

#### **LAND WATCH**

LandWatch is an online leader in rural properties and land for sale, including home sites for vacation, recreation or investment.





**Land And Farm** 

LandWatch



### SIGNATURE LISTINGS

10Xs more Exposure

\$125/ONE LISTING \$330/3 LISTINGS \$1,200/12 LISTINGS

#### PLATINUM FEATURED PROPETY

PRICE: \$750/30 DAYS



### **DEDICATED EMAILS**

Create a custom message dedicated to your target customers that highlights your properties and business.

Drive demand and call the most-relevant prospects to action.

PRICE: \$1,500

### Land Report

The Land Report.com is the official Web site for The Land Report Magazine and serves as a daily guidebook for American landowners, featuring a database full of credible and relevant stories gathered daily from media outlets around the country. The daily headlines are a must-read for landowners who want to stay up-to-date on topics that matter most to them.

Net Worth: 89.3M

· Household Income: \$9.2M

#### **Top In-Bound Markets:**

Texas

Illinois

California

Georgia

Florida

North Carolina

Colorado

Pennsylvania

New York

· South Carolina

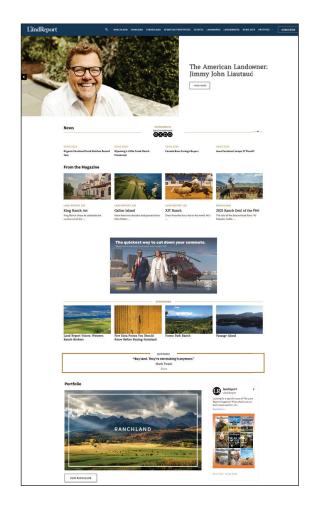
#### **FEATURED LISTING**

Maximize visibility for your top listings through the Featured Listing panel. This fully interactive digital ad is served to over 18,000 unique visitors per month in a prime, centralized location on the homepage. Featured Listings is the perfect venue to debut new listings, drone videos, or photo galleries.

PORTFOLIO LISTING \$1,300 SET UP FEE + \$1,250/MONTH

### **SOCIAL MEDIA POSTS**

BANNERS: \$1.450/POST



### **MONTHLY E-NEWSLETTER**

\$1.950/SEND

### **CUSTOM CONTENT**

\$1.300 SET UP FEE + \$1.250/MONTH

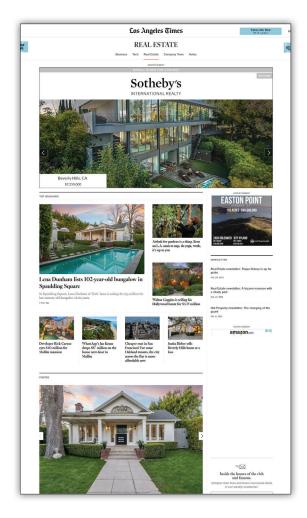
### LA Times

### 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



### LA Times

### **CUSTOM EMAIL**

A stand-alone email message sent to LA Times registered users on behalf of your brand.

Whether you're trying to reach homeowners, buyers or sellers, target them by geo, demo, behavior, lifestyle or purchase intent.

Audience: 30K

PRICE: \$1,750/DEPLOYMENT

### Los Angeles Times

## 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



## 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 SENDS (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.



## 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+

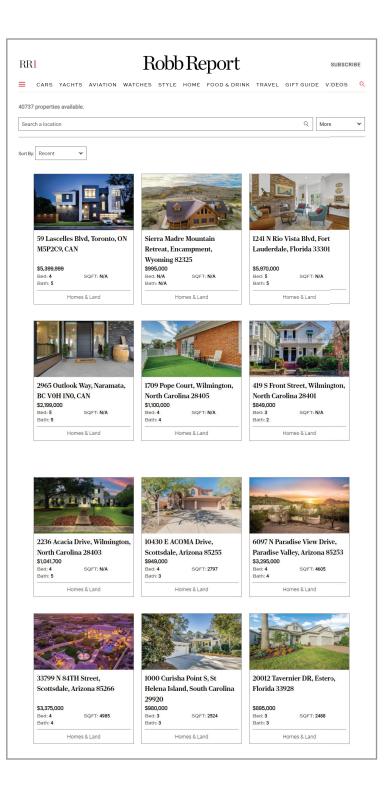
• Average Age: 43

• Male / Female Ratio: 77% / 23%

• Average HHI: \$548K

Average Household Net Worth: \$3.5M

MANUAL 1 LISTING: \$450/MONTH



#### FEATURED PROPERTY UPGRADES

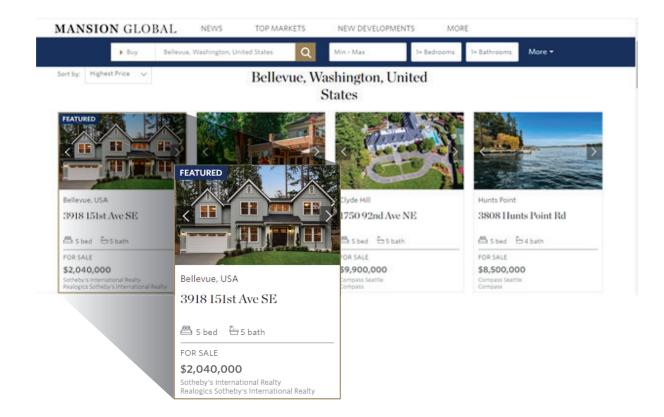
WSJ.com and Mansion Global Featured Property
Upgrades place your listings at the top of the search
results pages in the town where the property is located.
The property you wish to feature comes directly from
your brand's WSJ.com feed and click-throughs go to the
website of your choice.

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





### 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 with 5 properties





### MANSION GLOBAL NEW DEVELOPMENTS PROFILE PAGE

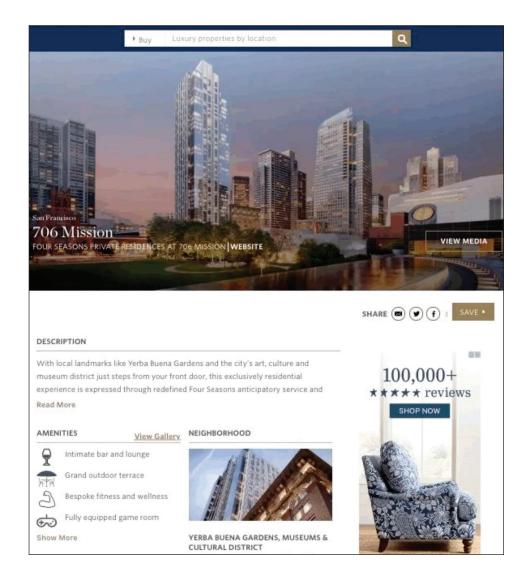
Showcase impressive new construction projects to an audience of engaged high-net-worth buyers.

### **INCLUDES**

- Fixed, always-on position within section
- · Full screen image slideshow
- · Prominent lead generation form
- Property highlights
- Neighborhood profile
- Available units (300x600 banner recommended)
- Video (optional)
- Amenities carousel (3-9 amenities with 1 image for each)
- Localized map
- Searchable within listings database

PRICE: \$1,000

3 Months minimum



### MANSION GLOBAL DAILY (M-F) ENEWSLETTER

- 5 Drops Monday Friday
- 100% SOV
- 17,000 Opt in subscribers

PRICE: \$3.680



### @MANSIONGLOBAL INSTAGRAM

Leverage Mansion Global's growing Instagram presence with native Instagram posts that showcase their properties to an active, in-market social media audience.

• Followers: 76.2K

PRICE: \$1,775



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.

\$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

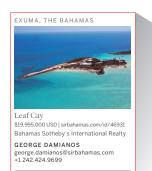
Male / Female ratio: 62.2% / 37.8%Average household income: \$381,464

• Median age: 45.2

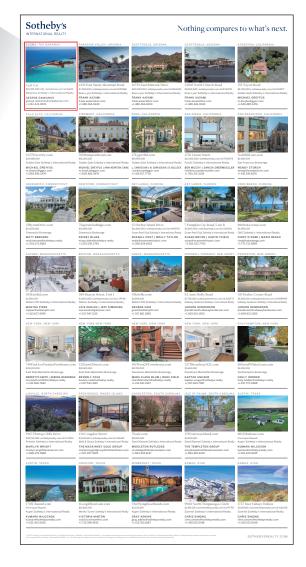
• Over one half have liquid assets valued at \$1 million+

• 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.

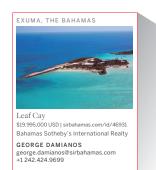
Circulation: 403,748Sunday: 972,774

• Male / Female ratio: 51% / 49%

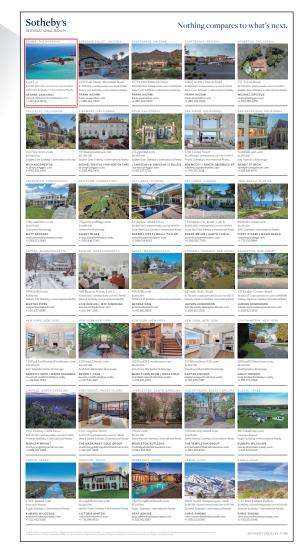
Median HHI: \$193,586Average HHI: \$359,826

• Median 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

\$750 FULL PAGE \$1,150 INSIDE FRONT COVER \$1,150 INSIDE BACK COVER \$1,500 BACK COVER

**Includes Digital promotion and Digital Flipbook** 









### Dwell

### **MODERN MARKET**

Dwell is the marketplace to living with good design. A trusted authority for 20 years, connecting consumers and design professionals with inspiration, products, and the tools they need to achieve their goals. Published six times a year, each issue of Dwell Magazine includes exclusive stories on the most innovative leaders in architecture and design, presenting modern homes that encapsulate the concept of good design

Circulation: 200,000Total Reach: 778,000

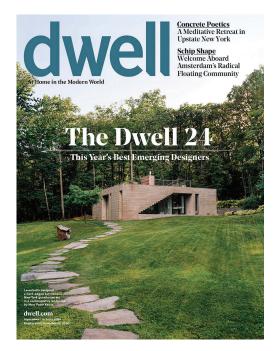
• Female / Male Ratio: 60% / 40%

Median Age: 44.4Median HHI: \$130,000

Source: Google Analytics, Quantcast, and Sprout

Social 2019

PRICE: STARTING AT \$1,800





### 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

LUXURY HOMES FEATURE: STARTING AT \$4,500





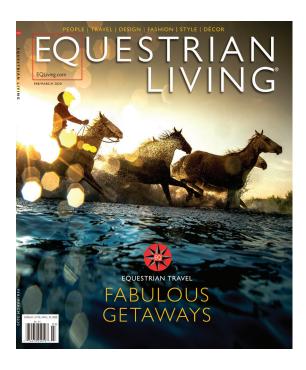
# Equestrian Living

Throughout history, the equestrian lifestyle has woven its way through our culture. From the magnificence of vast western ranches to elegant English hunt-country estates, horses are an integral element of modern fashion, style, and decor. Equestrian Living magazine encompasses the absolute best of these timeless traditions. Our readers are an affl uent group of very diverse people who have one thing in common —their love of the majestic horse. EQ Living delights them with luxurious features and breathtaking photography displayed within a beautiful, award-winning format.

- Circulation: **35,000**
- **98%** look to EQ for Ranch/Farm/Home architectural design
- 95% look to EQ for Real Estate
- · Average net worth of over \$6 million
- Average HHI: \$335K

HALF PAGE: \$1,300 FULL PAGEL \$2,075





## 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

QUADRUPLE PROPERTY SPOT: \$3,000

PROPERTY SPOT: \$750

Global







# The Land Report

The Land Report magazine provides nationwide news, information and insight into 40,000 of America's most affluent current and potential home buyers & landowners. The Land Report profiles passionate landowners, high net-worth home & estate owners, identifies unique home-buying and land investment opportunities, explains ways to improve and conserve land, provides legislation updates, and highlights outdoor gear and equipment.

• Distribution: 40,000+ Print & Digital

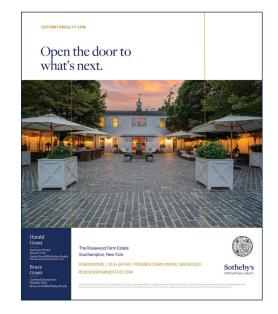
Average HHI: \$9.2MAverage NW: \$89.3M

• Gender Skew: 82% Male, 18% Female

FULL PAGE: \$4,900







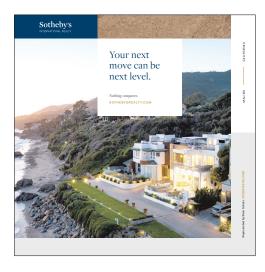


## Los Angeles Times Takeover

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

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







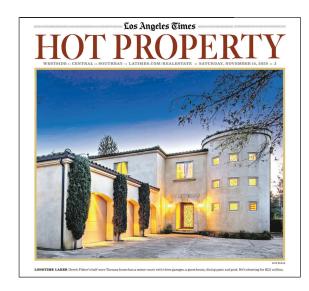


# Los Angeles Times Hot Property And Digital Lighthouse

### 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.

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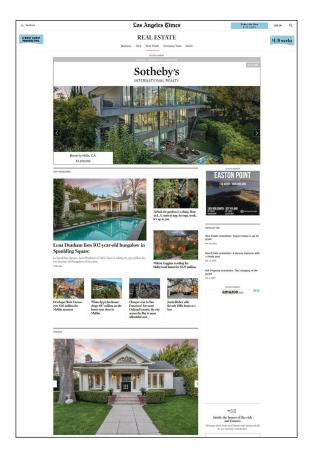
### LA TIMES DIGITAL LIGHTHOUSE

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

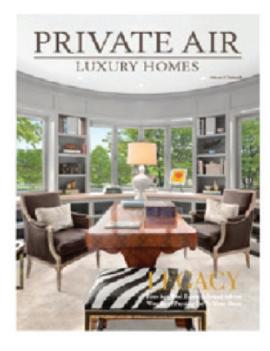
Full color with 30 day Lighthouse Placement



# 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

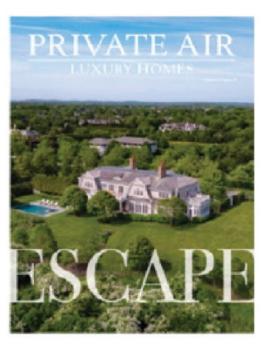
Readers encompass professional athletes, A-list celebrities, Fortune 500 executives, politicians, and entrepreneurs

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



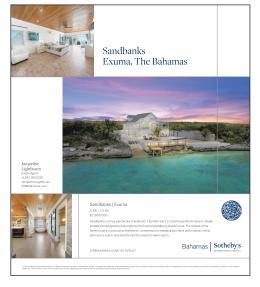
# San Francisco & Silicon Valley Takeover

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

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









Schedule, Pricing & Reach



# Proposed Schedule, Pricing & Reach 2024

Media	Ad Description	April	May	June	July	August	Med	dia Total	Reach
Sotheby's Auction House: Print									
Sotheby's Magazine	Half Page Fall					\$ 1,820.00	\$	1,820.00	20,0
Sotheby's Auction House: Digital									
Sotheby's Bespoke Emails	Email	\$ 2,500.00	)	\$ 2,500.00			\$	5,000.00	1,100,0
Digital									
Million Impressions*									
Million Impressions	Digital Banner Program	\$ 1,625.00	\$ 1,625.00	\$ 1,625.00			\$	4,875.00	1,500,0
Million Impressions	Targeting - New york, California, Texas								
Google Adwords									
Google Adwords	Digital PPC program	\$ 2,000.00	\$ 1,250.00	\$ 1,250.00	\$ 1,250.00		\$	5,750.00	
Comprehensive Digital									
Social Mirror Ads	Mirroring Social Post	\$ 1,500.00	\$ 1,500.00	\$ 1,500.00			Ś	4,500.00	300,0
Display	Digital Banner Program	\$ 1,500.00	\$ 1,500.00	\$ 1,500.00			\$	4,500.00	450,0
OTT & Video Pre-roll Combo	Internet Connected Device ads		\$ 1,500.00				Ś	4,500.00	150,0
Cottages & Garden		. ,	. ,	. ,				,	
Instapartnership	Post and Stories takeover		\$ 1,950.00				\$	1,950.00	64,3
Spotlight + Property of Note	Rotating Gallery	\$ 2,950.00	)				Ś	2,950.00	
Daily Deeds	E-Newsletter sent 4X per week	ŷ 2,550.00	\$ 5,000.00				\$	5,000.00	60,0
Crain's New York Business	E Herraletter serie IV per freek		\$ 5,000.00				,	3,000.00	00,
Crain's New York Business	Daily E-Newsletter M-F	\$ 3,150.00	)				\$	3,150.00	15,0
Dwell.com	bully a reconstitution of the second of the	ŷ 5,150.00					Ÿ	3,130.00	13,
Real Estate Package	Custom Article with promo on Homepage, in E-Newsletter & 1X on FB		\$ 6,000.00				Ś	6,000,00	1.750.0
Elite Traveler	custom ratale man promo on nomepage, are neminetted a 1x on to		\$ 0,000.00				,	0,000.00	2,730,
Elite Online Real Estate Showcase	Online Real Estate Showcase			\$2,500			\$	2,500.00	100,0
EQ Living	Offilitie Real Estate Showcase			\$2,500			٠	2,300.00	100,0
EQ Living Sponsored E-blast	Exclusive Sponsored E-blasts	\$ 1,175.00	1				Ś	1,175.00	39,0
EQ Living Real Estate Online	Featured Property	\$ 800.00		\$ 800.00			Ś	2,400.00	33,0
Social Post	Instagram, Facebook, Pinterest and Twitter	\$ 800.00					\$	2,400.00	3,000,0
Nob Hill Gazette	ilistagrani, racebook, Pinterest and Twitter	\$ 600.00	3 800.00	\$ 800.00			Ş	2,400.00	3,000,0
Nob Hill Gazette  Nob Hill Gazette San Francisco, Peninsula and Silicon Valley	OTM On the Market E-Newsletter	\$ 500.00	\$ 500.00	\$ 500.00			\$	1.500.00	19,5
JamesEdition	O I M On the Market E-Newsletter	\$ 500.00	5 500.00	\$ 500.00			Ş	1,500.00	19,:
	Featured Banner	ć 4.000.00					,	1 600 00	750
Real Estate Rotating Gallery		\$ 1,600.00	,	4 4 200 00			\$	1,600.00	750,0
New & Trending Home Page Position	Featured Spot			\$ 1,200.00			\$	1,200.00	750,0
Featured Article and E-Newsletter promotion	Newsletter Top & Journal Article		\$ 5,500.00				\$	5,500.00	292,0
E-Newsletter Featured Listing	E-Newsletter				\$ 1,500.00		\$	1,500.00	192,0
Social Media	Listing Feature	\$ 1,800.00	)				\$	1,800.00	148,0
JetSet Magazine									
JetSet Magazine	Annual Global Campaign			\$2,500			\$	2,500.00	2,140,0
LA Times									
Lighthouse Fixed Position - Hot Property Page	Lighthouse Fixed Position - Hot Property Page	\$ 325.00	Bonus	\$ 325.00	\$ 325.00		\$	975.00	1,275,0
Custom Email	Custom Email		\$ 1,750.00				\$	1,750.00	30,0
Land.com									
Dedicated Emails - targeted*	Dedicated Emails - targeted*	\$ 1,500.00	)				\$	1,500.00	5,0
Platinum Listings		\$ 750.00	\$ 750.00	\$ 750.00			\$	2,250.00	
Signature Listings				\$1,200			\$	1,200.00	

# Proposed Schedule, Pricing & Reach 2024

Portfolio Listing	Featured Listing	\$ 2,350.00 \$ 1,250.00 \$ 1,250.00	\$ 4,850.00	
Social Media Posts	Banners		\$ 1,450.00	60,00
E-Newsletter	Monthly E-Newsletter		\$ 1,950.00	27.00
Custom Content			\$ 4,850.00	,
Luxury Estate		, -, , -, , -,	,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	
Luxury Estate	Showcase Listing + Elite Listing Packages - 3 months	\$3,250	\$ 3,250.00	
Robbreport.com	, , , , , , , , , , , , , , , , , , ,	1.,		
Robbreport.com	Featured Listing Carousel - 1 Property	\$ 1,350.00 \$ 1,350.00 \$ 1,350.00	\$ 4,050.00	18,00
Robbreport.com	Real Estate Newsletter - 3 Sends	\$ 3,750.00 \$ 3,750.00	\$ 7,500.00	120,00
Robbreport.com	Luxury Property Listings - Manual 1 Listing		\$ 1,350.00	
WSJ.com	, ., ., 0	, ,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	-,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	
Mansion Global Homepage Hero	Mansion Global Homepage Hero	\$ 2,650.00 \$ 2,650.00	\$ 5,300.00	328,00
Mansion Global New Development Profile	Profile page - 3 months minimum		\$ 1,000.00	
Mansion Global e-Newletter	Daily Monday-Friday		\$ 3,680.00	17.00
Property Upgrades	10 Featured Property Upgrades	Bonus Bonus Bonus	\$ -	***
Mansion Global Instagram	Mansion Global Instagram		\$ 1,775.00	76,20
Print				
Dwell				
Dwell	Modern Market	\$ 1,800.00	\$ 1,800.00	206,00
Elite Traveler				
Elite Traveler	Luxury Homes Feature	\$ 4,500.00	\$ 4,500.00	557,00
Equestrian Living				
Equestrian Living	Full Page	\$ 2,075.00	\$ 2,075.00	35,00
Financial Times				
Financial Times	Quadruple Property Spot		\$ 6,000.00	420,91
Financial Times	Property Spot	\$ 750.00	\$ 750.00	210,45
Land Report				
Land Report	Full Page	\$ 4,900.00 \$ 4,900.00	\$ 9,800.00	80,00
The Los Angeles Times				
The Los Angeles Times	Hot Property - listing + digital lighthouse	7 7	\$ 850.00	441,56
The Los Angeles Times	Takeover - Full Page	\$ 660.00 \$ 660.00 \$ 660.00	\$ 1,980.00	1,152,00
The New York Times				
The New York Times	Property Spot - Weekday/Saturday	\$ 760.00 \$ 760.00	\$ 1,520.00	846,22
The New York Times	Property Spot - Sunday	\$ 760.00 \$ 760.00	\$ 1,520.00	762,53
The New York Times Takeover	Full Page w/ Digital promotion	\$ 750.00 \$ 750.00 \$ 750.00	\$ 2,250.00	495,00
Private Air Luxury Homes				
Private Air Luxury Homes	Full Page (includes social media & E-Newsletter)	\$ 1,925.00	\$ 1,925.00	65,00
San Francisco & Silicon Valley Takeover				
San Francisco & Silicon Valley Takeover	Takeover - Full Page October	\$ 725.00	\$ 725.00	36,50
The Wall Street Journal				
The Wall Street Journal - National	Property Spot w/ Digital Featured Property Upgrade	\$ 3,180.00 \$ 3,180.00 \$ 3,180.00 \$ 1,590.00 \$ 1,590.00	\$ 12,720.00	3,222,12
The Wall Street Journal				
Mansion Global Experience Luxury	Weekend Property insert	\$ 980.00	\$ 980.00	100,00
TOTAL			\$ 172,145.00	23,426,30
*After 6 months the Impressions Program may be adju Pricing Subject to Change	isted after evaluation of budget and strategy			