

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

SKYAD.COM

# 1956 Pacific Advertising and Marketing Program



# Table of Contents

#### 3 INTRO

#### **4 SOTHEBY'S AUCTION HOUSE**

- 5 Sotheby's Magazine
- 6 Sotheby's Bespoke Email

#### 7 DIGITAL

- 8 Impressions Campaign
- 13 Geofencing Event and Location
- 14 Comprehensive Digital
- 15 Google AdWords
- 18 Dwell Real Estate
- 19 Elite Traveler
- 20 Nob Hill Gazette
- 21 JamesEdition.com
- 26 LA Times
- 27 Ocean Home
- 29 RobbReport.com
- 31 WSJ.com

#### 33 PRINT

- 34 The Wall Street Journal
- 36 The New York Times
- 38 Architectural Digest
- 39 Dwell
- 40 Financial Times
- 41 Los Angeles Times
- 43 Ocean Home Magazine
- 44 Private Air Luxury Homes Magazine
- 45 San Francisco & Silicon Valley Takeover

#### **46 SCHEDULE, PRICING & REACH**

47 2024



**ADVERTISING** BRANDING **MARKETING** 

# National & Global Exposure 1956 Pacific

SKY Advertising is excited to present to Cascade Hasson Sotheby's International Realty® a curated, multi-media marketing selection of offerings to bring ultra-high net worth buyer awareness to 1956 Pacific.

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 Cannon Beach, OR.

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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CHLOE STEELY

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: \$1,820 QUARTER PAGE: \$910

Global



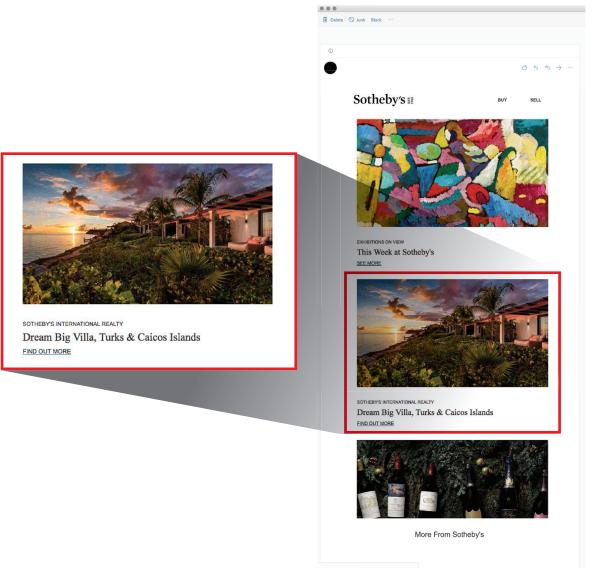




#### SOTHEBY'S BESPOKE EMAIL

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

PRICE: \$2,500/DEPLOYMENT



Digital Offerings



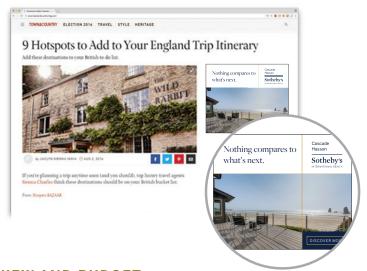
# Impressions Campaign

# 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: 1956 PacificFlight 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



TwoWeeks

# 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.



Cascade | Sotheby's | Hasson | International Realty

DISCOVER MORE





Nothing compares to what's next.

DISCOVER MORE

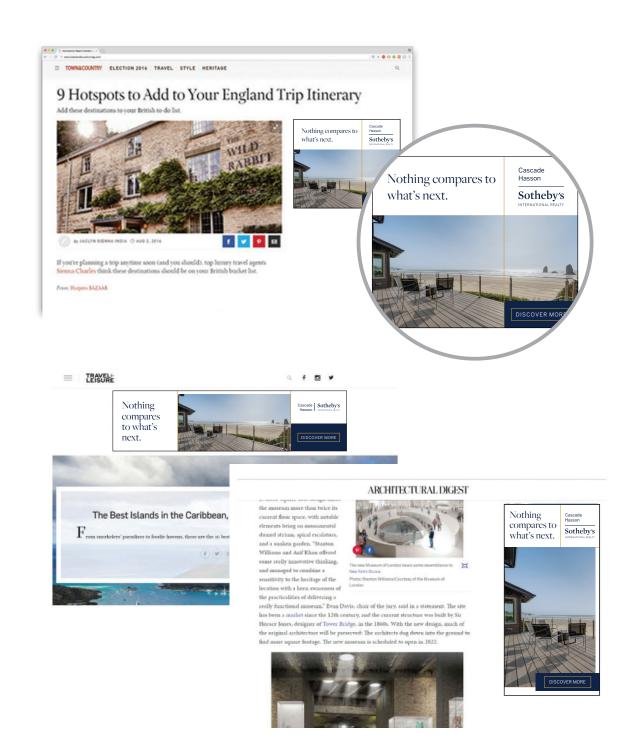








Sample
Banners For
Impressions
Programs As
They Appear
On Sites

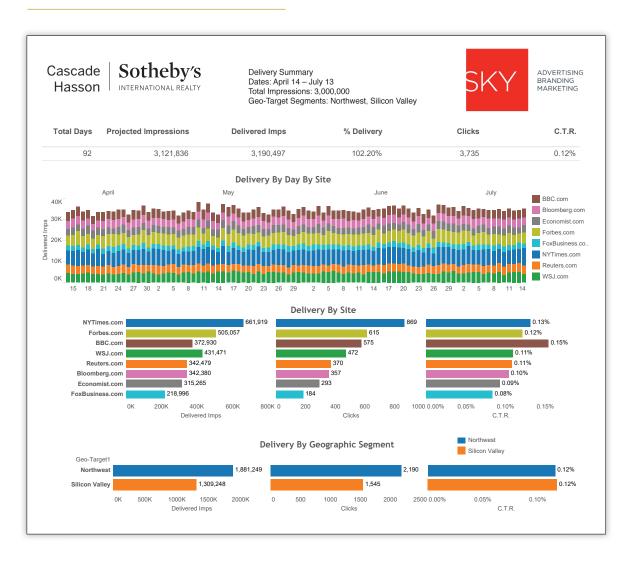


# Comprehensive Reporting For Your Customized Campaign

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.

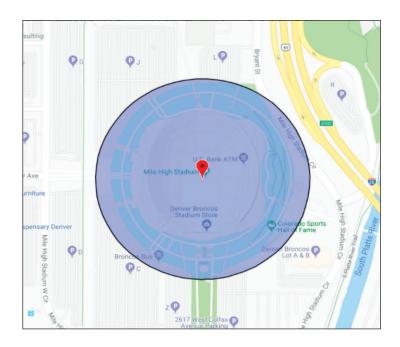
#### **IMPRESSIONS PROGRAM SAMPLE REPORT**



# Digital Event Targeting

#### GEOFENCE REACHES YOUR AUDIENCE ON THE MOVE

- **Event targeting** Target customers who attend specified events within a specific time frame.
- Custom audiences Target customers that are within or have recently visited a specific Geo-Fenced location.



### GEOFENCE SELECT LOCATIONS OR EVENTS AND THEN RETARGET THE AUDIENCE AFTER

#### TARGET SPECIFIC EVENTS AND LOCATIONS

- Investment: From \$1,500/month
- Monthly Impressions: 100,000/month

# 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.

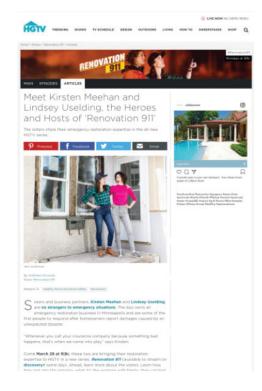
Social Mirror ads can be done with any organic or paid posts from your business account on these 8 social media platforms: Facebook, Instagram, Twitter, LinkedIn, TikTok, Pinterest, Snapchat, or YouTube.

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 Cascade Hasson**

Google Ads Impressions 85,229

Google Ads Clicks

Google Ads CTR

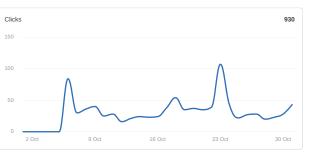
Google Ads Phone Calls

9

Average Cost-Per-Click

\$1.52

Google Ads Interaction R...





Showing 9 of 9 Rows				
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

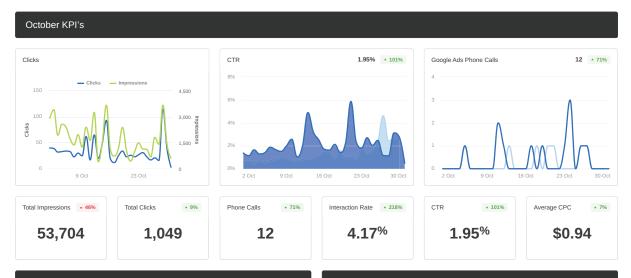
# Google AdWords

#### **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 Cascade Hasson**



#### 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

# 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

Half price with full page print purchase



# 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



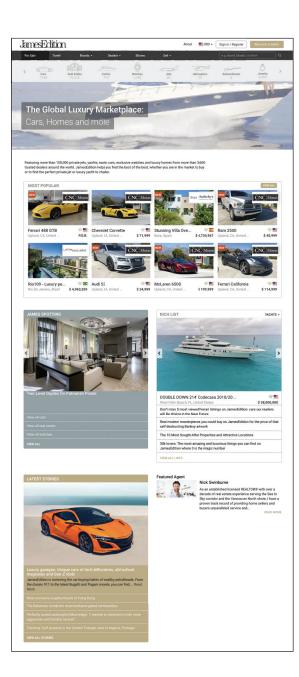
#### **E-NEWSLETTER**

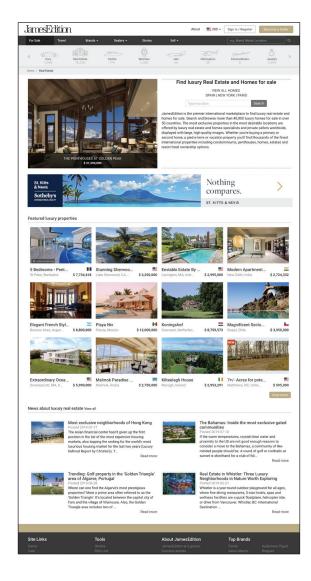
Founded in 2008, JamesEdition.com features the largest collection of luxury goods worldwide. The exquisite items curated by JamesEdition.com range from celebrity-owned luxury real estate to rare supercars. An affluent audience of 25,000 per day is browsing for the finest the globe has to offer.

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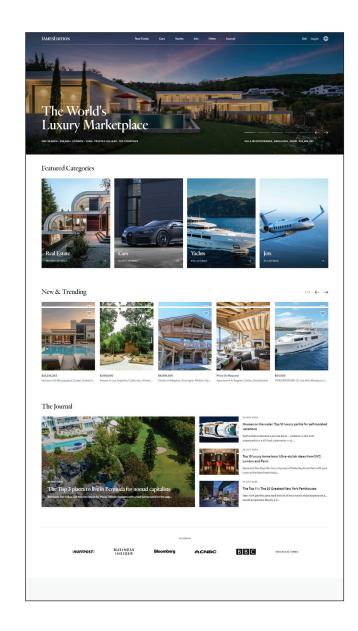
Showcase your office and properties and bring increased visibility to capture the attention of the UHNW in the James Edition rotating Gallery. The Rotating Gallery is a carousel of selected listings that automatically changes every 5 seconds on the Home Page and the Real Estate Page.

**HOME PAGE** 

**FEATURED BANNER: \$2.000** 

**REAL ESTATE PAGE** 

FEATURED BANNER: \$1,600



#### FEATURED ARTICLE AND E-NEWSLETTER PROMOTION

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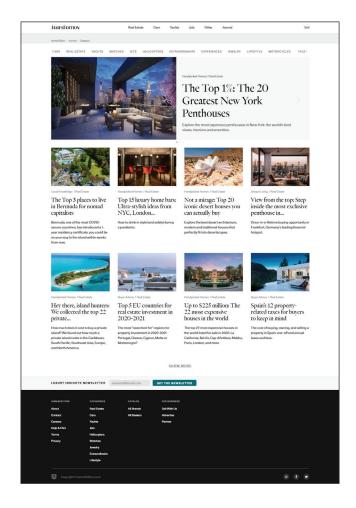
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A Featured Story is an article published on the website. Articles are evergreen content. The average time that viewers spend on an article page exceeds 2 minutes indicating that article views come from the most loyal and engaged users.

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**

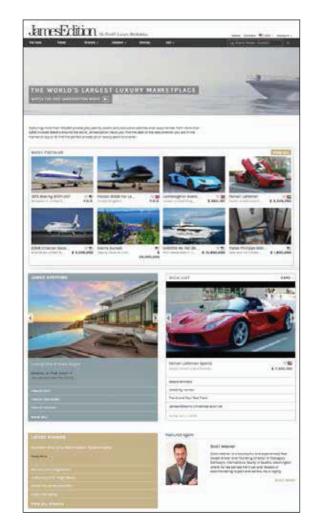
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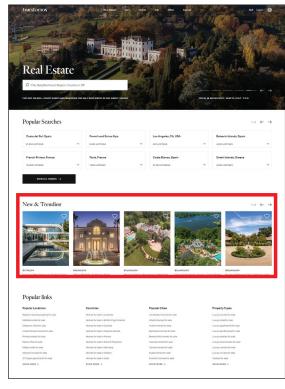
With more than 10 million monthly page views from around the world, JamesEdition.com is the quintessential marketplace for ultra-high net worth individuals With users evenly spread throughout the Americas, EMEA and Asia, JamesEdition.com is the only truly global site to market luxury.

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, James Edition.com features the largest collection of luxury goods worldwide.

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

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

Showcase your office and properties and bring increased visibility to capture the attention of the UHNW with a Social Post.

- Instagram 74.8K
- Facebook 31.3K













#### **PHOTO**

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

PHOTO: \$800

#### **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

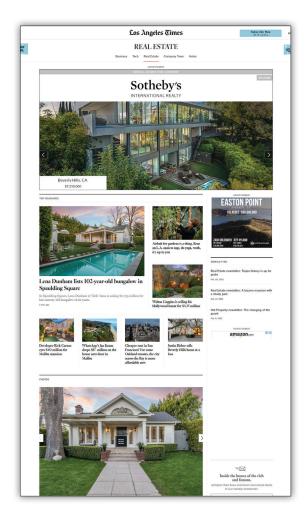
### LA Times

#### 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



### Ocean Home

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



#### **ENEWSLETTER**

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

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

- 22,000+ Opt-in subscribers
- 19% Open Rate
- 15% Click through rate

PRICE: STARTING AT \$750/MONTH



### Ocean Home

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

#### **EXCLUSIVE EMAIL**

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

PRICE: \$2,750/WEEK



#### **SOCIAL MEDIA POST**

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

• 60.000+ Followers.

INSTAGRAM: \$700 FACEBOOK: \$600 FACEBOOK/INSTAGRAM AD: \$1.400/MONTH



# 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

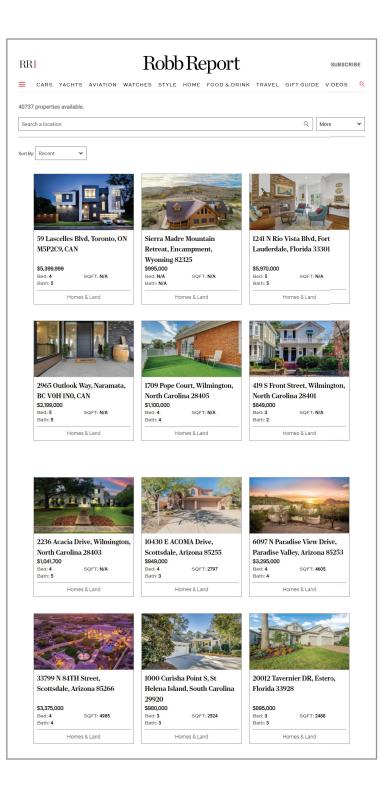
• Male / Female Ratio: 77% / 23%

• Average HHI: \$548K

• Average Household Net Worth: \$3.5M

MANUAL 1 LISTING: \$450/MONTH

MANUAL UP TO 10 LISTINGS: \$1,135/MONTH



# The Wall Street Journal Online (WSJ.com)

#### FEATURED PROPERTY UPGRADES

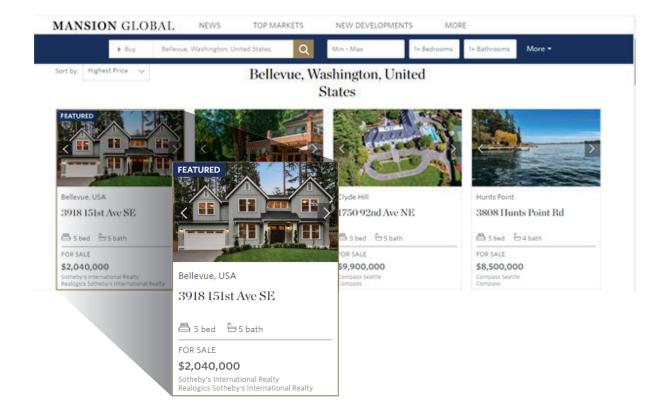
WSJ.com and Mansion Global Featured Property
Upgrades place your listings at the top of the search
results pages in the town where the property is located.
The property you wish to feature comes directly from
your brand's WSJ.com feed and click-throughs go to the
website of your choice.

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

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.

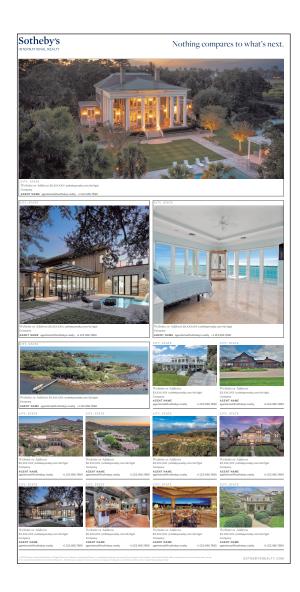
Circulation: 644,424
E-newspaper: 194,000
Readership: 4,234,000
Male / Female: 62% / 38%
Average HHI: \$404,217

• 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 TEMPLATE \$1,985/FULL PAGE CUSTOM 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** 

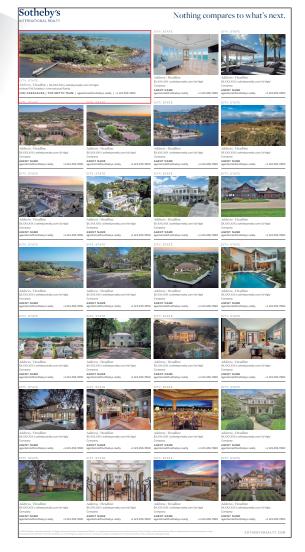
• Over one half have liquid assets valued at \$1 million+

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

PROPERTY SPOT, COLOR: \$760







### The New York Times Takeover

Promote your brand and properties in style with this 96 page tabloid insert devoted to Sotheby's International Realty and Delivered high-net worth zip codes.

Generous, full-page ad space on heavy, bright white paper ensures an elegant presentation and shelf life.

• Circulation: 160,000

• Distribution: NYC Metro Area

FULL PAGE, COLOR: \$750

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

**Includes Digital promotion and Digital Flipbook** 









### Architectural Digest

#### **INSPIRE AFFLUENT BUYERS**

With over 60 local and feeder market regions available with exclusive rates, you can reach these high-income, luxury buyers when they're inspired to buy.

Inspire the decisions and feed the fantasies of your potential buyers with a full-page, full-color ad in Architectural Digest.

#### **FULL PAGE, COLOR:**

• Circulation Per Region: up to 16,000

• Readership Per Region: up to 117,390

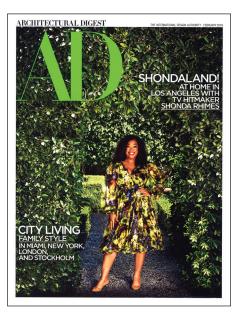
• Median Household Income: \$134,318

• Median Age: 54

• Male / Female: 46% / 54%

**FULL PAGE, COLOR** SEATTLE/TACOMA: \$2,340

PORTLAND: \$2,340









### 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

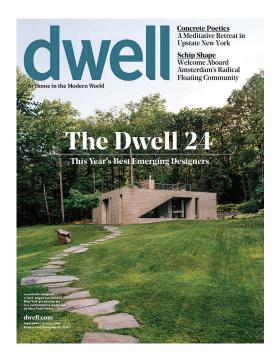
Source: Google Analytics, Quantcast, and Sprout

Social 2019

SMALL AD: \$1,800

MEDIUM VERTICAL AD: \$3,600 MEDIUM HORIZONTAL AD: \$4,200

LARGE AD: \$5,200





### 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

Global





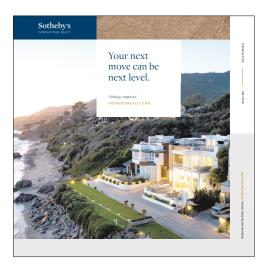
### Los Angeles Times Takeover

The Los Angeles Times takeover is an exclusive, full-color Sotheby's International Realty outsert that is placed on top of the Los Angeles times on select Saturdays to coincide with the weekly Hot Properties section.

- LA Times Saturday readers are over 3x more likely to own a home valued at \$2 million+ than the average adult in the market.
- 2.1MM of readers are affluent with a Median HHI of \$186K and 19% more likely to look for a new home in the next 12 months.
- 74% are business decision makers more likely to be CEOs, Presidents or VPs.
- 32% of readers are more likely to own a second home or real estate property.
- Full Page color ad using Sotheby's International Realty Design Vault template
- Western Los Angeles coverage
- Saturday Print Circulation: 56,000
- Saturday e-edition subscribers: 164,780

FULL PAGE: \$660

INSIDE FRONT COVER: \$1,500 INSIDE BACK COVER: \$1,500 BACK COVER: \$1,600







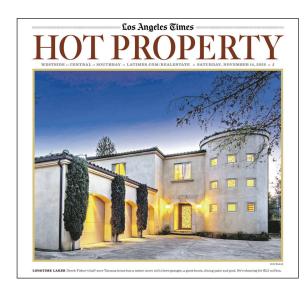


# Los Angeles Times Hot Property And Digital Lighthouse

#### 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



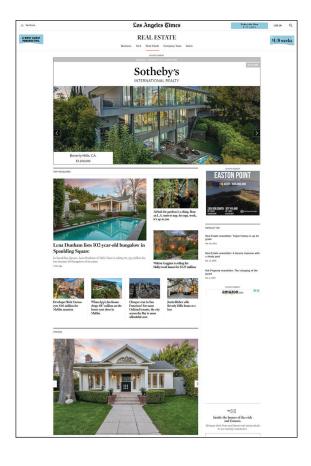
#### LA TIMES DIGITAL LIGHTHOUSE

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

Full color with 30 day Lighthouse Placement



### Ocean Home Magazine

#### THE LUXURY COASTAL LIFESTYLE PUBLICATION

Ocean Home is an award-winning coastal lifestyle magazine dedicated to inspiring and educating readers with in-depth articles on exclusive homes and designers, insightful, first-person reports on luxurious resorts and informative stories on must-have products and accessories.

Every issue of Ocean Home inspires and educates highly affluent readers about the world's most exceptional oceanfront architecture, interior design, exclusive resorts and luxury lifestyle.

- · High Net Worth Coastal Homeowners
- Luxury Hotels & Resorts
- · Private Jets & Luxury Aircraft

#### **Demographics**

Distribution: **50,000**Total Audience: **135,000** 

Geographic breakdown: United States coastal areas,

Canada, CaribbeanAverage age: 51

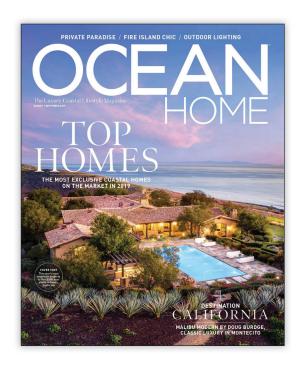
Male / Female: 49% / 51%
Average HHI: \$2,400,000
Net Worth: \$9,600,000

• Primary Residence value: \$4,900,000

**FULL PAGE: \$2,850** 

FULL PAGE E-NEWSLETTER SPOT: \$3,250







### Private Air Luxury Homes Magazine

Private Air Luxury Homes Magazine is published exclusively for the world's most discerning travelers. Distributed through Private Jet Terminals throughout the world, our readers include C-Level executives, royalty, heads of state, celebrities, captains of industry, and private aircraft owners; all of whom expect the highest standards of excellence.

The readers of Private Air Luxury Homes Magazine ore some of the world's wealthiest individuals. They come from all over the globe and typically hove a collection of homes, an extensive portfolio, a sophisticated interest in arts and culture, as well as a passion for luxury products and travel. This world#class publication caters to their wants with a unique perspective and a genuine grasp of what interests its reader - the world's most exclusive real estate, investments, fine art, and collectibles.





#### DISTRIBUTION

#### 65,000 private jet owners and guests

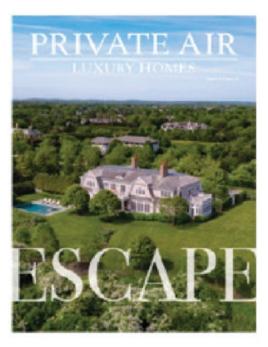
Readers encompass professional athletes, A-list celebrities, Fortune 500 executives, politicians, and entrepreneurs

**FULL PAGE: \$1.925** 

includes social media & E-Newsletter

FULL PAGE IN 3 ISSUES: \$1,550 includes social media, E-Newsletter & Exclusive Estate Showcase Editorials

FULL PAGE IN 6 ISSUES: \$1,450 includes social media & E-Newsletter & Exclusive Estate Showcase Editorials



### 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 OCTOBER: \$725 INSIDE FRONT COVER: \$1,125 INSIDE BACK COVER: \$1,125 BACK COVER: \$1,475









Schedule, Pricing & Reach



Plan 1				
Media	Ad Description	May June July August September October	Media Total	Reac
Sotheby's Auction House: Print				
Sotheby's Magazine	Quarter Page	\$ 910.00	\$ 910.00	
Sotheby's Auction House: Digital				
Sotheby's Bespoke Emails		\$ 2,500.00	\$ 2,500.00	5
Digital				
Million Impressions*				
Impressions Blast - Two week Campaign	Digital Banner Program - 100K Impression	\$ 900.00	\$ 900.00	1
Google Adwords	Digital Ballici Frogram 2004 impression	ŷ 360.60	ŷ 300.00	
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 \$ 1,500.00	\$ 4,500.00	3
Geofencing - Event and Location		+ -/ + -/ + -/	+ 1,500.00	
Mobile Conquesting	Target specific events and locations	\$ 1,500.00	\$ 1,500.00	1
Dwell.com		, ,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	, ,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	
Real Estate Package	Custom Article with promo on Homepage, in E-Newsletter & 1X on FB	\$ 6,000,00	\$ 6,000.00	1,7
Elite Traveler				
Elite Online Real Estate Showcase	Online Real Estate Showcase	\$2,500	\$ 2,500.00	1
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	
JamesEdition				
Real Estate Rotating Gallery	Featured Banner	\$ 1,600.00	\$ 1,600.00	7
New & Trending Real Estate Position	Featured Spot	\$ 1,000.00	\$ 1,000.00	7
E-Newsletter Featured Listing	E-Newsletter	\$ 1,500.00	\$ 1,500.00	1
Social Media	Listing Feature	\$ 1,000.00	\$ 1,000.00	1
LA Times				
Lighthouse Fixed Position - Hot Property Page	Lighthouse Fixed Position - Hot Property Page	Bonus	\$ -	4
Ocean Home				
Custom E-Mail	Custom E-Mail	\$ 2,750.00	\$ 2,750.00	
Facebook/Instagram Ad	Facebook/Instagram Ad	\$ 1,400.00	\$ 1,400.00	
Robbreport.com				
Robbreport.com	Featured Listing Carousel - 1 Property	\$ 1,350.00	\$ 1,350.00	
Robbreport.com	Luxury Property Listings - Manual 1 Listing	\$ 450.00	\$ 450.00	
WSJ.com				
Mansion Global Homepage Hero	Shared Banner	\$ 650.00 \$ 650.00 \$ 650.00	\$ 1,950.00	4
Property Upgrades	10 Featured Property Upgrades	Bonus Bonus Bonus	\$ -	

Print		
Conde Nast Magazines		
Architectural Digest - Seattle/Tacoma	Full Page	\$ 2,340.00 \$ 2,340.00
Architectural Digest - Portland	Full Page	\$ 2,340.00 \$ 2,340.00
Dwell		
Dwell	Modern Market	\$ 1,800.00 \$ 1,800.00
Financial Times		
Financial Times	Property Spot	\$ 750.00 \$ 750.00 \$ 1,500.00
The Los Angeles Times		
The Los Angeles Times	Hot Property - listing + digital lighthouse	\$ 425.00 \$ 425.00
The Los Angeles Times	Takeover - Full Page	\$ 660.00 \$ 660.00 \$ 1,320.00
The New York Times		
The New York Times	Property Spot - Weekday/Saturday	\$ 760.00 \$ 760.00
The New York Times Takeover	Full Page w/ Digital promotion	\$ 750.00 \$ 750.00
Ocean Home		
Ocean Home	Full Page E-Newsletter Spot	\$ 3,250.00 \$ 3,250.00
Private Air Luxury Homes		
Private Air Luxury Homes	Full Page (includes social media & E-Newsletter)	\$ 1,925.00 \$ 1,925.00
San Francisco & Silicon Valley		
San Francisco & Silicon Valley	Takeover - Full Page	\$ 725.00 \$ 725.00
The Wall Street Journal		
The Wall Street Journal - National	Property Spot w/ Digital Featured Property Upgrade	\$ 795.00 \$ 795.00 \$ 750.00 \$ 2,340.00
The Wall Street Journal		
Mansion Global Experience Luxury	Weekend Property insert	\$ 980.00 \$ 980.00 \$ 1,960.00
TOTAL		\$ 58,045.00
*After 6 months the Impressions Program may be	adjusted after evaluation of budget and strategy	
Pricing Subject to Change		

skyad.com

Plan 2										
Media	Ad Description	May	June	July	August	September	October	Med	lia Total	Reach
Sotheby's Auction House: Print										
Sotheby's Magazine	Quarter Page					\$ 910.00		\$	910.00	20,000
Digital										
Million Impressions*										
Impressions Blast - Two week Campaign	Digital Banner Program - 100K Impression	\$ 900.0	00					\$	900.00	100,000
Google Adwords										
Google Adwords	Digital PPC program	\$ 1,600.0	0 \$ 850	.00 \$ 85	0.00			\$	3,300.00	
Comprehensive Digital										
Social Mirror Ads	Mirroring Social Post	\$ 1,500.0	0 \$ 1,500	.00				\$	3,000.00	200,000
Geofencing - Event and Location										
Mobile Conquesting	Target specific events and locations	\$ 1,500.0	00					\$	1,500.00	100,000
Elite Traveler										
Elite Online Real Estate Showcase	Online Real Estate Showcase				\$2,500			\$	2,500.00	100,000
Nob Hill Gazette										
Nob Hill Gazette San Francisco, Peninsula and Silicon Valley	OTM On the Market E-Newsletter	\$ 500.0	00	\$ 50	0.00			\$	1,000.00	13,000
JamesEdition										
New & Trending Real Estate Position	Featured Spot	\$ 1,000.0	00					\$	1,000.00	750,000
E-Newsletter Featured Listing	E-Newsletter			\$ 1,50	0.00			\$	1,500.00	192,000
Social Media	Listing Feature				\$ 1,000.0	0		\$	1,000.00	148,000
LA Times										
Lighthouse Fixed Position - Hot Property Page	Lighthouse Fixed Position - Hot Property Page			Bonus				\$	-	425,000
Ocean Home										
Facebook/Instagram Ad	Facebook/Instagram Ad	\$ 1,400.0	00					\$	1,400.00	43,400
Robbreport.com										
Robbreport.com	Luxury Property Listings - Manual 1 Listing		\$ 450	.00				\$	450.00	
WSJ.com										
Mansion Global Homepage Hero	Shared Banner	\$ 650.0	00	\$ 65	0.00			\$	1,300.00	328,000
Property Upgrades	10 Featured Property Upgrades		Bonus	Bonus				¢	_	

Print						
Dwell						
Dwell	Modern Market		\$ 1,800.00		\$	1,800.00
Financial Times						
Financial Times	Property Spot	\$ 750.00		\$ 750.00	\$	1,500.00
The Los Angeles Times						
The Los Angeles Times	Hot Property - listing + digital lighthouse		\$ 425.00		\$	425.00
The Los Angeles Times	Takeover - Full Page	\$ 660.00			\$	660.00
The New York Times						
The New York Times	Property Spot - Weekday/Saturday		\$ 760.00		\$	760.00
The New York Times Takeover	Full Page w/ Digital promotion	\$ 750.00			\$	750.00
Private Air Luxury Homes						
Private Air Luxury Homes	Full Page (includes social media & E-Newsletter)		\$ 1,925.00		\$	1,925.00
San Francisco & Silicon Valley						
San Francisco & Silicon Valley	Takeover - Full Page			\$	725.00 \$	725.00
The Wall Street Journal						
The Wall Street Journal - National	Property Spot w/ Digital Featured Property Upgrade	\$ 795.00	\$ 795.00		\$	1,590.00
The Wall Street Journal						
Mansion Global Experience Luxury	Weekend Property insert		\$ 980.00	\$	980.00 \$	1,960.00
TOTAL						24 055 00
					\$	31,855.00
*After 6 months the Impressions Program may be	adjusted after evaluation of budget and strategy					
Pricing Subject to Change						