

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

SKYAD.COM

# 56 Stone Pointe LaneAdvertising andMarketing Program



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28 2024



ADVERTISING BRANDING MARKETING

# National & Global Exposure 56 Stone Pointe Lane

SKY Advertising is excited to present to Cashier Sotheby's International Realty® a curated, multi-media marketing selection of offerings to bring ultra-high net worth buyer awareness to the 56 Stone Pointe Lane.

Your strategic blueprint is composed of digital products that are highly targeted to individuals looking for high-end living in Cullowhee, NC (Lake Glenville).

Approaching the marketing strategy from this direction 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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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 SIR Cashier website.

Impress locally. Impress globally.



### **CAMPAIGN OVERVIEW AND BUDGET**

• Campaign: **56 Stone Pointe Lane** 

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



Two weeks

# 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.



Cashiers Sotheby's

DISCOVER MORE

Cashiers | Sotheby's

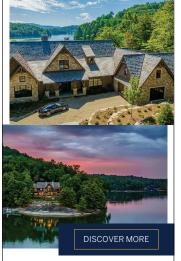


Nothing compares to what's next.

DISCOVER MORE

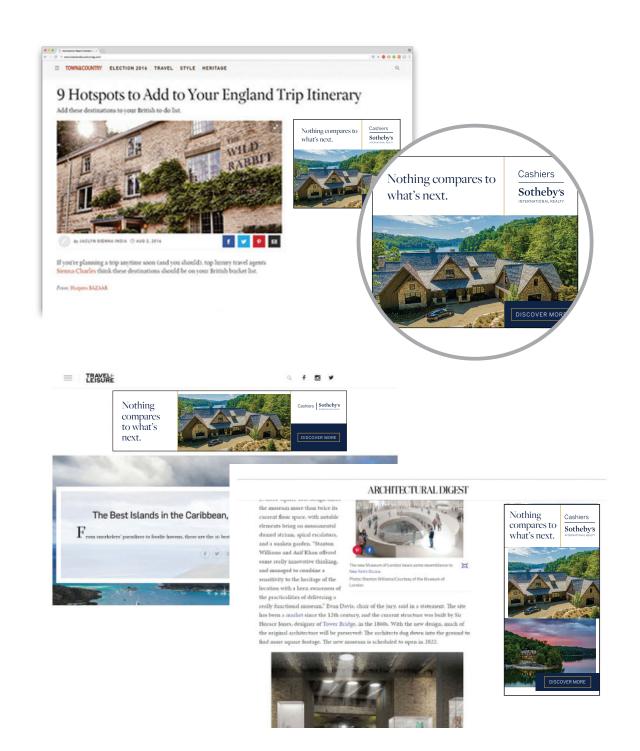
Nothing compares to what's next.







Sample
Banners For
Impressions
Programs As
They Appear
On Sites

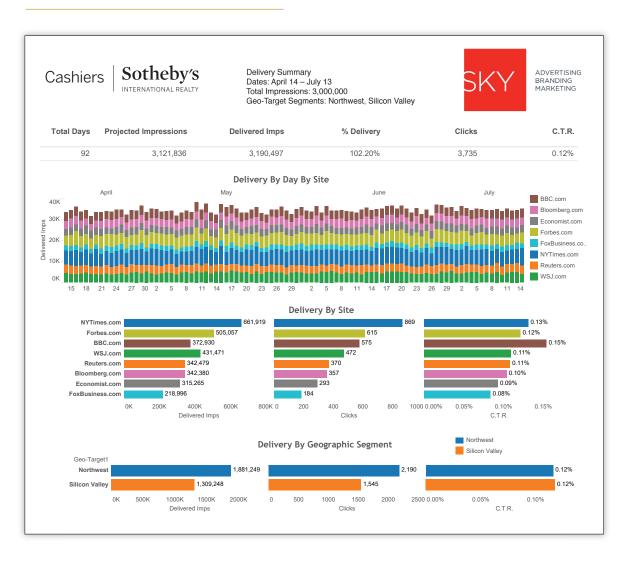


# Comprehensive Reporting For Your Customized Campaign

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.

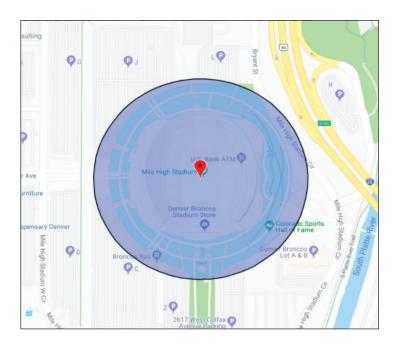
## **IMPRESSIONS PROGRAM SAMPLE REPORT**



# 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

- From: \$1,500/month Up to 3 Geo-fences
- 60,000 impressions

# Comprehensive Digital

### **SOCIAL MIRROR ADS**

Social Mirror ads look like your social media display or video posts but appear on other websites and apps, linking back to the social media platform and your website, and run across all devices using our targeting strategies.

We are "mirroring" the exact look of your social post as an ad that runs on thousands of websites and apps, targeted just to the people you want to reach across all devices.

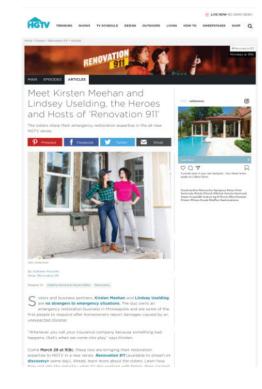
Social Mirror ads can be done with any organic or paid posts from your business account on these 8 social media platforms: Facebook, Instagram, Twitter, LinkedIn, TikTok, Pinterest, Snapchat, or YouTube.

Ads can be display, video, OTT across connected TVs or carousel.



### **TARGETING ABILITIES:**

- Behavioral Thousands of targeting categories including demographics, on-line and off-line behaviors, and interests.
- Keywords Target a list of up to 500 keywords related to your business, and show ads on the web pages where they appear.
- A.I. Targeting Show your display or video ads to people across all devices, using machine learning to target consumers based on who is engaging with the ad.



- Retargeting Following people after they leave your website and showing them your Social Mirror ad, on other websites and apps they go to, across all devices.
- Custom Audience Matching Target people on your list of emails, addresses, or phone numbers and show them Social Mirror ads when they browse websites and apps.

PRICE: FROM \$1,500/MONTH **100,000 Impressions** 

# Google AdWords

With Google's online advertising program, you can reach people exactly when they're interested in the property you're selling or the real estate services you offer. Target customers who are active in your local real estate market, when they are searching and motivated to take action.

No other medium can target as effectively. Pay only when people click through to your listing or website.



# CAMPAIGN SETUP, OPTIMIZATION, & MONTHLY MANAGEMENT

### Which can include:

- Keyword Research
- · Keyword List Set Up
- · Campaign and Ad Group Implementation
- Monitor and Implement Urgent Search Terms/ Phrases of Client and Competitors
- Run Fresh Estimates for New Keywords
- Write/Edit Ad Copy
- Ensure Tracking is in Place
- Set Bids and Allocate/Pace Budgets
- Optimize Geotargeting, Audience Targeting, Demographics, and Ad Schedule
- · Periodical Campaign Reviews
- · Campaign Adjustments
- · Monthly Performance Reporting

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



# Google AdWords

### **CLIENT DASHBOARD**

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



# **SIR Cashier**

Google Ads Impressions 85,229

Google Ads Clicks

Google Ads CTR

Google Ads Phone Calls

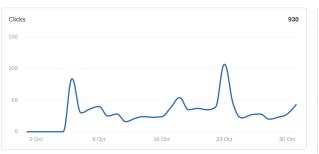
9

Average Cost-Per-Click

\$1.52

Google Ads Interaction R...

1.14%





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

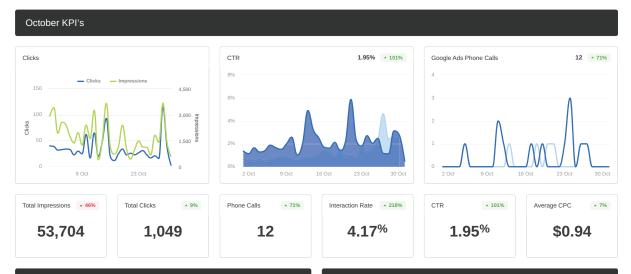
# Google AdWords

### **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 Cashier**



### 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

# jamesedition.com

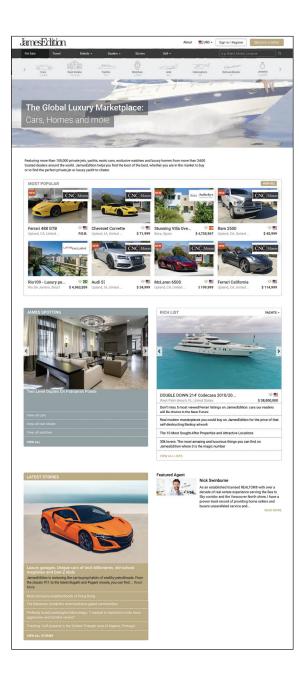
### **E-NEWSLETTER**

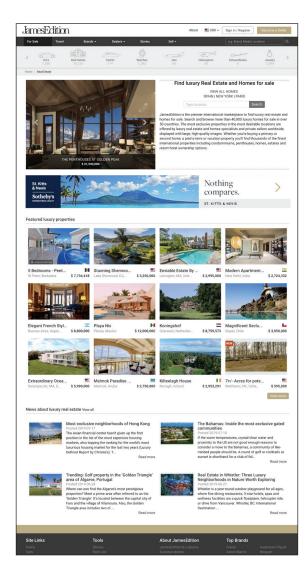
Founded in 2008, JamesEdition.com features the largest collection of luxury goods worldwide. The exquisite items curated by JamesEdition.com range from celebrity-owned luxury real estate to rare supercars. An affluent audience of 25,000 per day is browsing for the finest the globe has to offer.

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.

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Showcase your SIR Cashier 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



# jamesedition.com

### **SOCIAL MEDIA POST**

Founded in 2008, James Edition.com features the largest collection of luxury goods worldwide.

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Showcase your SIR Cashier 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: \$800 PHOTO PLUS: \$1,000

VIDEO: \$1.800

# 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.

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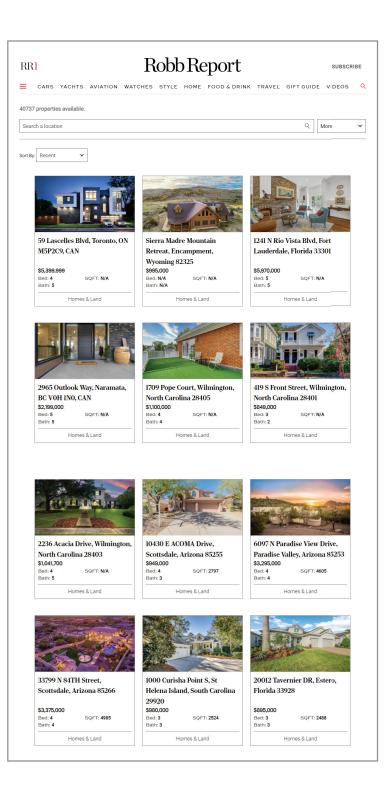
• Average Age: 43

• Male / Female Ratio: 77% / 23%

• Average HHI: \$548K

Average Household Net Worth: \$3.5M

MANUAL 1 LISTING: \$450/MONTH



# The Wall Street Journal Online (WSJ.com)

### FEATURED PROPERTY UPGRADES

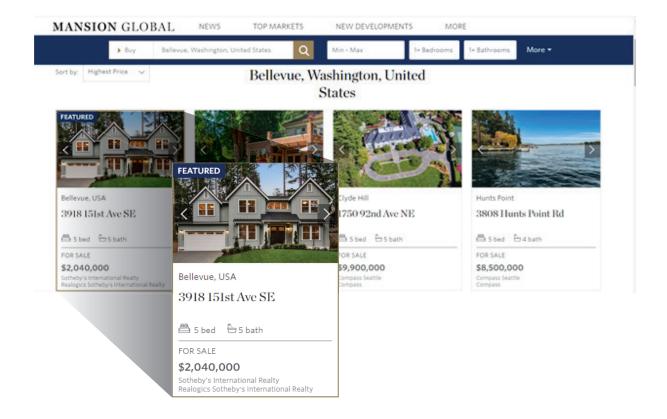
WSJ.com and Mansion Global Featured Property
Upgrades place your listings at the top of the search
results pages in the town where the property is located.
The property you wish to feature comes directly from
your brand's WSJ.com feed and click-throughs go to the
website of your choice.

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

NATIONAL

PROPERTY SPOT: \$795

Includes Bonus 30 Day Digital -Featured Property Upgrade





Schedule, Pricing & Reach



# Proposed Schedule, Pricing & Reach 2024

PLAN 1

Plan 1										
Media	Ad Description	Α	ugust	Se	ptember	Octo	ber	Me	dia Total	Read
Digital										
Million Impressions*										
Impressions Blast - Two week Campaign	Digital Banner Program - 100K Impression	\$	900.00					\$	900.00	:
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	:
Geofencing - Event and Location										
Geofencing - Event and Location	Target specific events and locations	\$	1,500.00					\$	1,500.00	
James Edition										
Real Estate Rotating Gallery	Featured Banner	\$	1,600.00					\$	1,600.00	•
E-Newsletter Featured Listing	E-Newsletter			\$	1,500.00			\$	1,500.00	:
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	\$	1,300.00	3
Property Upgrades	10 Featured Property Upgrades			Во	nus			\$	-	
Print										
The Wall Street Journal										
The Wall Street Journal - National	Property Spot w/ Digital Featured Property Upgrade			\$	795.00			\$	795.00	
TOTAL								\$	15,695.00	2,3
k A fe C	6									

\*After 6 months the Impressions Program may be adjusted after evaluation of budget and strategy Pricing Subject to Change

# Proposed Schedule, Pricing & Reach 2024

PLAN 2

Plan 2								
Media	Ad Description	Au	igust	September	October	Me	dia Total	Reach
Digital								
Million Impressions*								
Impressions Blast - Two week Campaign	Digital Banner Program - 100K Impression	\$	900.00			\$	900.00	100,000
Comprehensive Digital								
Social Mirror Ads	Mirroring Social Post			\$ 1,500.00		\$	1,500.00	100,000
JamesEdition								
E-Newsletter Featured Listing	E-Newsletter			\$ 1,500.00		\$	1,500.00	192,000
Robbreport.com								
Robbreport.com	Luxury Property Listings - Manual 1 Listing	\$	450.00			\$	450.00	
WSJ.com								
Mansion Global Homepage Hero	Shared Banner	\$	650.00		\$ 650.0	0 \$	1,300.00	328,000
Property Upgrades	10 Featured Property Upgrades			Bonus		\$	-	
Print								
The Wall Street Journal								
The Wall Street Journal - National	Property Spot w/ Digital Featured Property Upgrade			\$ 795.00		\$	795.00	644,424
TOTAL						\$	6,445.00	1,364,424

\*After 6 months the Impressions Program may be adjusted after evaluation of budget and strategy Pricing Subject to Change