

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

SKYAD.COM

2101 Edgemont Avenue Advertising and Marketing Program



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ADVERTISING BRANDING MARKETING

National & Global Exposure 2101 Edgemont Avenue

SKY Advertising is excited to present to Premier Sotheby's International Realty® a curated, multi-media marketing selection of offerings to bring high net worth buyer awareness to 2101 Edgemont Avenue.

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 Bristol, TN.

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 Magazine

SOTHEBY'S MAGAZINE

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

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

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







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: 2101 Edgemont Avenue

Flight Dates: Two WeeksImpressions: 100,000

· Clicks through to the website of your choice.

100K Impressions 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



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.



Premier Sotheby's

DISCOVER MORE

Premier Sotheby's



Nothing compares to what's next.

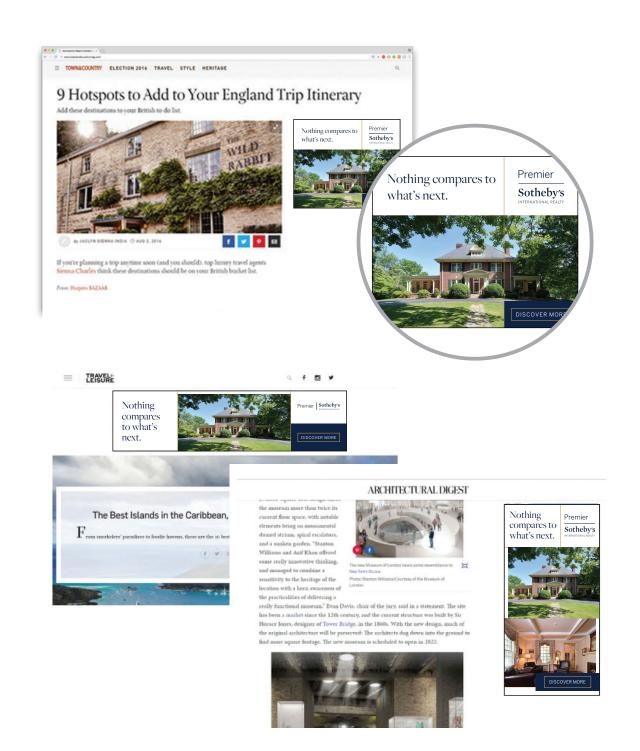
DISCOVER MORE







Sample
Banners For
Impressions
Programs As
They Appear
On Sites

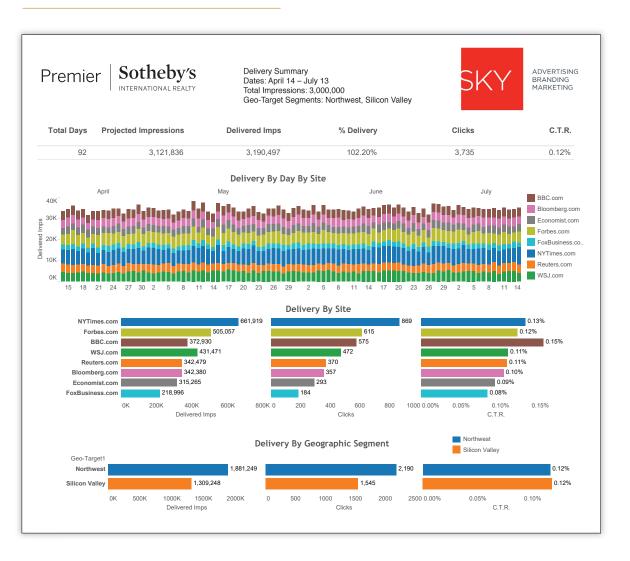


Comprehensive Reporting For Your Customized Campaign

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

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.

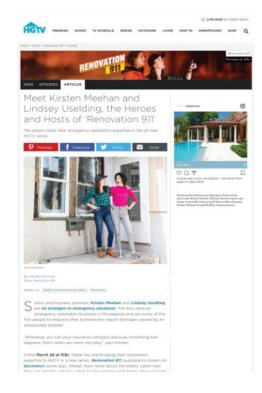
Social Mirror ads can be done with any organic or paid posts from your business account on these 8 social media platforms: Facebook, Instagram, Twitter, LinkedIn, TikTok, Pinterest, Snapchat, or YouTube.

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 WAIVED \$6,000/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 Premier

Google Ads Impressions 85,229

Google Ads Clicks

Google Ads CTR

Google Ads Phone Calls

9

Average Cost-Per-Click

\$1.52

1.14%

Google Ads Interaction R...

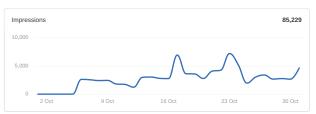
Clicks 930

150

100

50

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

IMPRESSIONS	CLICKS
498	27
425	19
388	16
25	13
167	9
120	8
69	5
64	5
32	5
41	5
29	4
38	4
23	4
	498 425 388 25 167 120 69 64 32 41 29 38

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

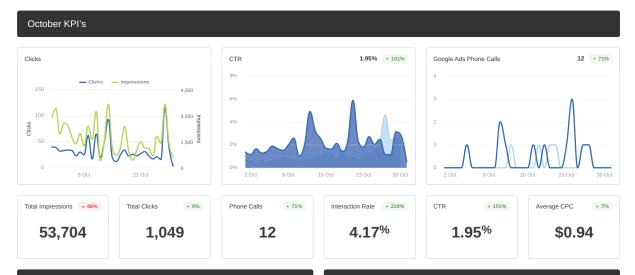
Google AdWords

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 Premier



Cities and Regions

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

Circa Old Houses

CIRCA's core mission is to connect real estate agents and homeowners selling old houses to people specifically looking to buy a property with history and character. From fixer-uppers to luxury estates, colonial architecture, to mid-century masterpieces – all homes of extraordinary quality built before 1971 are on their radar.CIRCA's audience trusts their expertise in showcasing only the most visually stunning historical homes currently on the market.

CIRCAOLDHOUSE.COM

Monthly page views: 2MInstagram: 386KFacebook: 105K

• YouTube: 44K

SOCIAL MEDIA MARKETING OPPORTUNITIES

@circahouses

• 90-day listing with Instagram Story.

PRICE: \$270/LISTING



jamesedition.com

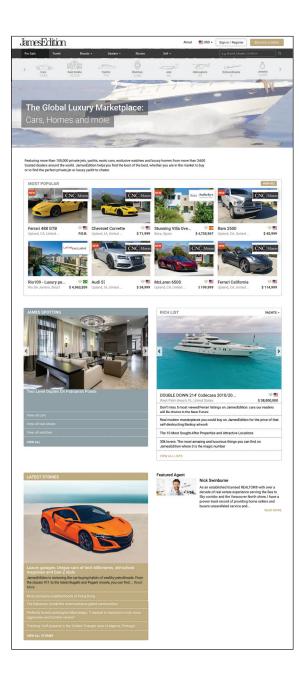
E-NEWSLETTER

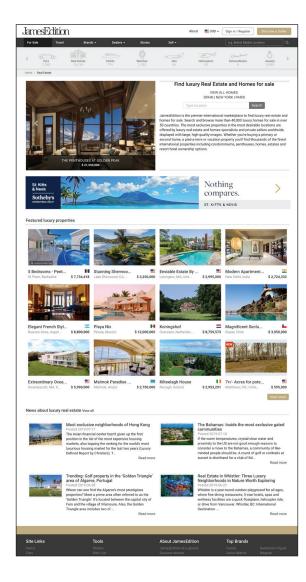
Founded in 2008, JamesEdition.com features the largest collection of luxury goods worldwide. The exquisite items curated by JamesEdition.com range from celebrity-owned luxury real estate to rare supercars. An affluent audience of 25,000 per day is browsing for the finest the globe has to offer.

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

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

LISTING FEATURE: \$1.500





jamesedition.com

NEW & TRENDING

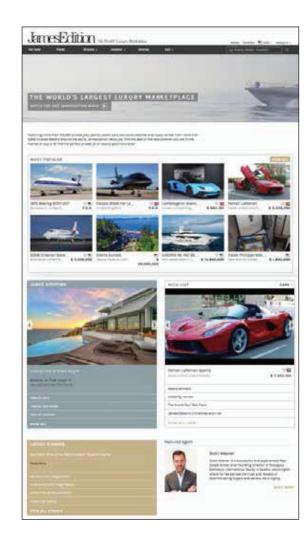
FEATURED LUXURY POSITION

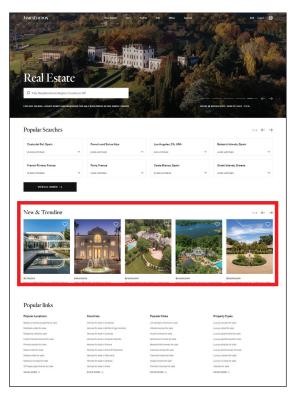
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REAL ESTATE POSITION FEATURED SPOT: \$1,000





jamesedition.com

SOCIAL MEDIA POST

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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

The Wall Street Journal Online (WSJ.com)

FEATURED PROPERTY UPGRADES

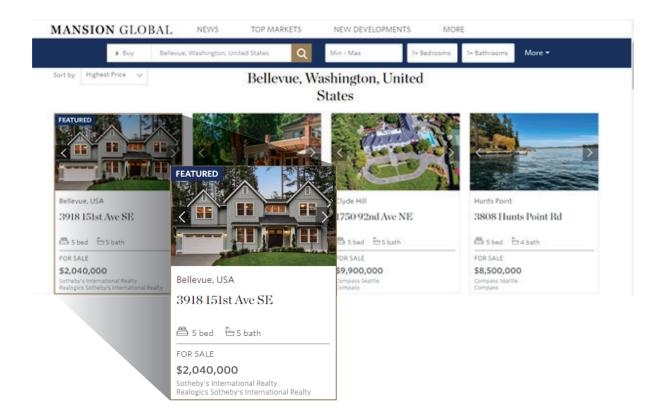
WSJ.com and Mansion Global Featured Property
Upgrades place your listings at the top of the search
results pages in the town where the property is located.
The property you wish to feature comes directly from
your brand's WSJ.com feed and click-throughs go to the
website of your choice.

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

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

Included with print placment





The Wall Street Journal Online (WSJ.com)

MANSION GLOBAL HOMEPAGE HERO

With 3,000,000 affluent unique visitors on Mansion Global, the Homepage Hero immediately entices readers as the first listing seen on the Mansion Global homepage. It provides premium, full-page visibility and the best opportunity for your listing to reach the most qualified buyer.

- **164,000** Unique Visitors
- 1.75% Click-Through Rate
- · 2.5% Share of Voice
- Can rotate up to 5 properties

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

SHARED BANNER: \$650/LISTING

Shared with 5 properties





Print Offerings



The Wall Street Journal

The Wall Street Journal represents credibility and influence and continues to be the leading environment for luxury real estate clients to connect with the world's most affluent home-buying audience. With new and exciting content alignment opportunities in "Mansion" WSJ's luxury real estate section, we are able to further strengthen our brand, expand visibility and deliver our message with more resounding results than ever before.

Circulation: 644,424
E-newspaper: 194,000
Readership: 4,234,000
Male / Female: 62% / 38%
Average HHI: \$404,217
Average age: 50

PROPERTY SPOT: \$795

Includes Bonus 30 Day Digital -Featured Property Upgrade





The Wall Street Journal

MANSION GLOBAL EXPERIENCE LUXURY

Mansion Global Experience Luxury gives agents and brokers a one-of-a-kind opportunity to showcase their exceptional properties to The Wall Street Journal's high net-worth subscribers within the most affluent zip codes and markets across the country.

- Distribution: **100,000** Wall Street Journal print subscribers of the Weekend Journal
- Top zip codes in: New York, Los Angeles, San Francisco, Chicago, Denver, Seattle, Phoenix, Boston, Dallas and Austin.

PRICE: \$980/FULL PAGE





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**

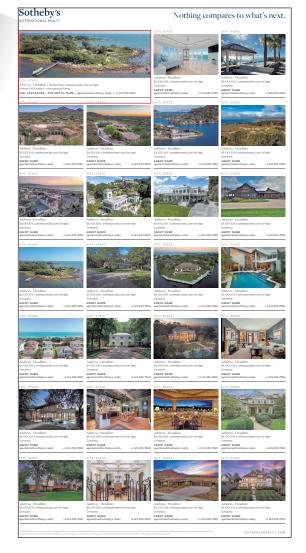
• Over one half have liquid assets valued at \$1 million+

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

PROPERTY SPOT, COLOR: \$760







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

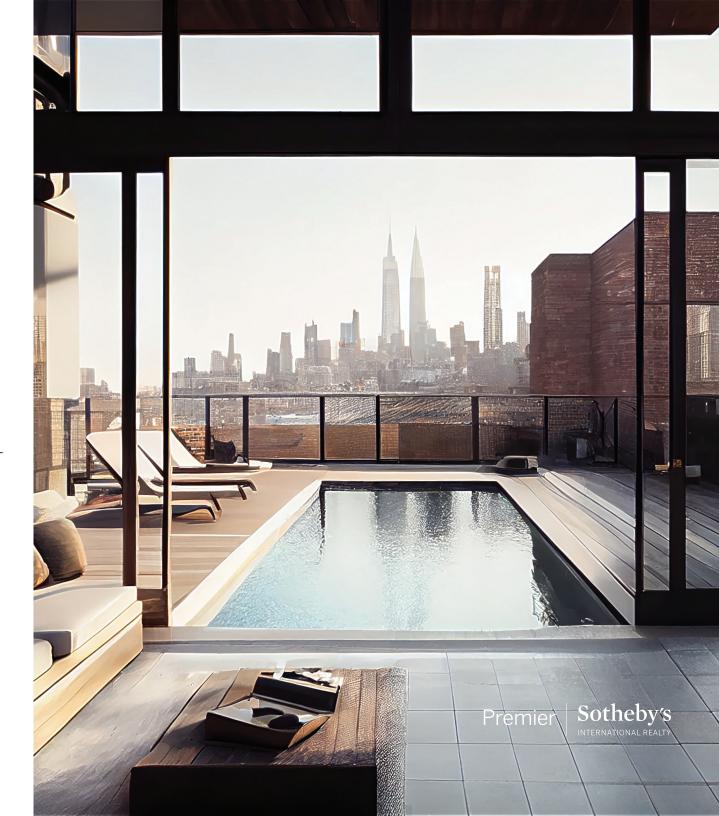
• Median age: 51

PROPERTY SPOT, COLOR: \$750





Schedule, Pricing & Reach



Proposed Schedule, Pricing & Reach 2024

Plan 1								
Media	Ad Description	May	June	July	August	September	Media Total	Reach
Sotheby's Auction House: Print								
Sotheby's Magazine	Quarter Page					\$ 910.00	\$ 910.00	20,00
Digital								
Million Impressions*								
Impressions Blast - Two week Campaign	Digital Banner Program - 100K Impression	\$ 900.00					\$ 900.00	100,00
Google Adwords								
Google Adwords	Digital PPC program	\$ 1,600.00	\$ 850.00	\$ 850.00			\$ 3,300.00)
Comprehensive Digital								
Social Mirror Ads	Mirroring Social Post	\$ 1,500.00	\$ 1,500.00				\$ 3,000.00	200,00
Circa Old Houses								
Circa Old Houses	Social Media Post	\$ 270.00					\$ 270.00)
JamesEdition								
New & Trending Real Estate Position	Featured Spot		\$ 1,000.00				\$ 1,000.00	750,00
E-Newsletter Featured Listing	E-Newsletter	\$ 1,500.00					\$ 1,500.00	192,00
Social Media	Listing Feature		\$ 800.00				\$ 800.00	
WSJ.com								
Mansion Global Homepage Hero	Shared Banner	\$ 650.00	\$ 650.00				\$ 1,300.00	328,00
Property Upgrades	10 Featured Property Upgrades	Bonus	Bonus				\$ -	
Print								
Financial Times								
Financial Times	Property Spot	\$ 750.00	\$ 750.00				\$ 1,500.00	420,91
The New York Times								
The New York Times	Property Spot - Weekday/Saturday	\$ 760.00					\$ 760.00	423,11
The Wall Street Journal								
The Wall Street Journal - National	Property Spot w/ Digital Featured Property Upgrade	\$ 795.00	\$ 795.00				\$ 1,590.00	1,288,84
The Wall Street Journal								
Mansion Global Experience Luxury	Weekend Property insert			\$ 980.00			\$ 980.00	100,00
TOTAL							\$ 17,810.00	3,970,8
*After 6 months the Impressions Program may be ad	liveted after evaluation of hudget and strategy						7 17,610.00	5,370,6
	gusteu arter evaluation or budget and strategy							
Pricing Subject to Change								

Proposed Schedule, Pricing & Reach 2024

Plan 2				
Media	Ad Description	May June July August Sep	tember Media Total	Reach
Digital				
Million Impressions*				
Impressions Blast - Two week Campaign	Digital Banner Program - 100K Impression	\$ 900.00	\$ 900.00	100
Google Adwords				
Google Adwords	Digital PPC program	\$ 1,600.00 \$ 850.00 \$ 850.00	\$ 3,300.00	
Circa Old Houses				
Circa Old Houses	Social Media Post	\$ 270.00	\$ 270.00	
JamesEdition				
New & Trending Real Estate Position	Featured Spot	\$ 1,000.00	\$ 1,000.00	750
WSJ.com				
Mansion Global Homepage Hero	Shared Banner	\$ 650.00 \$ 650.00	\$ 1,300.00	328
Property Upgrades	10 Featured Property Upgrades	Bonus Bonus	\$ -	
Print				
Financial Times				
Financial Times Financial Times	Property Spot	\$ 750.00	\$ 750.00	210,
	Property Spot	\$ 750.00	\$ 750.00	210,
Financial Times	Property Spot - Weekday/Saturday	\$ 750.00 \$ 760.00	\$ 750.00 \$ 760.00	210,
Financial Times The New York Times			·	
Financial Times The New York Times The New York Times			·	
Financial Times The New York Times The New York Times The Wall Street Journal	Property Spot - Weekday/Saturday	\$ 760.00 \$ 795.00 \$ 795.00	\$ 760.00	423
Financial Times The New York Times The New York Times The Wall Street Journal The Wall Street Journal - National	Property Spot - Weekday/Saturday	\$ 760.00	\$ 760.00	423
Financial Times The New York Times The New York Times The Wall Street Journal The Wall Street Journal - National The Wall Street Journal	Property Spot - Weekday/Saturday Property Spot w/ Digital Featured Property Upgrade	\$ 760.00 \$ 795.00 \$ 795.00	\$ 760.00 \$ 1,590.00	1,288
Financial Times The New York Times The New York Times The Wall Street Journal The Wall Street Journal - National The Wall Street Journal	Property Spot - Weekday/Saturday Property Spot w/ Digital Featured Property Upgrade	\$ 760.00 \$ 795.00 \$ 795.00	\$ 760.00 \$ 1,590.00	1,288
Financial Times The New York Times The New York Times The Wall Street Journal The Wall Street Journal - National The Wall Street Journal Mansion Global Experience Luxury	Property Spot - Weekday/Saturday Property Spot w/ Digital Featured Property Upgrade Weekend Property insert	\$ 760.00 \$ 795.00 \$ 795.00	\$ 760.00 \$ 1,590.00 \$ 980.00	1,288