

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

SKYAD.COM

## 3305 Thousand Oaks Cove Advertising and Marketing Program



# Table of Contents

#### 3 INTRO

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

5 Sotheby's Magazine

#### 6 DIGITAL

- 7 Impressions Campaign
- 12 Comprehensive Digital
- 15 Google AdWords
- 18 Nob Hill Gazette
- 19 JamesEdition.com
- 21 WSJ.com

#### 23 PRINT

- 24 The Wall Street Journal
- 25 The New York Times
- 26 Financial Times
- 27 San Francisco & Silicon Valley Takeover

#### 28 SCHEDULE, PRICING & REACH

29 2024



ADVERTISING BRANDING MARKETING

## National & Global Exposure 3305 Thousand Oaks Cove

SKY Advertising is excited to present to Kuper SIR Sotheby's International Realty® a curated, multi-media marketing selection of offerings to bring ultra-high net worth buyer awareness to the 3305 Thousand Oaks Cove.

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 Austin TX.

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

**QUARTER PAGE: \$910** 

Global







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: 3305 Thousand Oaks Cove
- Flight Dates: June 2024 September 2024
- Impressions: **750,000**

Three Month Minimum

· 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



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.





DISCOVER MORE





Nothing compares to what's next.

DISCOVER MORE

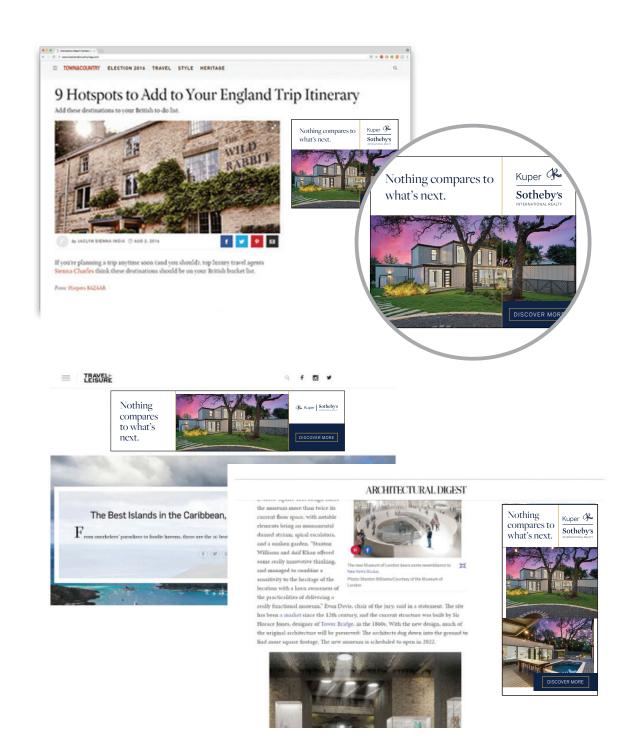








Sample
Banners For
Impressions
Programs As
They Appear
On Sites

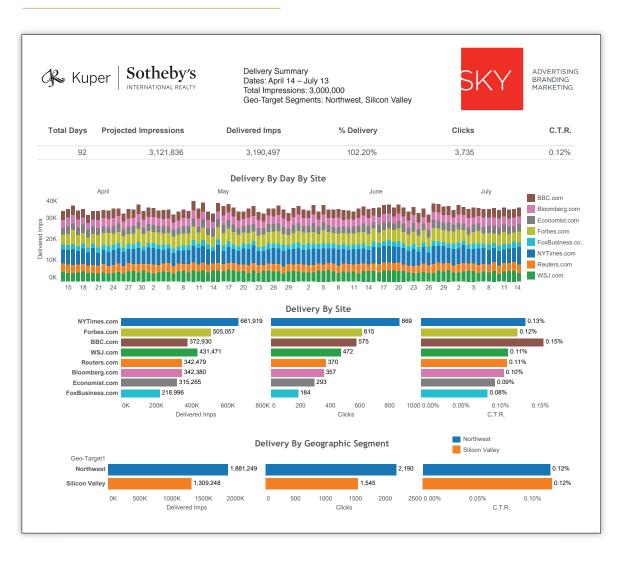


# Comprehensive Reporting For Your Customized Campaign

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**



## Comprehensive Digital

#### **NATIVE DISPLAY**

Native ads dynamically match the look, feel and visual context of the website or app where they are seen. They can run across all devices or be specified mobile only. Native ads can be either video or a dynamic picture.

#### HIGHER ENGAGEMENT:

- Native ads are viewed 53 percent more frequently than display ads, providing a higher CTR (60 percent).
- Native ads result in an 18 percent increase in purchase
- Native ads can help lift a brand by up to 82 percent.



#### **TARGETING OPTIONS INCLUDE:**

- **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 Native ads on the web pages where they appear A.I.
- **Targeting** 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.
- · Custom Audience Matching & Lookalike Audiences - target people on your list of emails. addresses, or phone numbers and show them native ads when they browse websites and apps.

- Cross Platform Targeting available from Mobile Conquesting.
- · Native ads come in many forms, but all share the common goal of not "looking" like an ad.

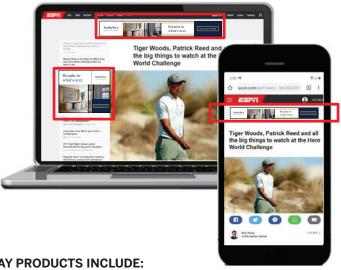
Native ads come in many forms, but all share the common goal of not "looking" like an ad. Native ads are proven to have higher levels of engagement than traditional non-native ads, and they get results.

PRICE: FROM \$1.500/MONTH

## 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.

- REMOVATION

  REMOVATION

  REMOVATION

  METALES

  Meet Kirsten Meehan and Lindsey Uselding, the Heroes and Hosts of 'Removation 911'

  The sisters shall be severagency sosteration experts in the all new test of which severagency sosteration experts in the all new test of which we will be severagency sosteration experts in the all new test of which we will be severagency sosteration experts in the all new test of which we will be severagency sosteration experts in the all new test of which we will be severagency sosteration and the severagency of the severagency outcomes have been severagency outcomes have been severagency of the severagency outcomes have been severagency of the severagency outcomes have been severagency outcomes have been severagency outcomes have been severagency of the severagency outcomes have been severagency outcomes have been severagency outcomes have been severagency outcomes of the severa
- 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 KUPER**

Google Ads Impressions 85,229

Google Ads Clicks

Google Ads CTR

Google Ads Phone Calls

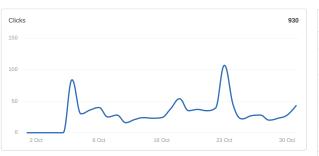
9

Average Cost-Per-Click

\$1.52

1.14%

Google Ads Interaction R...





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

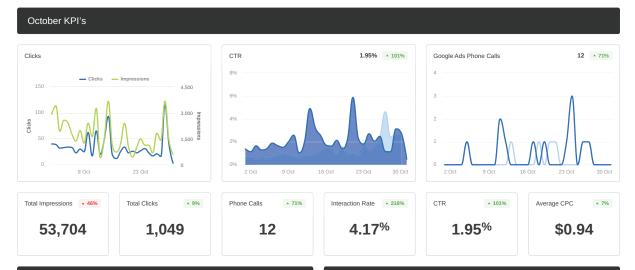
## Google AdWords

#### **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 KUPER**



#### 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

## Nob Hill Gazette

Nob Hill Gazette reaches the most affluent homes on the Peninsula & Silicon Valley reaching 7 of the top zip codes in the US.

- \$20,025,000 Average Net Worth
- \$2,170,000 Average Income
- 57% Percentage of Female Readers
- 41 Years Average Age

#### **E-NEWSLETTER**

#### ON THE MARKET

An exclusive promotional e-newsletter showcasing top residential listings with click-through to the property's own websites.

PRICE: \$500 PER LISTING

San Francisco, Peninsula, and Silicon Valley



## jamesedition.com

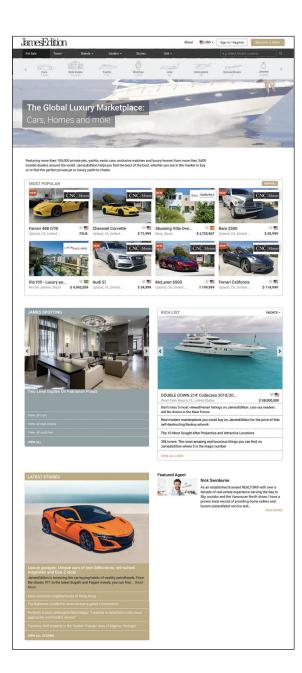
#### **E-NEWSLETTER**

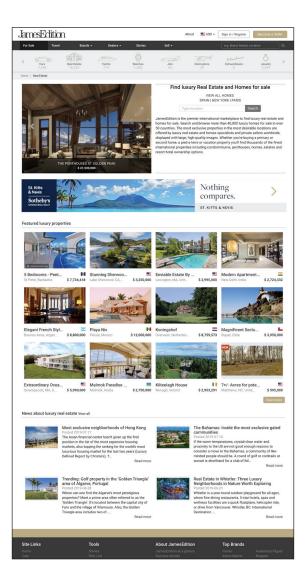
Founded in 2008, JamesEdition.com features the largest collection of luxury goods worldwide. The exquisite items curated by JamesEdition.com range from celebrity-owned luxury real estate to rare supercars. An affluent audience of 25,000 per day is browsing for the finest the globe has to offer.

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

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

LISTING FEATURE: \$1.500





## jamesedition.com

#### **ROTATING GALLERY**

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 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.

REAL ESTATE PAGE FEATURED BANNER: \$1.600 PER MONTH



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

#### FEATURED PROPERTY UPGRADES

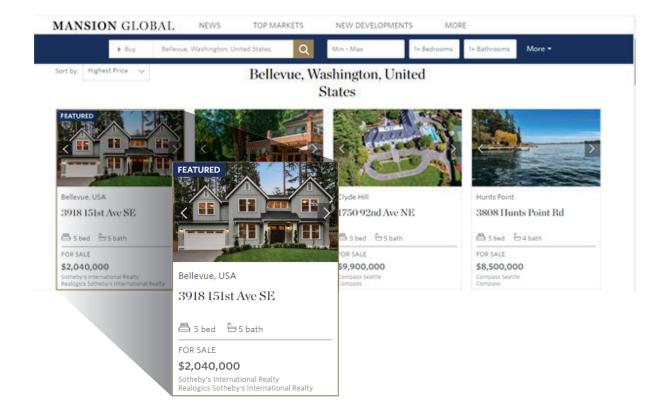
WSJ.com and Mansion Global Featured Property
Upgrades place your listings at the top of the search
results pages in the town where the property is located.
The property you wish to feature comes directly from
your brand's WSJ.com feed and click-throughs go to the
website of your choice.

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.

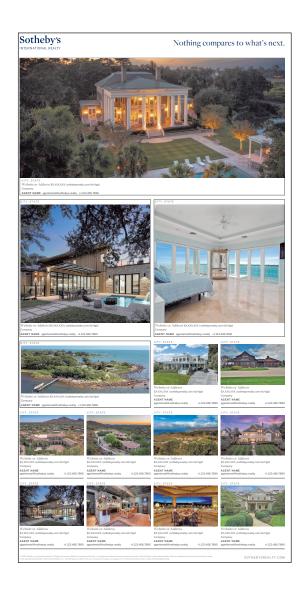
Circulation: 644,424
E-newspaper: 194,000
Readership: 4,234,000
Male / Female: 62% / 38%
Average HHI: \$404,217

• Average age: **50** 

PROPERTY SPOT: \$795

**Featured Property Upgrade** 





## 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

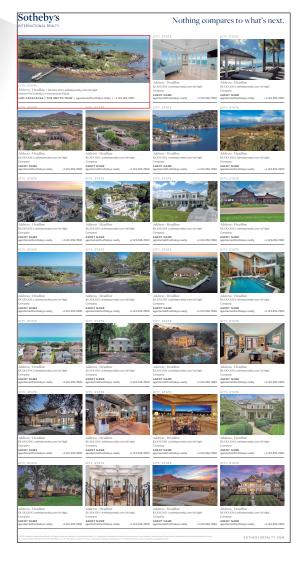
• Over one half have liquid assets valued at \$1 million+

• 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

Global





## 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



## Proposed Schedule, Pricing & Reach 2024

Media	Ad Description	June	July	August	Septembe	Media Total	Reach
Sotheby's Auction House: Print							
Sotheby's Magazine	Quarter Page				\$ 910.00	\$ 910.00	20,0
Digital							
Million Impressions*							
Million Impressions	Digital Banner Program	\$ 1,195.00	\$ 1,195.00	\$ 1,195.00		\$ 3,585.00	750,0
Million Impressions	Targeting - Midwest, San Francisco						
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	200,0
Display	Digital Banner Program	\$ 1,500.00	\$ 1,500.00			\$ 3,000.00	300,0
Native Display	Native Ad	\$ 1,500.00	\$ 1,500.00			\$ 3,000.00	300,0
Nob Hill Gazette							
Nob Hill Gazette San Francisco, Peninsula and Silicon Valley	OTM On the Market E-Newsletter	\$ 500.00	\$ 500.00			\$ 1,000.00	13,0
JamesEdition							
Real Estate Rotating Gallery	Featured Banner			\$ 1,600.00		\$ 1,600.00	750,0
E-Newsletter Featured Listing	E-Newsletter		\$ 1,500.00			\$ 1,500.00	192,0
WSJ.com							
Mansion Global Homepage Hero	Shared Banner	\$ 650.00	\$ 650.00			\$ 1,300.00	328,0
Property Upgrades	10 Featured Property Upgrades		Bonus	Bonus		\$ -	
Print							
Financial Times							
Financial Times	Property Spot		\$ 750.00			\$ 750.00	210,4
The New York Times	. Topolity opoli		, , , , , , , , , , , , , , , , , , , ,			, , , , , , , , , , , , , , , , , , , ,	210,4
The New York Times	Property Spot - Weekday/Saturday		\$ 760.00			\$ 760.00	423,1
San Francisco & Silicon Valley Takeover	. Toperty oper Weekday/outlinday		, , , , , , , , , , , , , , , , , , , ,			, , , , , , , , , , , , , , , , , , , ,	423,1
San Francisco & Silicon Valley	Takeover - Full Page - October				\$ 725.00	\$ 725.00	36,5
The Wall Street Journal					, , 25.50	, , , , , , , , , , , , , , , , , , , ,	30,3
The Wall Street Journal - National	Property Spot w/ Digital Featured Property Upgrade		\$ 795.00	\$ 795.00		\$ 1,590.00	1,288,8
The Wall Street Souther National	Property Spot w/ Digital Featured Property Opgrade		ŷ 755.00	7 755.00		1,550.00	1,200,0
TOTAL						\$ 26,020.00	4,811,9
*After 6 months the Impressions Program may be adjusted af	itor avaluation of hudget and strategy						.,011,5

## Proposed Schedule, Pricing & Reach 2024

1edia	Ad Description	Jur	ne	July	August	Septembe	Media	Total	Reach
pigital									
1illion Impressions*									
npressions Blast - Two week Campaign	Digital Banner Program - 100K Impression	\$	900.00				\$	900.00	100,
oogle Adwords									
oogle Adwords	Digital PPC program	\$	1,600.00	\$ 850.0	0 \$ 850.00		\$	3,300.00	
ob Hill Gazette									
ob Hill Gazette San Francisco, Peninsula and Silicon Valley	OTM On the Market E-Newsletter	\$	500.00	\$ 500.0	0		\$	1,000.00	13,
/SJ.com									
lansion Global Homepage Hero	Shared Banner	\$	650.00				\$	650.00	164,
roperty Upgrades	10 Featured Property Upgrades			Bonus	Bonus		\$	-	
rint									
an Francisco & Silicon Valley Takeover									
an Francisco & Silicon Valley	Takeover - Full Page - October					\$ 725.00	Ś	725.00	36,
he Wall Street Journal						,	•		
he Wall Street Journal - National	Property Spot w/ Digital Featured Property Upgrade			\$ 795.0	0		Ś	795.00	644,
				,					,
OTAL							\$	7,370.00	957,
After 6 months the Impressions Program may be adjusted aff	er evaluation of hudget and strategy								