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SKYAD.COM

## Significant Listing Advertising and Marketing Program



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27 2024 - 2025



ADVERTISING BRANDING MARKETING

## National & Global Exposure Significant Listing

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

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 Miami.

Approaching the marketing strategy from these different directions will help us to saturate your market in the most effective way, bringing deserved recognition to this unique and exciting property.

LET'S DO GREAT THINGS TOGETHER

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Sotheby's Auction House Offerings



## Sotheby's Auction Magazine

#### **SOTHEBY'S MAGAZINE**

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

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

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

Global







Digital Offerings



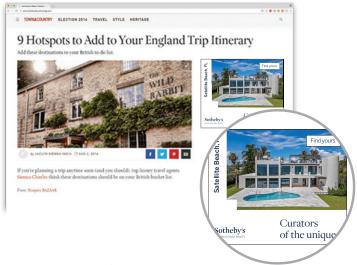
## Impressions Campaign

## 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: Significant Listing
- Flight Dates: November 2024 April 2025
- Impressions: 3,000,000
- · 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



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** 

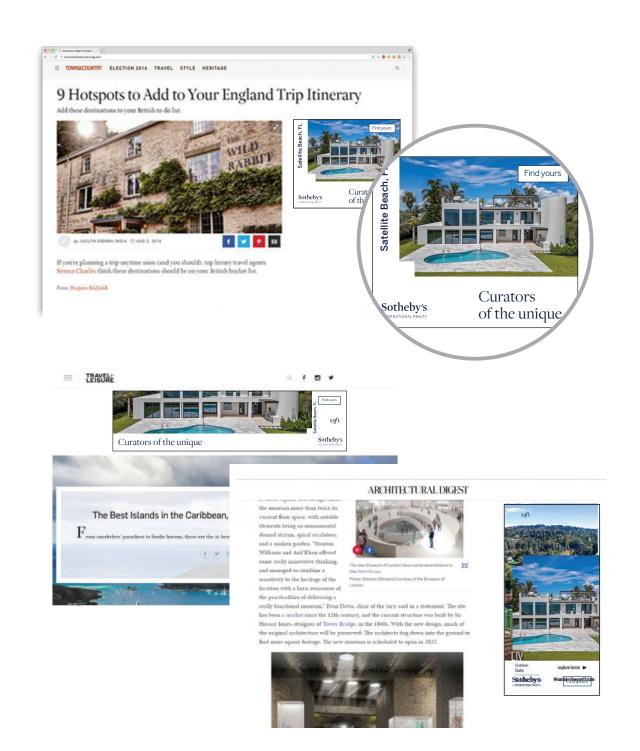








Sample
Banners For
Impressions
Programs As
They Appear
On Sites

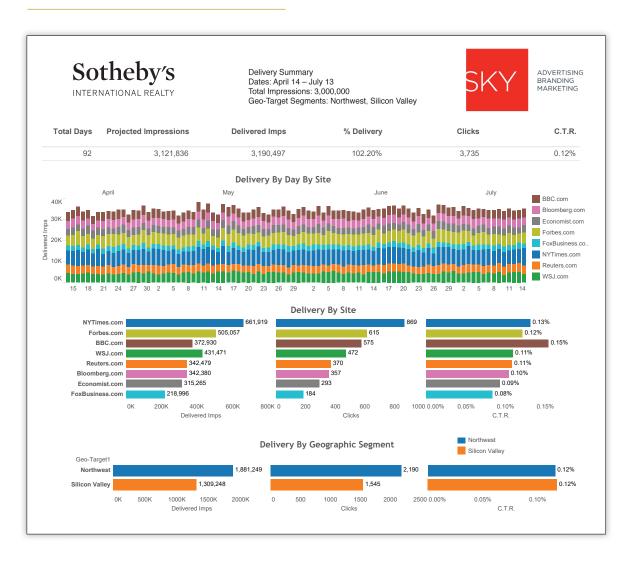


# Comprehensive Reporting For Your Customized Campaign

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**



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

QUARTER PAGE: \$2,310/FLORIDA

QUARTER PAGE: \$3,250/NEW YORK METRO

Buy 4 get 1 free





## 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.

FULL PAGE: \$980/TEMPLATE \$1,985/CUSTOM





## 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** 









## Boat International

For more than 30 years, Boat International has been the world's most authoritative, trusted and comprehensive magazine for the superyacht community, inspiring the lifestyles of the international wealthy elite. The magazines and books are timeless and collectable.

The readers constitute some of the wealthiest and inaccessible individuals in the world. Overall the average net worth of our audience (across events and print) is \$35.9 million, with a combined wealth of \$1.662 trillion. The subscribers (Boat International and Boat International US Edition) account for more than 10 per cent of the total global billionaire population. The network of the audience extends to more than 6,000 UHNWIs, with a combined wealth of \$3.74 trillion.

· Circulation US: 25,600

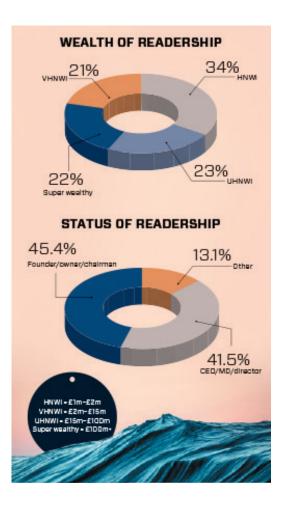
• Average Net Worth: \$35.9 million

FULL PAGE: \$4,650

FULL PAGE + E-NEWSLETTER: \$5,100







# 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 SOUTH FLORIDA: \$2,910 MANHATTAN: \$2,510









## Chicago Tribune Takeover

The Chicago Tribune engages readers with news, featured content, unmatched editorial, and advertising information via digital, print and e-Newspaper. Our daily and Sunday editions offer geographical targeted advertising opportunities for maximum visibility to hyper local.

Promote your brand and properties in style with this tabloid insert devoted to Sotheby's International Realty and delivered to high-net worth neighborhoods.

• Distribution: Chicago Metro Area

• Circulation: 150,000+

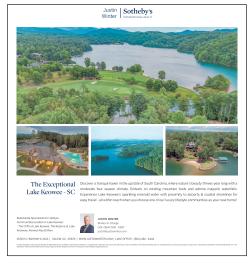
PRICE: \$725 FULL PAGE, COLOR

PRICE: \$975 INSIDE FRONT COVER, COLOR PRICE: \$975 INSIDE BACK COVER, COLOR PRICE: \$1,300 BACK COVER, COLOR

#### **Includes Digital Banner Promotion**











## Elite Traveler

Since its launch in 2001, Elite Traveler has been the market-leading guide and curator of the global luxury lifestyle of ultra-high-net-worth individuals. It is written and designed by our experienced team of editors for the elusive global elite who live the private jet lifestyle, delivering expert perspectives, meaningful analysis and advice. Each issue provides detailed information covering the spectrum of the luxury lifestyle, including travel, fashion, jewelry, watches, spirits, autos, jets, yachts and real estate.

As an audited publication with worldwide distribution aboard private jets, first-class lounges and in FBOs across over 100 countries, Elite Traveler provides advertisers unique access to the wealthiest consumers in the ultimate luxury market.

#### **ELITE TRAVELER AUDIENCE**

• Total Readership: 557,000

• Average Age: 45

• Male/Female Ratio: 69% / 31%

• Average HHI: \$7.9M

• Average Net Worth: \$32M

LUXURY HOMES FEATURE: STARTING AT \$4,500





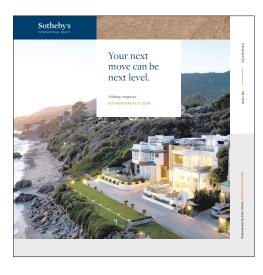
## Los Angeles Times Takeover

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









## 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

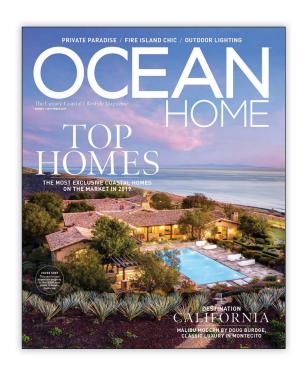
• Net Worth: \$9,600,000

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

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

FULL PAGE E-NEWSLETTER SPOT, COLOR: \$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 are 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

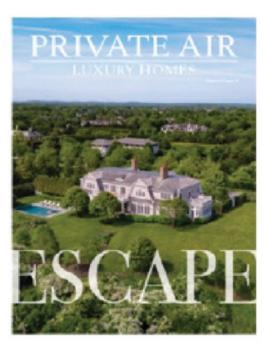
Readers encompass professional athletes, A-list celebrities, Fortune 500 executives, politicians, and entrepreneurs

**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



## Robb Report

#### LUXURY PROPERTY GUIDE

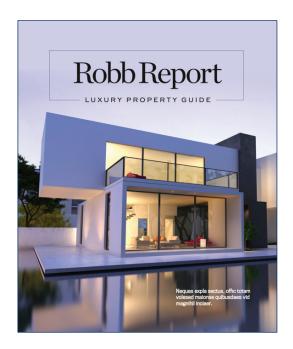
As a global leader in the luxury real estate market, Robb Report showcases the best of the best. From mountain retreats to spectacular beach front properties, Robb Report shares the latest insights and analysis on the industry while highlighting designers, architects, new residences and developments.

As a global leader in the luxury real estate market, Robb Report showcases the "best-of-the-best". From mountain retreats to spectacular beach front properties, Robb Report shares the latest insights and analysis on the industry while highlighting designers, architects, and new residential developments. For its first-ever issue, Robb Report editors will design a beautifully crafted Luxury Property Guide that will accompany our signature December Philanthropy issue. This special advertising edition will allow our partners the opportunity to get in front of this affluent audience while they're exploring the newest trends and properties around the world.

- \$555K average HHI
- \$1,8MM highest total real estate value

PRICE: \$3,500 FULL PAGE - PROPERTY PORTFOLIO

Global







## Reside® Magazine

Conceived in the belief that a home and living in full are inextricably entwined, RESIDE® is the Sotheby's International Realty® brand's magazine devoted to the finest in inspirational homes and lifestyles.

RESIDE® is where Sotheby's International Realty® network members can reserve ads in the highly targeted, custom editions of RESIDE Magazine, through our property advertising program with Sky Advertising.

PRICE: \$2,325/FULL PAGE







## EXTRAORDINARY PROPERTIES

#### For golf enthusiasts, living the links lifestyle rivals getting a hole-in-one

"Some want to be on the fairway with their morning coffee and watch the golf carts go by," says Jason Beacker, chief executive of Golf Life Navigators, a site matching people with golf memberships and homes. Others crave a garage with room for a golf cart "To take the grandidds to the pool".

Many also delight in the amenity-laden communal living and security country club enclaves provide. In Palm Springs, Scottsdale, Naples, Palm Beach and Hilton Head, most private clubs are gated and guarded.

Mountain, a double-gated eligible of without factors (Mountain, a double-gated eligible of the Mountain), and with the Mountain, a double-gated golf and active lifeticity and active lifeticity of Arzona, a newly remodeled flower last a renut of lorset Room with Marzona, a newly remodeled flower last have last for the Gate Room with Marzona, a newly remodeled gate lifetime window overchooling the 15th hole of the Geromic, one of seven golf courses. "It's a riff on contempory publics 15th;" is a specially international Realty. A roof deck with a fire pil of "set up for mountain and golf course viviews with susered and oby light to on the wide horizon."

in the backyard, there is a putting green, safewater pool and spa. The outdoor kitchen has a smoker and an Evo griddle for alfresco cooking—when there's time to dine at home amid the whirl of communal activities.

"Golf is the common thems but consultation common with."

the lifestyle." Becker spyr. "You see your neighbors for dimeranalysing point with row." Desert Mourtain his seven sichibisses, each with at least one restaurant. Activities include book, fishing and hurting clubs and "Nopp hour." It is bego gart. Twenty miss of private histing trails are at Desert Mountain is northern end. God community developers, included acceptant learning, God community developers, and other top Caribbian resort amenifies. In Chila, a private settate horne hat to own nine-hold purchased and other top Caribbian resort amenifies. In Chila, a private settate horne hat to own nine-hold course. A golf condominium includes an equestrian club. The althrelium Eagle Caryno (God Tead Lifestyle Estate)

Opening this year near Palm Beach, Panther National is upping the ante. Its custom homes include garages with a golf cart space, electric car chargers and private pools. Besides the golf course, a training facility features the latest half-tracing technology, an indoor simulator and a putting room. A family wellness center has a spa with rejuvenation and health springer and a sweet shifts.

After all, golf is more than a sport. It's a lifesty Marcelle Sussman Fischler

#### Reside — Spring 2

#### Scottsdale, Arizon

A contemporary interpretation of Pueblo-style architecture, this home has been transformed to make the most of today's indoor/outdoor lifestyle. The elevab location straddles a hill on the 15th hole of Geronimo, offering sunset views with mountain silhouettes in the stone and wood to create an elegant, serene ambiance. The metal courtyard gates open to porcelain tiles, desert vegetation, a babbling brook feature and an outdoor fireplace. Step inside the massive circular Pueblo great room, with a linear fireplace and picture windows, \$7,600,000 Property ID: 64WPL4 russilyon.com Russ Lyon Sotheby's International Realty Dan Wolski 480,266,7557



## 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

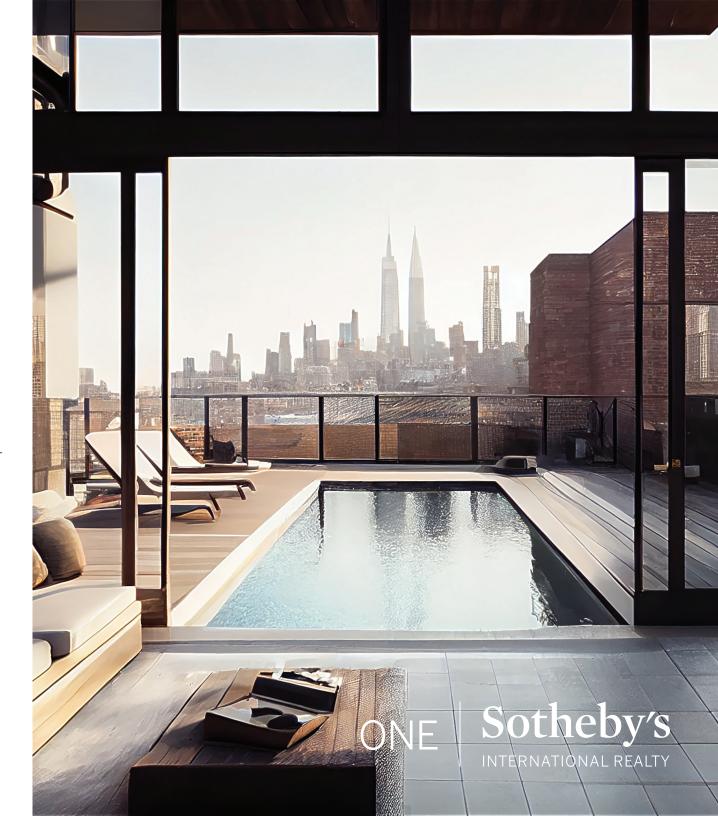








Schedule, Pricing & Reach



## Proposed Schedule, Pricing & Reach 2024 - 2025

#### PLAN 1

Media	Ad Description	Nov	ember	Decemb	er .	Jan	uary	February	N	/larch	Ap	oril	Me	dia Total	Reach
Sotheby's Auction House: Print															
Sotheby's Magazine	Full Page					\$	3,640.00		\$	3,640.00			\$	7,280.00	70,000
Digital															
Million Impressions*															
Million Impressions	Digital Banner Program	\$	1,625.00	\$ 1,62	5.00	\$	1,625.00	\$ 1,625.	00 \$	1,625.00	\$	1,625.00	\$	9,750.00	3,000,000
Million Impressions	Targeting - Select locations														
Print															
Boat International															
US National issue	Full Page + E-Newsletter					\$	5,100.00		\$	5,100.00			\$	10,200.00	51,200
Chicago Tribune															
Chicago Tribune	Takeover - Full Page								\$	725.00			\$	725.00	150,000
Conde Nast Magazines Regional Pages															
Architectural Digest - South Florida	Full Page					\$	2,910.00	\$ 2,910.	00				\$	5,820.00	30,000
Architectural Digest - Manhattan	Full Page					\$	2,510.00		\$	2,510.00			\$	5,020.00	26,000
Elite Traveler															
Elite Traveler	Luxury Homes Feature								\$	4,500.00			\$	4,500.00	557,000
The Los Angeles Times															
The Los Angeles Times	Takeover - Full Page	\$	660.00						\$	660.00	\$	660.00	\$	1,980.00	1,152,000
The New York Times															
The New York Times Takeover	Full Page w/ Digital promotion	\$	750.00						\$	750.00	\$	750.00	\$	2,250.00	495,000
Ocean Home															
Ocean Home	Full Page E-Newsletter Spot							\$ 3,250.	00				\$	3,250.00	70,000
Private Air Luxury Homes															
Private Air Luxury Homes	Full Page (includes social media & E-Newsletter)					\$	1,925.00		\$	1,925.00			\$	3,850.00	130,000
Reside Magazine															
Reside Magazine	Daniel Gale Issue										\$	2,325.00	\$	2,325.00	11,000

## Proposed Schedule, Pricing & Reach 2024 - 2025

#### **PLAN 1 CONTINUE**

Robb Report										
Robb Report	Robb Report Luxury Property Guide	\$ 3,5	00.00					\$	3,500.00	107,000
San Francisco & Silicon Valley										
San Francisco & Silicon Valley	Takeover - Full Page					\$ 7	25.00	\$	725.00	36,500
The Wall Street Journal										
The Wall Street Journal - New York Region	Quarter Page	\$ 2,310.00 \$ 2,3	10.00					\$	4,620.00	153,930
The Wall Street Journal - Florida	Quarter Page		\$	1,570.00 \$	1,570.00	Bonus		\$	3,140.00	106,674
The Wall Street Journal										
Mansion Global Experience Luxury	Weekend Property insert		\$	980.00			\$	980.00 \$	1,960.00	200,000
TOTAL								\$	63,615.00	6,276,304

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