

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

SKYAD.COM

Presidio Highlands Advertising and Marketing Program



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ADVERTISING BRANDING MARKETING

National & Global Exposure Presidio Highlands

SKY Advertising is excited to present to San Francisco Sotheby's International Realty® a curated, multi-media marketing selection of offerings to bring high net worth buyer awareness to Presidio Highlands.

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 San Francisco. CA.

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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Executive Vice President
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PAULA DAVIDSON Senior Account Executive 212-677-2671 paula@skyad.com SARA HELENI Account Executive 212-674-2402 sara@skyad.com CHLOE STEELY Account Executive 212-677-2557 chloe@skyad.com 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



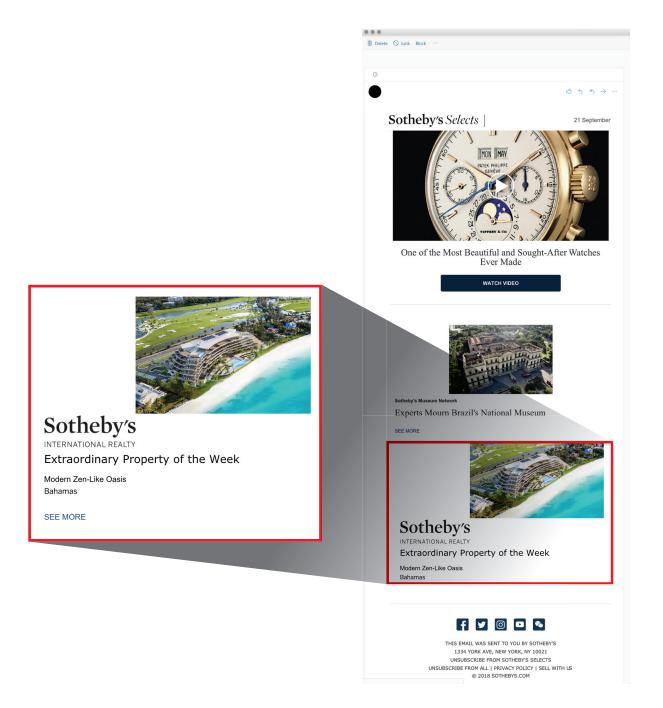




SOTHEBY'S SELECTS E-NEWSLETTERS

- Every Friday
- 52x Year
- Highlights upcoming auction events
- 700,000+ recipients
- 34% average open rate

PRICE: \$2,585/DEPLOYMENT



Digital Offerings



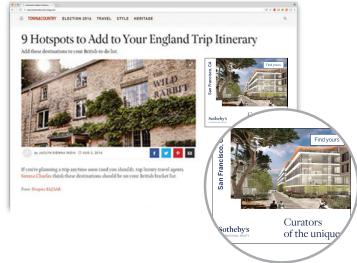
Impressions Campaign

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: Presidio Highlands
- Flight Dates: April 2025 September 2025
- Impressions: 3,000,000

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

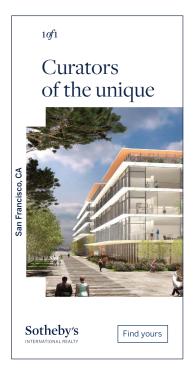
We create and produce banner ads for your campaign that best reflect your property and company image. We assist with photo selection and editing as well as ad design and sizing.

Ad Units: 970x250, 728x90, 300x600, 300x250, or custom sizes.

BANNER PRODUCTION: \$350

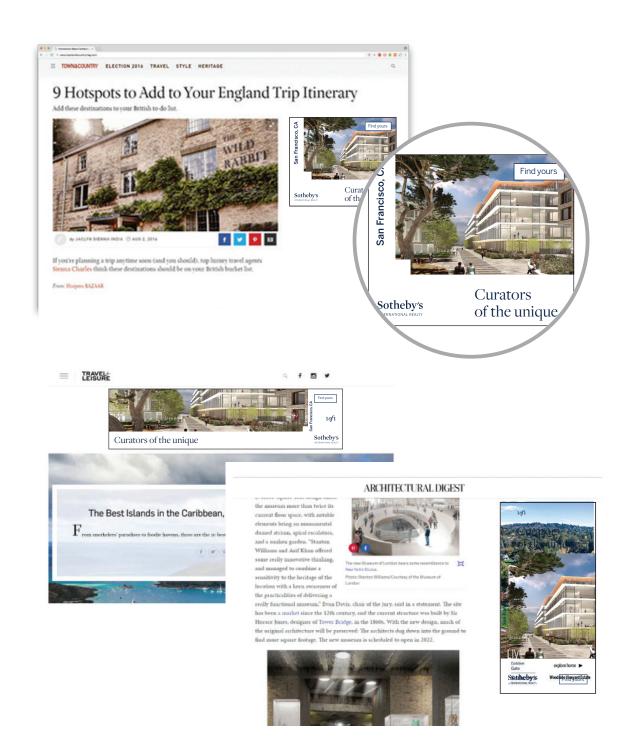








Sample
Banners For
Impressions
Programs As
They Appear
On Sites

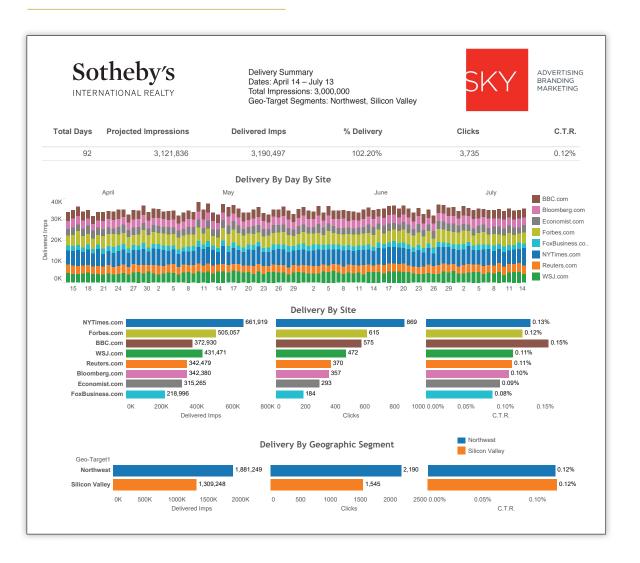


Comprehensive Reporting For Your Customized Campaign

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.

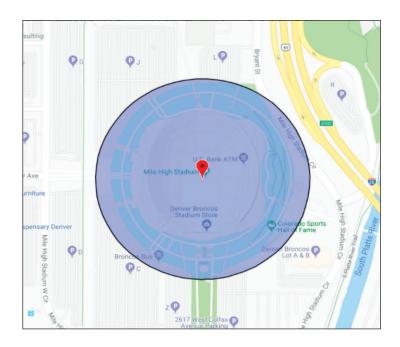
IMPRESSIONS PROGRAM SAMPLE REPORT



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

TIER 1

- From: \$1,500
- · 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.

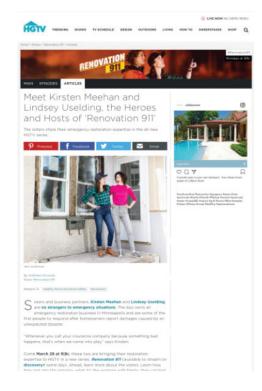
Social Mirror ads can be done with any organic or paid posts from your business account on these 8 social media platforms: Facebook, Instagram, Twitter, LinkedIn, TikTok, Pinterest, Snapchat, or YouTube.

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**

Comprehensive Digital

ONLINE AUDIO ADS

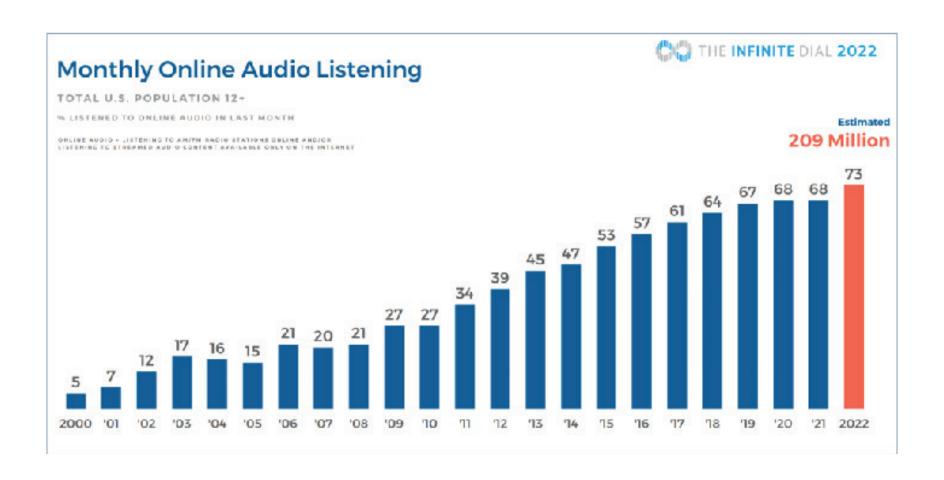
Audio ads served to targeted online listeners who are consuming audio content across all types of devices including Smart Speakers.

- Your 15-30 second audio ad plays in online content such as music, podcasts, and sporting events that users listen to on their devices.
- On some platforms your audio ad will be served along with a companion display ad at no additional cost.
- Your online audio ads run across major streaming services.

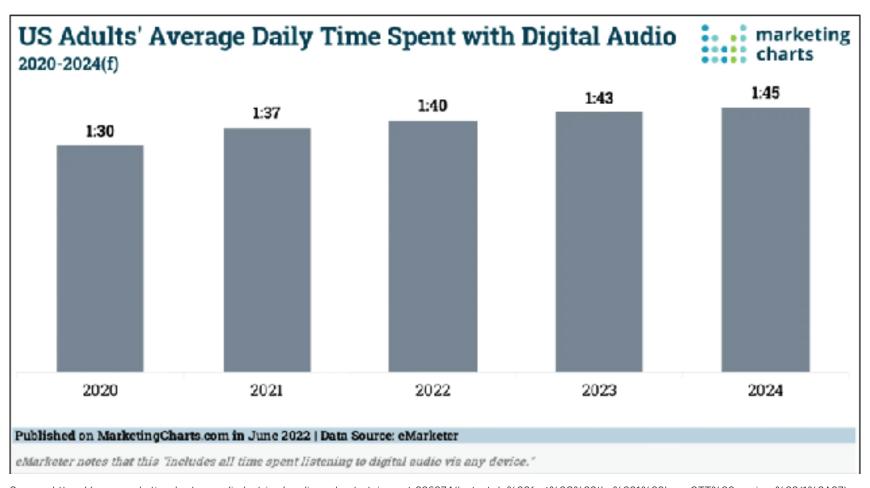
PRICE: FROM \$1,500/MONTH



73% of the U.S. population listened to Online Audio in the last month.



The average listener spends 1 hour and 40 minutes a day with Online Audio.



Source: https://www.marketingcharts.com/industries/media-and-entertainment-226274#:~:text=In%20fact%2C%20the%201%20hour,OTT%20services%20(1%3A27)

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.



San Francisco SIR

Google Ads Impressions 85,229

Google Ads Clicks

Google Ads CTR

Google Ads Phone Calls

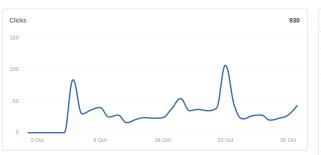
9

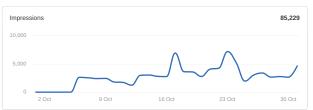
Average Cost-Per-Click

\$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
	4.7	0.045		***

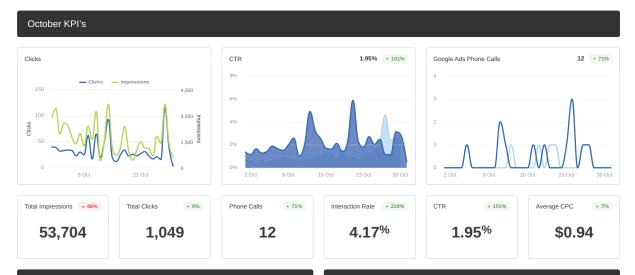
Google AdWords

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.



San Francisco SIR



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		

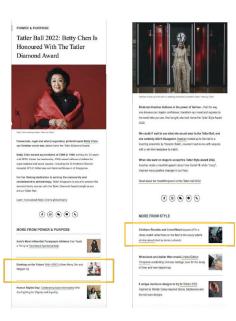
Asia Tatler

The all-encompassing luxury-lifestyle platform and digital brand extension of the prestigious Asia Tatler magazines produces exclusive online content and provides daily updates on the latest events, important lifestyle trends, high-end fashion and fine dining in each market Multi-media packages are presented in an exclusive curated space for luxury brands and accessible via mobile, tablet or desktop, and include:

- Targeted display advertising
- · Email marketing
- Advertorials
- Social Media

E-NEWSLETTER: \$7,650 PER REGION ADVERTORIAL LINK: \$2,950 PER REGION ADVERTORIAL PAGE: \$3,200 PER REGION

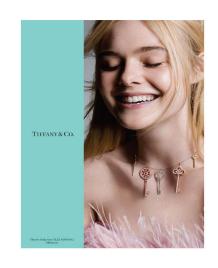
ASIA TATLER



Tatler Ball 2022: Celebrating 40

Lee Williamson







Modern Luxury

ADVANCED TARGETING PACKAGE

Reaching an audience of more than 16 million, Modern Luxury is the nation's largest luxury media company offering leading brands access to the most affluent audiences in the most prominent cities across the U.S. Through the power of the Modern Luxury platform including 85+ brands across 22 markets, we deliver powerful marketing solutions allowing luxury brands to connect with their audiences in the places and ways that matter most.

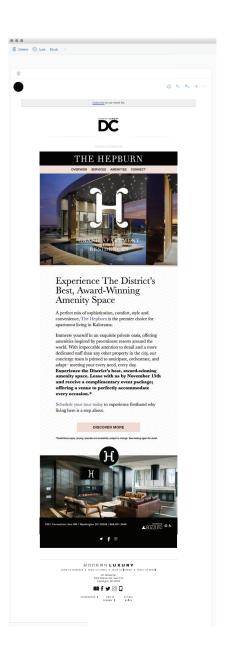




CUSTOM PRINT AND DIGITAL PACKAGE 1

- Boosted Instagram
- Enewsletter/Advertorial
- · Display Banner
- Real Estate Enewsletter
- Dedicated Email
- Branded Content Article

PRICE: \$60,000



Juwai Developer Solutions

PROPERTY LISTING PAGE

YOUR CHINESE COMPANY

Enhancement Products

- · Top Developer
- Top Property
- King Slider
- Juwai Recommends
- · Super Leaderboard
- Hot Property
- · Strip Banner Ad

Value-Added Products

- Monthly Social Media Promotion
- · Chinese Advertorial
- Prosperous Home Report (Feng Shui)

Juwai Online Event Solution

PRICE: \$7,500 - \$10,000 PER 6 MONTH CAMPAIGN

Global





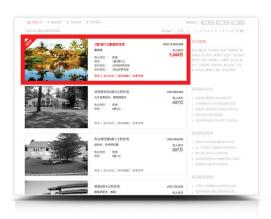






juwai.com

Juwai.com is where Chinese find international property. Juwai, which means "home overseas", is visited by Chinese buyers each day from over 403 cities throughout China, as well as major Chinese communities in Taiwan, Hong Kong, Malaysia and Singapore. The site is the largest and most authoritative source for global property in Chinese, with over 2.5 million property listings spanning 89 countries.





HOT PROPERTY UPGRADE

With this hot placement, your listing can attract up to 90.8X more traffic. Be seen before Chinese buyers even begin their property search! Located on the right side of the homepage.

PRICING SPECIAL: \$425 FOR 30 DAYS.

Usually \$725

Global

FEATURED PLACEMENT PROPERTY LISTING

- · Juwai Luxe Channel
- Connects you to UHNW (Ultra High Net Worth)
 Chinese consumers.

PRICE: \$425 FOR 6 MONTHS

For properties \$2M+

Global

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

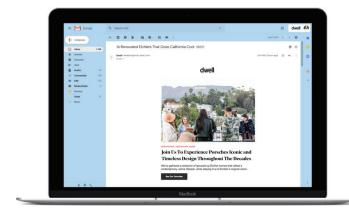
- Ranks Highly for a young audience, Age 25-54, that owns real estate and investment real estate (Index 275).
- Ranks #1 for an audience with plans to purchase a second house (vacation home) or remodel their home within the year (Index 259).

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





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

OTM ON THE MARKET E-NEWSLETTER
DEDICATED EMAILS
ONSITE VIDEO
CUSTOM CONTENT
INSTAGRAM
SOCIAL MEDIA

Package pricing with print



jamesedition.com

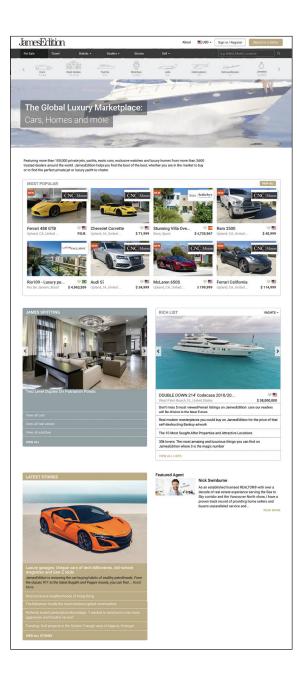
E-NEWSLETTER

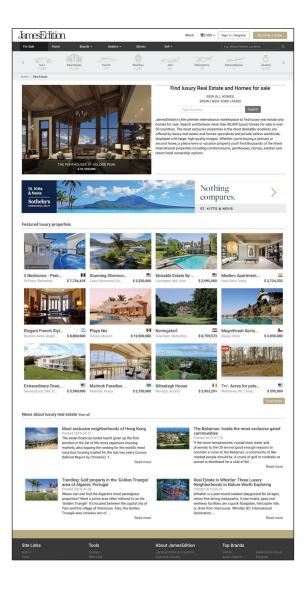
Founded in 2008, JamesEdition.com features the largest collection of luxury goods worldwide. The exquisite items curated by JamesEdition.com range from celebrity-owned luxury real estate to rare supercars. An affluent audience of 25,000 per day is browsing for the finest the globe has to offer.

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

FEATURED ARTICLE AND E-NEWSLETTER PROMOTION

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.

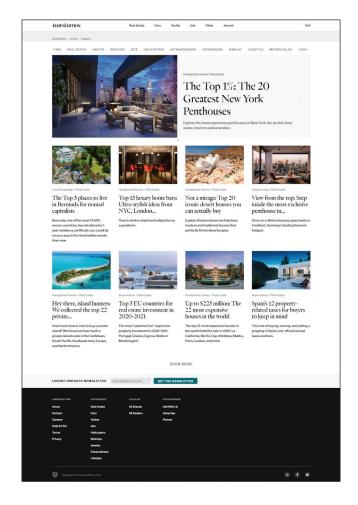
With more than 10 million monthly page views from around the world, JamesEdition.com is the quintessential marketplace for ultra-high net worth individuals. With users evenly spread throughout the Americas, EMEA and Asia, JamesEdition.com is the only truly global site to market luxury.

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



jamesedition.com

NEW & TRENDING

FEATURED LUXURY POSITION

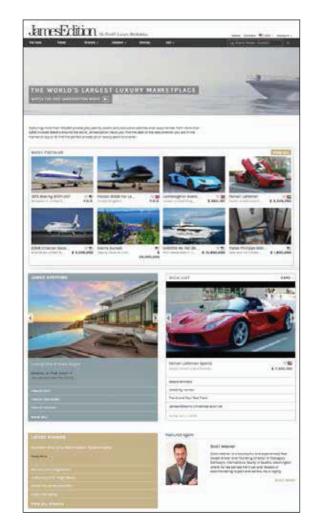
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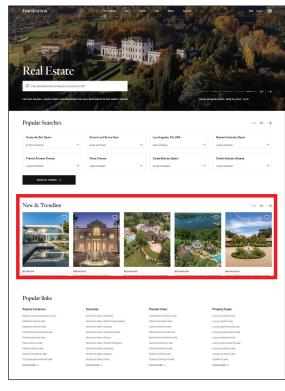
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Upgrade your listings for increased visibility to capture the attention of the UHNW.

HOME PAGE POSITION FEATURED SPOT: \$1,200

REAL ESTATE POSITION FEATURED SPOT: \$1,000





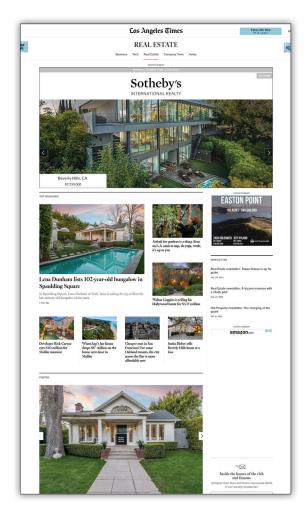
LA Times

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



LA Times

CUSTOM EMAIL

A stand-alone email message sent to LA Times registered users on behalf of your brand.

Whether you're trying to reach homeowners, buyers or sellers, target them by geo, demo, behavior, lifestyle or purchase intent.

Audience: 30K

PRICE: \$1,750/DEPLOYMENT

Los Angeles Times

Luxe Magazine

DESIGN WHERE YOU LIVE.

Luxe champions the art of elevated living and inspires you to connect with those who create it.

Tell your stories, spark conversations and build relationships with fellow design lovers through a Luxe Interiors + Design social media program.

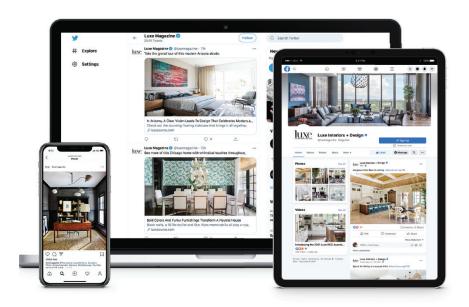
The Luxe audience

- 94% Own a Home Valued at \$1 Million or Greater
- 72% Have a Net Worth of \$5 Million or More
- 35% Have a Net Worth of \$10 Million or More
- 1.5 Million Audience
- 3.3 Million Global Digital Audience

@LuxeMagazine on Instagram

- 12M+ monthly reach
- 1.7M+ followers
- @LuxeMagazine on Facebook
- 2M+ monthly reach
- 970K followers





CUSTOM EMAIL

PRICE: STARTING AT \$2,350

NATIVE CONTENT + SOCIAL MARKETING

PRICE: \$4,425

EDITORIAL E-NEWSLETTER REGIONAL BANNERS

PRICE: \$1,185

PropGoLuxury.com

PropGOLuxury is the leading global luxury real estate site serving affluent English and Chinese audiences that allows users to search for luxury homes based on Price and location. It offers the most effective way to reach luxury property buyers, including China's large and rapidly growing international property buyer demographic.

PropGOLuxury offers a powerful distribution network providing maximum exposure to elite property consumers. The partner network reaches an aggregate audience of 20M luxury property consumers each month.

CIRCULATION AND DEMOGRAPHICS

• English Average HHI: \$250,000 USD

• English Average HHNW: \$2.8M USD

• Chinese Average HHI: 6.4MM

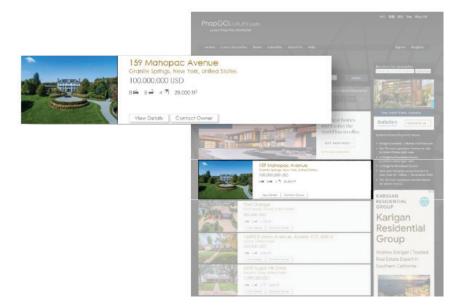
• Chinese Average HHNW: \$4.575M USD

FEATURED LISTING & REGIONAL SHOWCASE

Display your property prominently in search area listings and a supersized banner on the regional home page.

• Generate up to 12x more leads than standard listings

PRICE: \$700/30 DAYS



The Real Deal

For over 17 years The Real Deal's mission has remained consistent to empower real estate professionals with up-todate news and information to stay informed.

Print	Digital	Social	Newsletters	Events
2.5M+ Annual Readers (Source: Mitchell's)	3M+ Monthly Visitors (Source: Google Analytics)	340K+ Followers (Source: Hootsuite)	300K+ Subscribers (Source: Sailthru)	10K+ Attendees (Source: Bizzabo)

A Targeted Digital Reach Source

Site Stats:

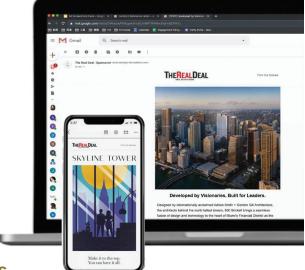
Unique visitors: 2M+
Total visitors: 3M+
Page views: 10M+
Mobile visits: 60%

Demographics:

• Male/Female Ratio: **60% / 40%**

• Ages 25-54: **70%**

• Earn over \$150K per year: 10M+



DEDICATED EBLASTS

The Real Deal provides cutting-edge news on the real estate industry in New York City and beyond. According to a recent Quantcast ranking, the Real Deal has the #1 wealthiest audience in the U.S. and falls in the top 25 on their list of websites with the most educated readers

OPPORTUNITY DETAILS:

· Choice of regions as follows:

EMAIL CAMPAIGN	SENDS	OPENS	OPEN RATE	CLICKS	CTR
National Dedicated Benchmarks	140,000	21,253	15.18%	323	1.52%
NY Dedicated Benchmarks	40,000	6,212	15.53%	215	3.46%
SF Dedicated Benchmarks	34,000	5,645	16.60%	178	3.15%
LA Dedicated Benchmarks	26,000	3,814	14.67%	101	2.65%
CH Dedicated Benchmarks	23,000	1,907	8.29%	70	3.67%

SAN FRANCISCO: \$3,550* LOS ANGELES: \$4,725*

^{*}Minimum Digital spend \$12,000

The Real Deal

For over 17 years The Real Deal's mission has remained consistent to empower real estate professionals with up-todate news and information to stay informed.

Print	Digital	Social	Newsletters	Events
2.5M+ Annual Readers (Source: Mitchell's)	3M+ Monthly Visitors (Source: Google Analytics)	340K+ Followers (Source: Hootsuite)	300K+ Subscribers (Source: Sailthru)	10K+ Attendees (Source: Bizzabo)

A Targeted Digital Reach Source

Site Stats:

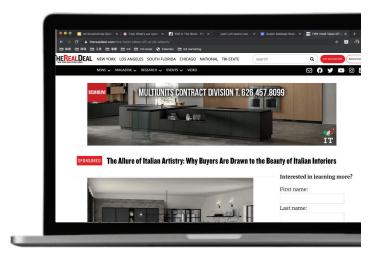
Unique visitors: 2M+
Total visitors: 3M+
Page views: 10M+
Mobile visits: 60%

Demographics:

• Male/Female Ratio: **60% / 40%**

• Ages 25-54: **70%**

• Earn over \$150K per year: 10M+



SPONSORED & CUSTOM CONTENT

Sotheby's International Realty can solidify their positioning and brand story, TRD repost existing content inclusive of articles, videos and more on TheRealDeal.com

SPONSORED CONTENT DETAILS:

- · Content article provided and posted on TheRealDeal.com
- Content promoted on homepage for 1 week
- Content promoted in daily newsletters (2x)
- and via social media (2x)
- · Content remains live on TheRealDeal.com
- Benchmarks: 3,000 + Pageviews & 2:03 Avg. Time Spent.

Custom content can be created with TRD Studio in collaboration with Sky upon request – additional fees may apply.

COST: \$15,500 PER POST

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





The Wall Street Journal Online (WSJ.com)

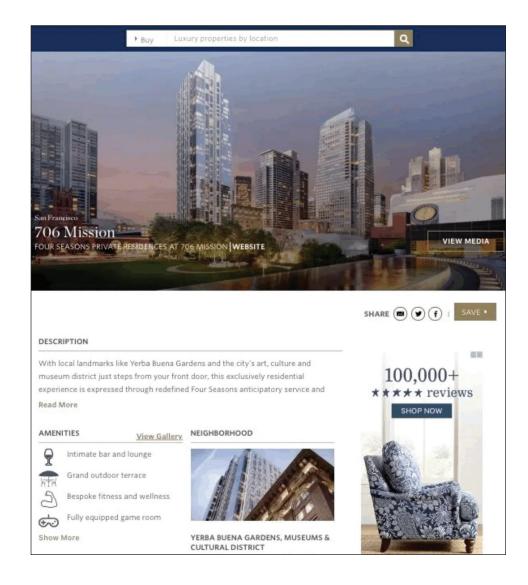
MANSION GLOBAL NEW DEVELOPMENTS PROFILE PAGE

Showcase impressive new construction projects to an audience of engaged high-net-worth buyers.

INCLUDES

- · Fixed, always-on position within section
- Full screen image slideshow
- Prominent lead generation form
- · Property highlights
- Neighborhood profile
- Available units (300x600 banner recommended)
- Video (optional)
- Amenities carousel (3-9 amenities with 1 image for each)
- · Localized map
- · Searchable within listings database

PRICE: \$1,000 **3 Month Minimum**

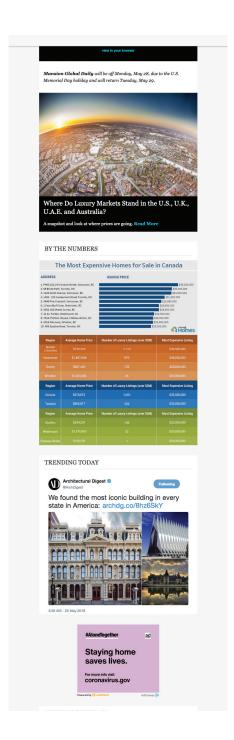


The Wall Street Journal Online (WSJ.com)

MANSION GLOBAL DAILY (M-F) ENEWSLETTER

- 5 Drops Monday Friday
- · 100% SOV
- 17,000 Opt in subscribers

PRICE: \$3,680



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

DOUBLE PROPERTY SPOT: \$1,590 QUADRUPLE PROPERTY SPOT: \$3,180

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.

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





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+

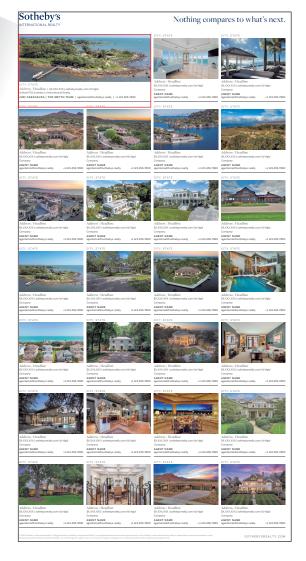
• Over 1 in 4 have a household net worth of \$3 million

PROPERTY SPOT, COLOR: \$760

DOUBLE PROPERTY SPOT, COLOR: \$1,520 QUADRUPLE PROPERTY SPOT, COLOR: \$3,040







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

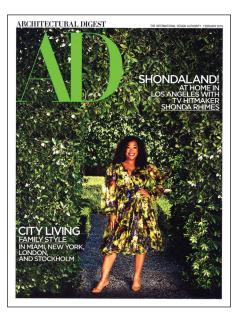
SAN FRANCISCO METRO \$6,330 1X

\$6,010 3X

LA METRO

\$6,840 1X

\$6,500 3X









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

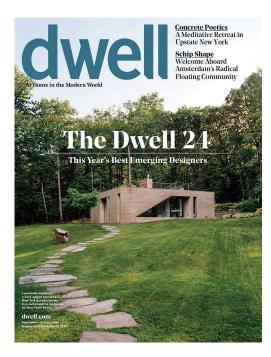
Source: Google Analytics, Quantcast, and Sprout

Social 2019

MODERN MARKET 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

QUADRUPLE PROPERTY SPOT, COLOR: \$3,000 DOUBLE PROPERTY SPOT, COLOR: \$1,500

PROPERTY SPOT, COLOR: \$750

Global





Nob Hill Gazette -Peninsula & Silicon Valley

As the finest regional lifestyle brand, Nob Hill Gazette - Peninsula & Silicon Valley targets the most desirable local demographic. With a keen eye for engaging photography and editorial content aimed to inform, delight and inspire our readers, we truly capture the essence of the Bay Area lifestyle defined by its people, ideas, arts, activities, and issues of the day.

• Frequency: 12 times

• Average Readership: **155,000**

· Year Established: 1993

• Mean Home Value: **\$4,100,500**

• Circulation per Issue: 31,600

5 FULL PAGES 3 CONTENT PAGES

PRINT AND DIGITAL PACKAGE: \$60,000



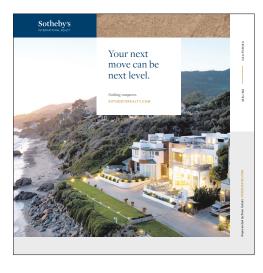
Los Angeles Times Takeover

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







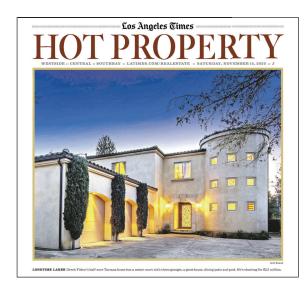


Los Angeles Times Hot Property And Digital Lighthouse

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.
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- Saturday Print Circulation: **56,000**
- e-Edition subscribers: 164,780



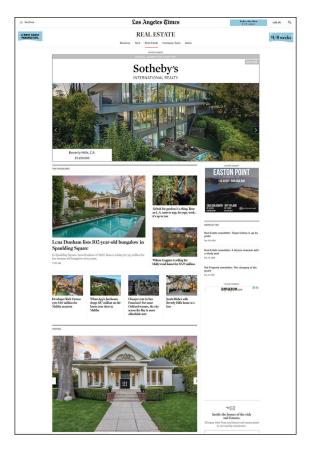
LA TIMES DIGITAL LIGHTHOUSE

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



Luxe Magazine

LUXE INTERIORS + DESIGN

Luxe Interiors + Design is the largest architecture and design brand in the United States. We have a direct line to local businesses and design professionals, and target highly affluent consumers, 6 times a year, in the top 14 major markets.

- **4%** Delivered to luxury homeowners in the wealthiest zip codes in each LUXE region
- 8% Distributed to a proprietary list of trade professionals, showrooms and design centers
- 8% Distributed to private air travelers via exclusive MediaJet newsstands in 250+ FBOs and on newsstands in Barnes & Noble, Hudson News, Whole Foods and Central Market

AUDIENCE:

- 93% Net Worth of \$1 Million or more
- 72% Net Worth of \$5 Million or more
- 35% Net Worth of \$10 Million or more
- 94% Own a Home Valued and \$1 Million or greater

SAN FRANCISCO FULL PAGE: \$3.750





Modern Luxury

AT MODERN LUXURY, CONNECTION AND COMMUNITY DEFINE WHO WE ARE

Reaching an audience of more than 16 million, modern luxury is the nation's largest luxury media company offering leading brands access to the most affluent audiences in the most prominent cities across the u.s.

Through the power of the modern luxury media ecosystem including 85+ brands across 22 markets luxury brands can connect with their audiences in the places and ways that matter the most.

• Audience: 13 Million

• Markets: 22



Modern Luxury

NATIONAL PACKAGE #1

- 12 Full Pages
- 4 Top 5
- 1 Standard Rich Media Display Banner
- 1 Branded Content Article (Advertorial)

PLUS CHOICE OF 5 MEMBERSHIP POINTS:

1 POINT (EACH)

- Dedicated Email
- E-Newsletter/Advertorial
- · Real Estate E-Newsletter
- Standard Rich Media Display Banner
 - All Sizes
- Standard Boosted Instagram
 - · Out-of-Feed post

2 POINTS (EACH)

- · Dedicated Email Extension
- · Luxury Mail
- · Branded Content Article

3 POINTS (EACH)

- Full Page
- Standard Boosted Instagram
- In-Feed Post
- Influencer Package
- · Print Marketing Card



MONTHLY COMMITMENT: \$8,500 PER MONTH FOR 6

MONTHS

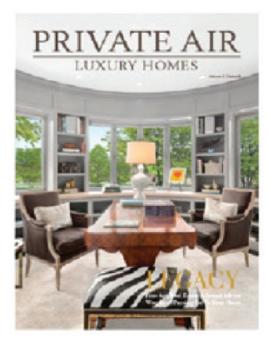
TOTAL INVESTMENT: \$60,000 FULL RETAIL VALUE: \$115,000

YOU SAVE \$55,000 WITH THIS PACKAGE

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

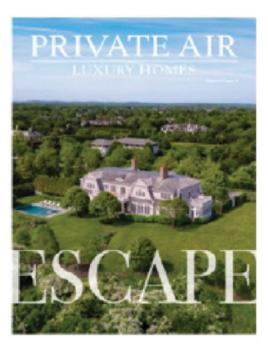
Readers encompass professional athletes, A-list celebrities, Fortune 500 executives, politicians, and entrepreneurs

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



The Real Deal

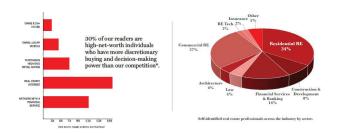
For over 17 years The Real Deal's mission has remained consistent to empower real estate professionals with up-todate news and information to stay informed.

Print	Digital	Social	Newsletters	Events
2.5M+ Annual Readers (Source: Mitchell's)	3M+ Monthly Visitors (Source: Google Analytics)	340K+ Followers (Source: Hootsuite)	300K+ Subscribers (Source: Sailthru)	10K+ Attendees (Source: Bizzabo)

A Targeted Digital Reach Source

TRD READERS ARE DECISION MAKERS WITHIN THE RE INDUSTRY

- 20,000 copies distributed to Realtor associations
- 5,000 copies distributed in airline & VIP lounges



Distribution:

- 2,500 copies sent to architectural firms, developers, financial institutions, constructions companies, law firms, title companies, and interior design firms
- 2,000 copies distributed to Residential + Commercial
- 1,600 Newstand copies

PRINT MARKETING

Reach your core audience with editorially and strategically aligned full-page print ads within the issues of your choice.

Opportunity details:

· National - Monthly

FULL PAGE: \$5.000 2 PAGE SPREAD: \$9.500 Based on 8 Insertions

STRATEGIC PRINT OPTIONS



NATIONAL

Circulation:

- 40,000/month
- 480,000/annual



DATA BOOK

Circulation:

50,000 annual

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 2025

PLAN 1

Media	Ad Description	April	May	June	July	August	September	Media Total
Sotheby's Auction House: Print	·	·	•		•	Ŭ	·	
Sotheby's Magazine	Full Page		\$ 3,640.00)				\$ 3,640.00
Sotheby's Auction House: Digital								
Sotheby's Selects E-Newsletter	Sotheby's Selects E-Newsletter	\$ 2,585.0	00				\$ 2,585.00	\$ 5,170.00
Digital								
Million Impressions*								
Million Impressions	Digital Banner Program	\$ 1.625.0	0 \$ 1,625.00	\$ 1.625.00	\$ 1.625.00	\$ 1.625.00	\$ 1.625.00	\$ 9,750.00
Million Impressions	Targeting - West Coast, NY, Asia	+ -/	-,	,	, -,	, _,,	,	+ -,
Google Adwords								
Google Adwords	Digital PPC program	\$ 4,750.0	0 \$ 4.000.00	\$ 4,000.00	\$ 4.000.00	\$ 4,000,00	\$ 4,000.00	\$ 24,750.00
Comprehensive Digital	0 · · · · · · · · · · · · · · · · · · ·	, , , , , , , , , , , , , , , , , , , ,	, ,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	, ,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	, ,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	, ,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	, ,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	, , , , , , , , , , , , , , , , , , , ,
Social Mirror Ads	Mirroring Social Post	\$ 2,000.0	0 \$ 2,000.00	\$ 2,000.00	\$ 2,000.00	\$ 2,000.00	\$ 2,000.00	\$ 12,000.00
Online Audio Ads	15-30 seconds audio content	, , , , , , , , , , , , , , , , , , , ,	00 \$ 2,000.00	, , , , , , , , , , , , , , , , , , , ,	, , , , , , , , ,	, , , , , , , , ,	, , , , , , , , , ,	
Geofencing - Event and Location		+ =,====	-,	,	, _,	, _,,,,,,,,	-,	,
Geofencing - Event and Location	Target specific events and locations	\$ 1,500.0	0 \$ 1,500.00	\$ 1,500.00	\$ 1,500.00	\$ 1,500.00	\$ 1,500.00	\$ 9,000.00
Dwell.com	• •							
Real Estate Package	Custom Article with Homepage, E-Newsletter and FB promo	\$ 6,000.0	00					\$ 6,000.00
Nob Hill Gazette	, ,							
OTM On the Market E-Newsletter	Property listing email	OTM	OTM	OTM	OTM	OTM	OTM	
Dedicated Emails	Geofenced Emails	Email	Email	Email	Email	Email	Email	
Onsite Video	Video onsite and on NHG Website				Video			Package
Custom Content	SEO Adapted Content		Content					Package
Instagram	Post					Post		
Social Media	Posting				Post			
lamesEdition								
New & Trending Home Page Position	Featured Spot			\$ 1,200.00				\$ 1,200.00
New & Trending Real Estate Position	Featured Spot	\$ 1,000.0	00					\$ 1,000.00
Featured Article and E-Newsletter promotion	Newsletter Top & Journal Article		\$ 5,500.00)				\$ 5,500.00
E-Newsletter Featured Listing	E-Newsletter				\$ 1,500.00			\$ 1,500.00
Juwai.com								
Developer Marketing Solution	Multi Channel campaign			\$10	,000			\$ 10,000.00
Hot Property Upgrade	Hot property upgrade - 30 days	\$ 425.0	00					\$ 425.00
Luxe Channel Property Listing	Luxe Channel Property Listing - 6 months			\$4	125			\$ 425.00
LA Times								
Lighthouse Fixed Position - Hot Property Page	Lighthouse Fixed Position - Hot Property Page		0 Bonus	\$ 325.00	Bonus	\$ 325.00) Bonus	\$ 975.00
Custom Email	Custom Email	\$ 1,750.0	00					\$ 1,750.00
Luxe Interiors + Design								
Custom Email	Custom Email	\$ 2,350.0		\$ 2,350.00		\$ 2,350.00)	\$ 7,050.00
Native Content + Social Marketing	Native Content + Social Marketing		\$ 4,425.00)				\$ 4,425.00
Editorial E-Newsletter Regional Banners					\$ 1,185.00			\$ 1,185.00

Proposed Schedule, Pricing & Reach 2025

PLAN 1 - CONTINUED

\$60,000
Instagram
Enews/Adv \$ 60,000.00
Banner
Enews
Email
Article \$ -
\$ 700.00 \$ 700.00 \$ 700.00 \$ 2,100.00
\$ 3,550.00 \$ 3,550.00 \$ 7,100.00
\$ 1,725.00 \$ 1,725.00
\$ 15,500.00 \$ 15,500.00
\$ 7,650.00 \$ 7,650.00
\$ 3,200.00 \$ 3,200.00
\$ 2,150.00 \$ 2,150.00 \$ 4,300.00
\$ 650.00 \$ 650.00 \$ 650.00 \$ 650.00 \$ 2,600.00
\$ 650.00 \$ 650.00 \$ 650.00 \$ 2,600.00 \$ 2,000.00 \$ 1,000 \$ 2,000.00

Proposed Schedule, Pricing & Reach 2025

PLAN 1 - CONTINUED

Print			
Conde Nast Magazines			
Architectural Digest - San Francisco Metro	Full Page	\$ 6,010.00 \$ 6,010.00 \$ 61,010.00 \$ 73,030.00	78,000
Architectural Digest - LA Metro	Full Page	\$ 6,500.00 \$ 6,500.00 \$ 6,500.00 \$ 19,500.00	138,000
Dwell			
Dwell	Modern Market	\$ 5,200.00 \$ 5,200.00 \$ 10,400.00	412,000
Financial Times			
Financial Times	Double Property Spot	\$ 1,500.00 \$ 1,500.00 \$ 1,500.00 \$ 1,500.00 \$ 1,500.00 \$ 7,500.00	1,052,285
The Los Angeles Times			
The Los Angeles Times	Hot Property - listing + digital lighthouse	\$ 425.00 \$ 425.00 \$ 425.00 \$ 1,275.00	662,340
The Los Angeles Times	Takeover - Full Page	\$ 660.00 \$ 660.00 \$ 660.00 \$ 2,640.00	1,536,000
Luxe Interiors + Design			
Luxe Interiors + Design	Full Page - San Francisco	\$ 3,740.00 \$ 3,740.00 \$ 7,480.00	70,000
Modern Luxury			
Modern Luxury	Top 5 Editorial	Top 5 Top 5 Top 5 5 -	140,000
Modern Luxury	Full Page - San Francisco	Full Page Full Page Full Page Full Page \$ -	175,000
Modern Luxury	Full Page - Silicon Valley	Full Page Full Page Full Page Full Page \$ -	175,000
Modern Luxury	Full Page - Angelino	Full Page \$ -	70,000
The New York Times			
The New York Times	Double Property Spot - Weekday/Saturday	\$ 1,520.00 \$ 1,520.00 \$ 1,520.00 \$ 4,560.00	1,269,333
The New York Times Takeover	Full Page w/ Digital promotion	\$ 750.00 \$ 750.00 \$ 750.00 \$ 750.00 \$ 3,000.00	660,000
Nob Hill Gazette			
Nob Hill Gazette	Full Page	Full Page Full Page Full Page Full Page Full Page Package	250,000
Nob Hill Gazette	Full Page Custom Content	2 Page Custom Content Content	100,000
Nob Hill Gazette	Package Pricing	\$60,000	
Private Air Luxury Homes			
Private Air Luxury Homes	Full Page - 3 Issues with social media, E-Newsletter & Exclusive Estate Showcase Editorials	\$ 1,550.00 \$ 1,550.00 \$ 1,550.00 \$ 4,650.00	195,000
The Real Deal			
The Real Deal	Full Page	\$ 5,000.00 \$ 5,000.00 \$ 10,000.00	648,000
San Francisco & Silicon Valley			
San Francisco & Silicon Valley	Takeover - Full Page	\$ 725.00 \$ 725.00 \$ 1,450.00	73,000
The Wall Street Journal			
The Wall Street Journal - National	Double Property Spot w/ Digital Featured Property Upgrade	\$ 1,590.00 \$ 1,590.00 \$ 3,180.00	1,288,848
The Wall Street Journal - National	Quadruple Property Spot w/ Digital Featured Property Upgrade	\$ 3,180.00 \$ 3,180.00 \$ 3,180.00 \$ 3,180.00 \$ 12,720.00	2,577,696
The Wall Street Journal			
Mansion Global Experience Luxury	Weekend Property insert	\$ 1,985.00 \$ 1,985.00 \$ 3,970.00	200,000

TOTA

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

\$ 396,635.00

44,299,102