

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

SKYAD.COM

# 3036 Kalua Koi Rd Advertising and Marketing Program



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ADVERTISING BRANDING MARKETING

# National & Global Exposure 3036 Kalua Koi Rd

SKY Advertising is excited to present to Island Sotheby's International Realty® a curated, multi-media marketing selection of offerings to bring ultra-high net worth buyer awareness to 3036 Kalua Koi Rd.

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 Maunaloa. HI.

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

LET'S DO GREAT THINGS TOGETHER

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CHLOE STEELY

Sotheby's Auction House Offerings



# Sotheby's Auction Magazine

### **SOTHEBY'S MAGAZINE**

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

- Distribution: **35,000**
- 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: \$5,260 HALF PAGE: \$2,630 QUARTER PAGE: \$1,315

Global



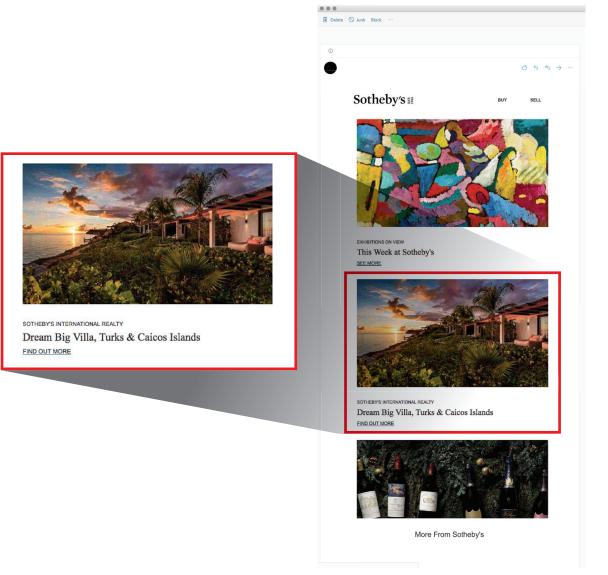




### SOTHEBY'S BESPOKE EMAIL

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

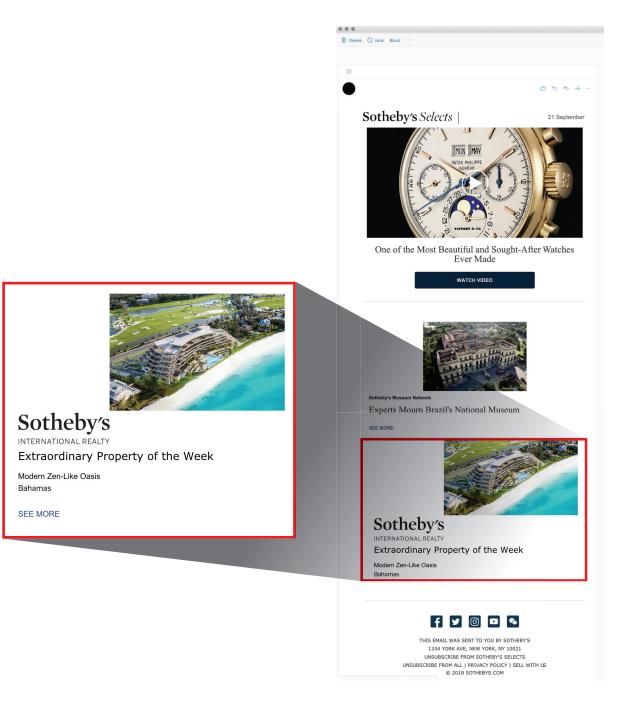
PRICE: \$2,500/DEPLOYMENT



### 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



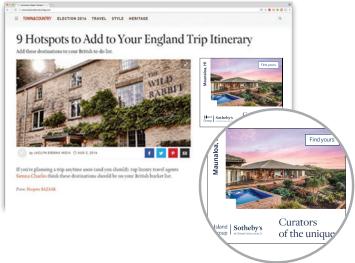
# Impressions Campaign

# 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: 3036 Kalua Koi Rd
- Flight Dates: January 2025 March 2025
- Impressions: **750,000**

Three Month Minimum

· Clicks through to the website of your choice.

100K Impressions per two weeks: \$900 250K Impressions per month: \$1,195 500K Impressions per month: \$1,625 1 Million Impressions per month: \$2,450



Minimum 3 month commitment

# Impressions Program Targeting Sites

We identify the best sites to feature your property, and your ads appear only on your approved sites. The number of prominent, respected and relevant sites available is exceptional. We take care of the research to provide hand-selected and white-listed sites most relevant to your campaign.

### **GEO TARGETING**

We identify where potential buyers are found and use the information to identify the areas to geo-target. We can target locally to globally. The New York Times

THE ECONOMIC TIMES



THE WALL STREET JOURNAL.

**Bloomberg Markets** 

**Forbes** 



# Creative

### SAMPLE BANNER ADS FOR IMPRESSIONS PROGRAM

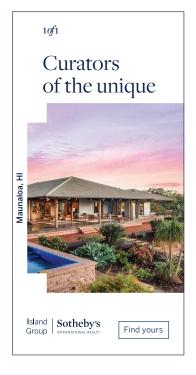
We create and produce banner ads for your campaign that best reflect your property and company image. We assist with photo selection and editing as well as ad design and sizing.

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

**BANNER PRODUCTION: \$350** 

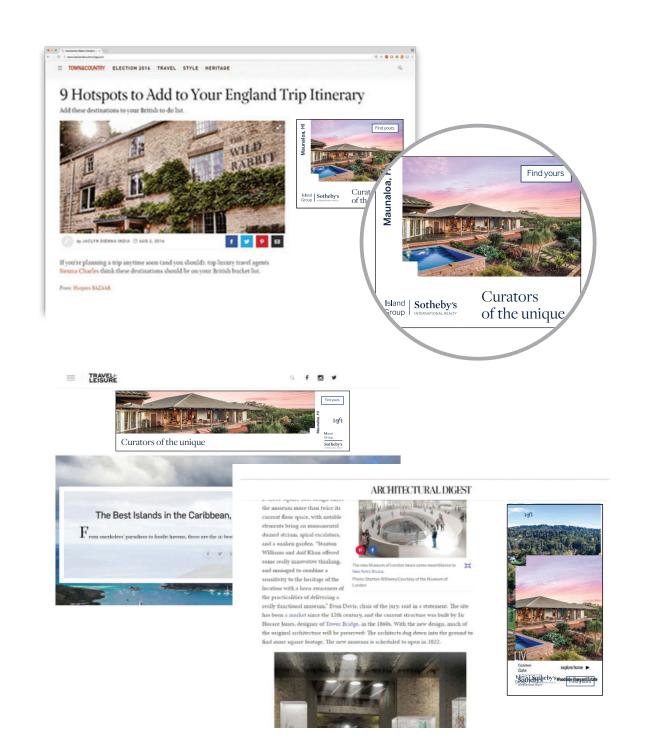








Sample
Banners For
Impressions
Programs As
They Appear
On Sites

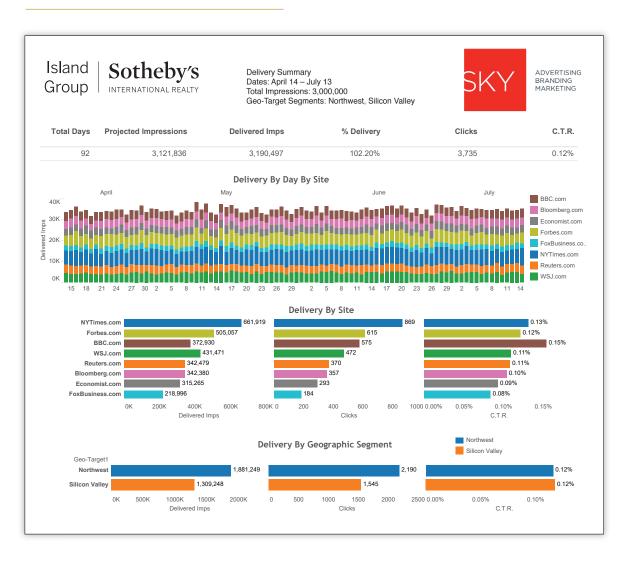


# Comprehensive Reporting For Your Customized Campaign

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.

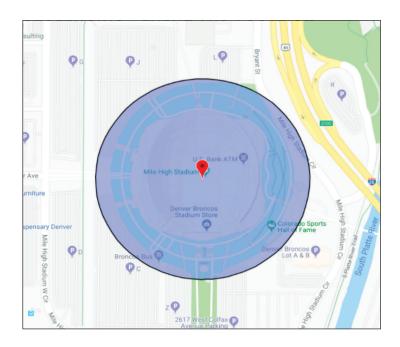
### **IMPRESSIONS PROGRAM SAMPLE REPORT**



# 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

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

# Comprehensive Digital

### **SOCIAL MIRROR ADS**

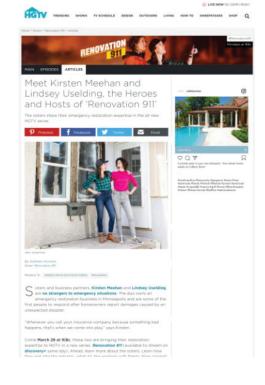
Social Mirror ads look like your social media display or video posts but appear on other websites and apps, linking back to the social media platform and your website, and run across all devices using our targeting strategies.

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** 

# 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.



### **Island SIR**

Google Ads Impressions 85,229

Google Ads Clicks

Google Ads CTR

Google Ads Phone Calls

9

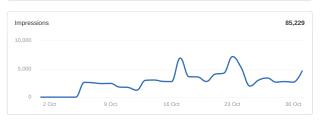
Average Cost-Per-Click

\$1.52

Google Ads Interaction R...

1.14%

Clicks				930
150				
100	٨		$\wedge$	
50	1	$\nearrow$		
0	9 Oct	16 Oct	23 Oct	30 Oct



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

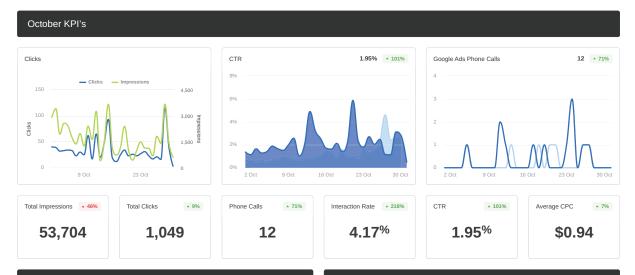
# Google AdWords

### **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.



### **Island 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		

# Cottages & Garden

Delivering the finest luxury design and architecture content to residents of America's most affluent communities.

- Average HHI \$1,162,428
- 44% plan to buy a home in the next 2 years
- 36% own 2 or more homes

### **TOP 10 MARKETS**

- New York
- California
- Connecticut
- Florida Texas

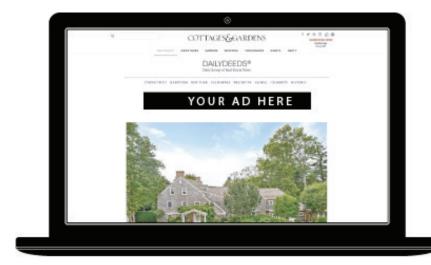
- Virginia
- New jersey
- Illinois
- Massachusetts
- Pennsylvania

### SPOTLIGHT + PROPERTY OF NOTE

**ROTATING GALLERY: \$2,950** 

### **DAILY DEEDS**

**E-NEWSLETTER SENT 4X PER WEEK:** \$3,000 FOR TWO WEEKS; \$5,000 PER MONTH









Floral Gift Ideas for Mother's Day

Even if she's not a gardener, chances are that every mother favors flowers.

### Cheek Out the Latest Design News

New shops, a showroom, and a luxury collection.

### Ready, Set, Game Time! 12 fun finds that double as playful







With an eye for both style and function, California Closets provides innovative custom storage systems for all areas of the home. Our expert design consultants will guide you through every stop of the California Clenets process. Find yourself at home with California Closets.

# Dwell Real Estate

Dwell Real Estate takes a peek into modern real estate listings from every corner of the country and beyond.

- Readership of 11 million
  - 917K Magazine
  - 4.2 M Dwell.com
  - 5.4 M Social
  - 669K Email
- Average Age: 46
- Average HHI \$178K

### **Dwell Audience Real Estate Metrics**

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

### **CUSTOM REAL ESTATE ARTICLE.**

This article permanently live will live in the Dwell.com Real Estate Channel.

- Promotion on Dwell.com Homepage through a promo tile.
- · Promotion in the Dwell Email Newsletter.
- · Promotion on the Dwell Facebook.

PRICE: \$6,000





# Elite Traveler

Since its launch in 2001, Elite Traveler has been the market-leading guide and curator of the global luxury lifestyle of UHNW individuals. It is written and designed by an experienced team of editors in New York and London for the elusive global elite who live the private jet lifestyle, delivering expert perspectives, meaningful analysis and advice.

Elite Traveler.com is accessed globally across multiple platforms providing unique opportunities for alignment with luxury content.

- Average HHI \$7.9M
- Average Net Worth \$32M
- 318,661 Unique Browsers

ONLINE REAL ESTATE SHOWCASE: \$2,500/YEAR

Half price with full page print purchase



# Nob Hill Gazette

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

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

### **E-NEWSLETTER**

### ON THE MARKET

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

PRICE: \$500 PER LISTING

San Francisco, Peninsula, and Silicon Valley



### **E-NEWSLETTER**

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

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

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

600,000+ subscribers.
 Have your listing matched to relevant editorial for native content appeal.

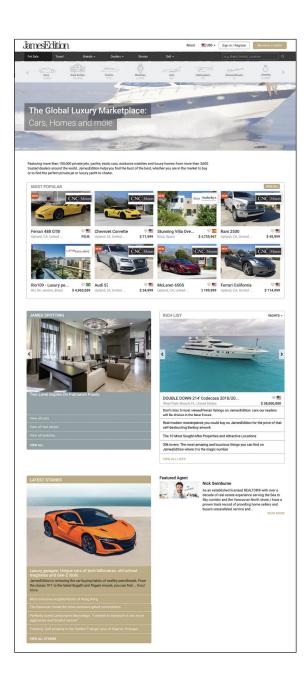
### **Location Open Rates**

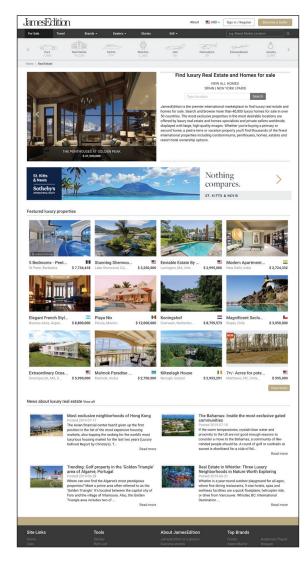
- North America 40%
- Europe 40%
- Asia 10%
- Middle East 5%

### **Email Engagement**

- Average open rate: 32%
- Average total click rate: 7% (10-15% top position, 3-5% middle position)

**LISTING FEATURE: \$1.500** 





### **ROTATING GALLERY**

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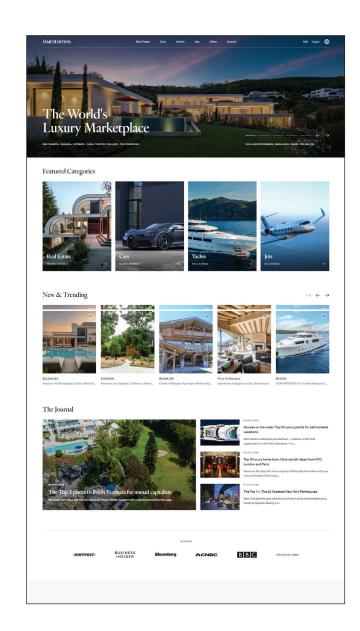
Showcase your office and properties and bring increased visibility to capture the attention of the UHNW in the James Edition rotating Gallery. The Rotating Gallery is a carousel of selected listings that automatically changes every 5 seconds on the Home Page and the Real Estate Page.

**HOME PAGE** 

**FEATURED BANNER: \$2.000** 

**REAL ESTATE PAGE** 

FEATURED BANNER: \$1,600



### FEATURED ARTICLE AND E-NEWSLETTER PROMOTION

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.

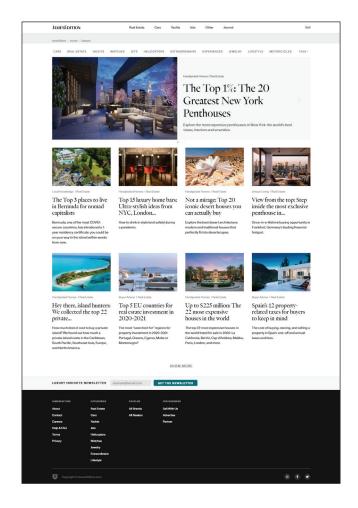
With more than 10 million monthly page views from around the world, JamesEdition.com is the quintessential marketplace for ultra-high net worth individuals. With users evenly spread throughout the Americas, EMEA and Asia, JamesEdition.com is the only truly global site to market luxury.

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



### **NEW & TRENDING**

### **FEATURED LUXURY POSITION**

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.

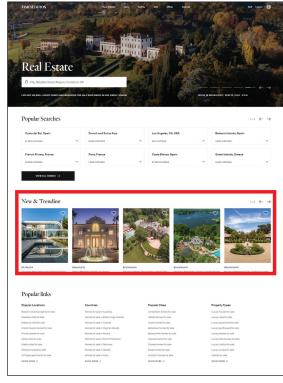
With more than 10 million monthly page views from around the world, JamesEdition.com is the quintessential marketplace for ultra-high net worth individuals With users evenly spread throughout the Americas, EMEA and Asia, JamesEdition.com is the only truly global site to market luxury.

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

HOME PAGE POSITION FEATURED SPOT: \$1,200

REAL ESTATE POSITION FEATURED SPOT: \$1,000





### **SOCIAL MEDIA POST**

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

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

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

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

- 158,000 Instagram Followers
- 36,000 Facebook Page Likes
- 136,000 TikTok Followers
- 1.5 Million Accounts Reached on Instagram / month
- 2.3M Total Organic Likes on TikTok
- 37.5 Million Views on #JamesEdition on TikTok













### **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 PLUS: \$1,000

VIDEO: \$1,800

PHOTO: \$800

skyad.com

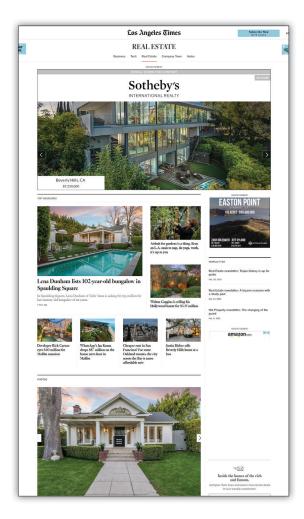
# LA Times

### 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



# Luxury Estate

### **LUXURY ESTATE**

Luxury Estate is the leading international portal for the luxury real estate market.

With its website and apps translated in 16 languages and users from 132 countries, LE is the perfect solution to reach international buyers.

- **1,900,000** visitors per month
- **18,000,000** page views per month
- **3,000,000** euro average buyer inquiry

SHOWCASE LISTING + ELITE LISTING PACKAGES PRICES:

\$1,100 FOR 1 MONTH \$3,250 FOR 3 MONTHS \$5,100 FOR 6 MONTHS



## Ocean Home

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

### **EXCLUSIVE EMAIL**

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

PRICE: \$2,750 PER WEEK



### **SOCIAL MEDIA POST**

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

• 60,000+ Followers.

FACEBOOK POST: \$675 PER POST INSTAGRAM POST: \$800 PER POST

FACEBOOK/INSTAGRAM AD: \$1.400 PER MONTH



# RobbReport.com

### **REAL ESTATE ENEWSLETTER**

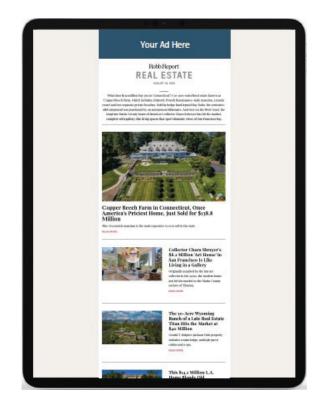
### 60.000+ REAL ESTATE ENTHUSIASTS

Every Monday, Wednesday and Friday, Robb Report's Real Estate newsletter reaches 60K+ opt-in subscribers. This newsletter showcases the full spectrum of homes, real estate, architectural design and more, with insightful viewpoints for a rapidly growing online audience for this category.

- Open Rate 18.5%
- Email is exclusive, Partner own both banner positions: (2) 970x250
- Rate: \$3,100 for 1 week (3 deployments)

NEWSLETTER: \$4,125/WEEK

3 Sends





# 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



# The Wall Street Journal Online (WSJ.com)

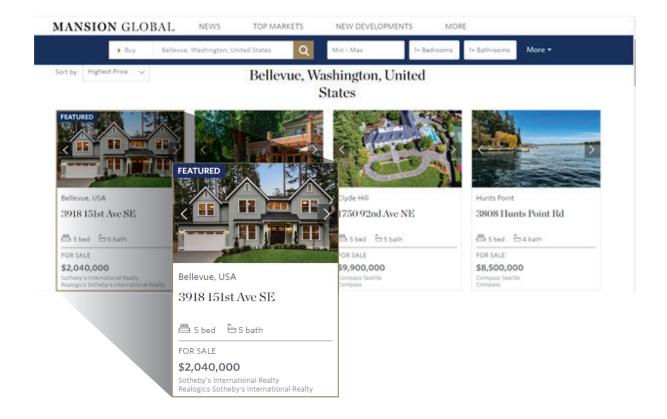
### FEATURED PROPERTY UPGRADES

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
- Approximate Total Annual Impressions: 300,000
- 2024 Overall Average CTR: 4.24%
- Share of Voice: 2.5% (1 Slot) STATIC

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 DAILY (M-F) ENEWSLETTER

- 5 Drops Monday Friday
- · 100% SOV
- 19,765 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
National: 525,734
E-newspaper: 194,000
Readership: 4,234,000
Male / Female: 57% / 43%

Average HHI: \$361KAverage age: 45

PROPERTY SPOT: \$795

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+

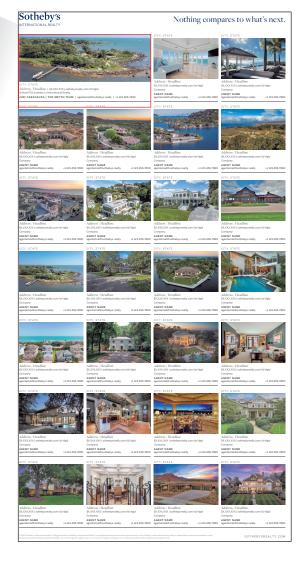
• Over 1 in 4 have a household net worth of \$3 million

PROPERTY SPOT, COLOR: \$760

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







### 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**

Circulation: 89,361Average Age: 40

• Male/Female Skew: 65% / 35%

Average HHI: \$992,205Average HHNW: \$3.9M

FULL PAGE: \$9,250 SPREAD: \$18,250

LUXURY HOMES FEATURE STARTING AT \$4,500



### 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





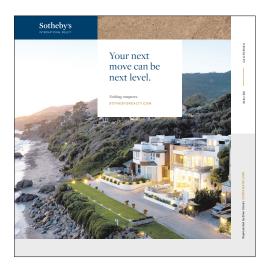
### Los Angeles Times Takeover

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







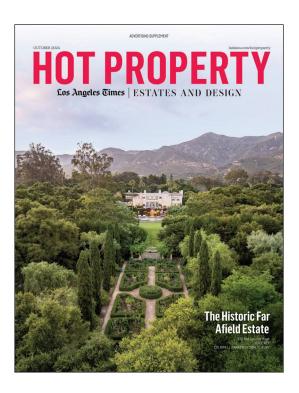


# Los Angeles Times Hot Property And Digital Lighthouse

### 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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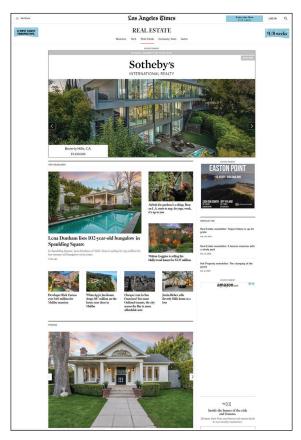
### LA TIMES DIGITAL LIGHTHOUSE

The Sotheby's International Realty LA Times Digital Lighthouse showcases 27-30 properties monthly and owns 100% SOV at the top of the LA Times Real Estate section.

· Avg Monthly Impressions: 1.7 Million

PRICE: \$425

Full color with 30 day Lighthouse Placement





### Ocean Home Magazine

### THE LUXURY COASTAL LIFESTYLE PUBLICATION

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

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

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

### **Demographics**

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

Geographic breakdown: United States coastal areas,

Canada, CaribbeanAverage age: 51

Male / Female: 49% / 51%Average HHI: \$2,400,000

• Net Worth: \$9,600,000

• Primary Residence value: \$3,300,000

 Geographic Breakdown: US Coastal Areas – 29% Northeast, 35% Southeast, 28% West, 5% Southwest, 3% Midwest, Caribbean

FULL PAGE: \$2,850,

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



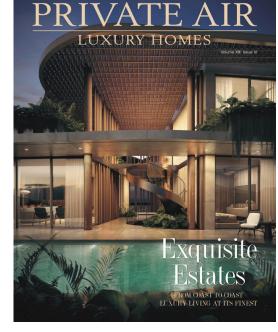




### Private Air Luxury Homes Magazine

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

The readers of Private Air Luxury Homes Magazine 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

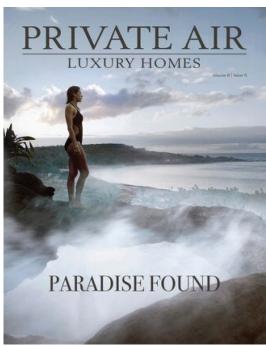
Readers encompass professional athletes, A-list celebrities, Fortune 500 executives, politicians, and entrepreneurs

**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



### San Francisco & Silicon Valley Takeover

Exclusive insert in the New York Times distributed to 36,500 households in the San Francisco and Silicon Valley metro.

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









Schedule, Pricing & Reach



### PLAN 1

Plan 1	•							
Media	Ad Description	January	February	March	April	Me	dia Total	Re
Sotheby's Auction House: Print								
Sotheby's Magazine	Quarter Page				\$ 1,315.00	\$	1,315.00	
Sotheby's Auction House: Digital								
Sotheby's Bespoke Emails		\$ 2,500.00	)			\$	2,500.00	
Sotheby's Selects E-Newsletter	Sotheby's Selects E-Newsletter			\$ 2,585.00		\$	2,585.00	
Digital								
Million Impressions*								
Million Impressions	Digital Banner Program	\$ 1,195.00	\$ 1,195.00	\$ 1,195.00		\$	3,585.00	
Million Impressions	Targeting - Los Angeles, Palo Alto, Denver, Anchorage, Seattle, WA, Oregon, Texas, Vancouver							
Google Adwords								
Google Adwords	Digital PPC program	\$ 1,750.00	\$ 1,000.00	\$ 1,000.00		\$	3,750.00	
Comprehensive Digital								
Social Mirror Ads	Mirroring Social Post	\$ 1,500.00	\$ 1,500.00	\$ 1,500.00		\$	4,500.00	
Geofencing - Event and Location								
Geofencing - Event and Location	Target specific events and locations	\$ 1,500.00	\$ 1,500.00	)		\$	3,000.00	
Cottages & Garden								
Spotlight + Property of Note	Rotating Gallery	\$ 2,950.00	)			\$	2,950.00	
Daily Deeds	E-Newsletter sent 4X per week		\$ 3,000.00	)		\$	3,000.00	
Dwell.com								
Real Estate Package	Custom Article with promo on Homepage, in E-Newsletter & 1X on FB		\$ 6,000.00	)		\$	6,000.00	
Elite Traveler								
Elite Online Real Estate Showcase	Online Real Estate Showcase		\$2	,500		\$	2,500.00	
Nob Hill Gazette								
Nob Hill Gazette San Francisco, Peninsula and Silicon Valley	OTM On the Market E-Newsletter	\$ 500.00	\$ 500.00	\$ 500.00		\$	1,500.00	
JamesEdition								
Main Home Page Rotating Gallery	Featured Banner			\$ 2,000.00		\$	2,000.00	
New & Trending Home Page Position	Featured Spot	\$ 1,200.00	)			\$	1,200.00	
E-Newsletter Featured Listing	E-Newsletter		\$ 1,500.00	)		\$	1,500.00	
Social Media	Listing Feature			\$ 1,000.00		\$	1,000.00	
LA Times								
Lighthouse Fixed Position - Hot Property Page	Lighthouse Fixed Position - Hot Property Page		Bonus			\$	-	
Luxury Estate								
Luxury Estate	Showcase Listing + Elite Listing Packages - 1 month	\$ 1,100.00	)			\$	1,100.00	

### PLAN 1 - CONTINUED

Ocean Home				
Custom E-Mail	Custom E-Mail	\$ 2,750.00	\$	2,750.00
Facebook/Instagram Ad	Facebook/Instagram Ad	\$ 1,400.00	\$	1,400.00
Robbreport.com				
Robbreport.com	Featured Listing Carousel - 1 Property	\$ 1,350.00	\$	1,350.00
Robbreport.com	Real Estate Newsletter - 3 Sends	\$ 4,125.00	\$	4,125.00
WSJ.com				
Mansion Global Homepage Hero	Shared Banner	\$ 650.00 \$ 650.00 \$ 650.00	\$	1,950.00
Mansion Global e-Newletter	Daily Monday-Friday	\$ 3,680.00	\$	3,680.00
Property Upgrades	10 Featured Property Upgrades	Bonus Bonus	Ś	_

### **PLAN 1 - CONTINUED**

Print						
Elite Traveler						
Elite Traveler	Luxury Homes Feature	\$	4,500.00		\$ 4,500.00	557,000
Financial Times						
Financial Times	Double Property Spot	\$ 1,500.00			\$ 1,500.00	210,457
The Los Angeles Times						
The Los Angeles Times	Hot Property - listing + digital lighthouse	\$ 425.00			\$ 425.00	220,780
The Los Angeles Times	Takeover - Full Page	\$	660.00		\$ 660.00	384,000
The New York Times						
The New York Times	Double Property Spot - Weekday/Saturday	\$ 1,520.00			\$ 1,520.00	423,111
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	65,000
San Francisco & Silicon Valley						
San Francisco & Silicon Valley	Takeover - Full Page	\$	725.00		\$ 725.00	36,500
The Wall Street Journal						
The Wall Street Journal - National	Property Spot w/ Digital Featured Property Upgrade	\$	795.00		\$ 795.00	644,424
The Wall Street Journal - National	Double Property Spot w/ Digital Featured Property Upgrade	\$ 1,590.00			\$ 1,590.00	644,424
The Wall Street Journal						
Mansion Global Experience Luxury	Weekend Property insert	\$ 980.00			\$ 980.00	100,000
TOTAL					\$ 77,110.00	10,315,596

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

### PLAN 2

Plan 2						
Media	Ad Description	January February	March	April Me	dia Total	Reach
Sotheby's Auction House: Digital						
Sotheby's Bespoke Emails		\$ 2,500.00		\$	2,500.00	550,000
Digital						
Million Impressions*						
Million Impressions	Digital Banner Program	\$ 1,195.00 \$ 1,195	.00 \$ 1,195.00	\$	3,585.00	750,000
Million Impressions	Targeting - Los Angeles, Palo Alto, Denver, Anchorage, Seattle, WA, Oregon, Texas, Vancouver					
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 \$ 1,500.00	\$	4,500.00	300,000
Geofencing - Event and Location						
Geofencing - Event and Location	Target specific events and locations	\$ 1,500	0.00	\$	1,500.00	60,000
Cottages & Garden						
Spotlight + Property of Note	Rotating Gallery	\$ 2,950.00		\$	2,950.00	
Dwell.com						
Real Estate Package	Custom Article with promo on Homepage, in E-Newsletter & 1X on FB	\$ 6,000	0.00	\$	6,000.00	1,750,000
Elite Traveler						
Elite Online Real Estate Showcase	Online Real Estate Showcase		\$2,500	\$	2,500.00	100,000
Nob Hill Gazette						
Nob Hill Gazette San Francisco, Peninsula and Silicon Valley	OTM On the Market E-Newsletter	\$ 500.00 \$ 500	.00 \$ 500.00	\$	1,500.00	19,500
JamesEdition						
New & Trending Home Page Position	Featured Spot	\$ 1,200.00		\$	1,200.00	750,000
E-Newsletter Featured Listing	E-Newsletter	\$ 1,500	0.00	\$	1,500.00	192,000
LA Times						
Lighthouse Fixed Position - Hot Property Page	Lighthouse Fixed Position - Hot Property Page	Bonus		\$	-	425,000
Luxury Estate						
Luxury Estate	Showcase Listing + Elite Listing Packages - 1 month	\$ 1,100.00		\$	1,100.00	
Ocean Home						
Custom E-Mail	Custom E-Mail	\$ 2,750	0.00	\$	2,750.00	22,000
Robbreport.com						
Robbreport.com	Real Estate Newsletter - 3 Sends	\$ 4,125	.00	\$	4,125.00	60,000
WSJ.com						
Mansion Global Homepage Hero	Shared Banner	\$ 650.00	\$ 650.00	\$	1,300.00	328,000
Mansion Global e-Newletter	Daily Monday-Friday	\$ 3,680	0.00	\$	3,680.00	17,000
Property Upgrades	10 Featured Property Upgrades	Bonus	Bonus	\$	-	

### **PLAN 2 - CONTINUED**

Print	1					
Elite Traveler						
Elite Traveler	Luxury Homes Feature	\$	4,500.00	\$	4,500.00	557,000
Financial Times						
Financial Times	Property Spot	\$ 750.00		\$	750.00	210,457
The Los Angeles Times						
The Los Angeles Times	Hot Property - listing + digital lighthouse	\$ 425.00		\$	425.00	220,780
The Los Angeles Times	Takeover - Full Page	\$	660.00	\$	660.00	384,000
The New York Times						
The New York Times	Property Spot - Weekday/Saturday	\$ 760.00		\$	760.00	423,111
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	65,000
San Francisco & Silicon Valley						
San Francisco & Silicon Valley	Takeover - Full Page	\$	725.00	\$	725.00	36,500
The Wall Street Journal						
The Wall Street Journal - National	Property Spot w/ Digital Featured Property Upgrade	\$ 795.00 \$	795.00	\$	1,590.00	1,288,848
The Wall Street Journal						
Mansion Global Experience Luxury	Weekend Property insert	\$ 980.00		\$	980.00	100,000
TOTAL				\$	59,555.00	8,679,196

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

### PLAN 3

Plan 3	·					
Media	Ad Description	January	February March Apri	l Me	dia Total	Reach
Digital						
Million Impressions*						
Impressions Blast - Two week Campaign	Digital Banner Program - 100K Impression	\$ 900.0	0	\$	900.00	100,000
Google Adwords						
Google Adwords	Digital PPC program	\$ 1,600.0	0 \$ 850.00 \$ 850.00	\$	3,300.00	
Cottages & Garden						
Spotlight + Property of Note	Rotating Gallery	\$ 2,950.0	0	\$	2,950.00	
Elite Traveler						
Elite Online Real Estate Showcase	Online Real Estate Showcase		\$2,500	\$	2,500.00	100,000
Nob Hill Gazette						
Nob Hill Gazette San Francisco, Peninsula and Silicon Valley	OTM On the Market E-Newsletter	\$ 500.0	0 \$ 500.00 \$ 500.00	\$	1,500.00	19,500
JamesEdition						
New & Trending Real Estate Position	Featured Spot	\$ 1,000.0	0	\$	1,000.00	750,000
E-Newsletter Featured Listing	E-Newsletter		\$ 1,500.00	\$	1,500.00	192,000
LA Times						
Lighthouse Fixed Position - Hot Property Page	Lighthouse Fixed Position - Hot Property Page		Bonus	\$	-	425,000
Luxury Estate						
Luxury Estate	Showcase Listing + Elite Listing Packages - 1 month	\$ 1,100.0	0	\$	1,100.00	
Ocean Home						
Instagram Post	Instagram Post		\$ 800.00	\$	800.00	21,800
WSJ.com						
Mansion Global Homepage Hero	Shared Banner	\$ 650.0	0 \$ 650.00	\$	1,300.00	328,000
Property Upgrades	10 Featured Property Upgrades		Bonus Bonus	\$	-	

### **PLAN 3 - CONTINUED**

Print					
Financial Times					
Financial Times	Property Spot	\$ 750.00		\$ 750.00	210,457
The Los Angeles Times					
The Los Angeles Times	Hot Property - listing + digital lighthouse	\$ 425.00		\$ 425.00	220,780
The Los Angeles Times	Takeover - Full Page	\$	660.00	\$ 660.00	384,000
The New York Times					
The New York Times	Property Spot - Weekday/Saturday	\$ 760.00		\$ 760.00	423,111
Private Air Luxury Homes					
Private Air Luxury Homes	Full Page (includes social media & E-Newsletter)	\$	1,925.00	\$ 1,925.00	65,000
San Francisco & Silicon Valley					
San Francisco & Silicon Valley	Takeover - Full Page	\$	725.00	\$ 725.00	36,500
The Wall Street Journal					
The Wall Street Journal - National	Property Spot w/ Digital Featured Property Upgrade	\$ 795.00 \$	795.00	\$ 1,590.00	1,288,848
The Wall Street Journal					
Mansion Global Experience Luxury	Weekend Property insert	\$ 980.00		\$ 980.00	100,000

TOTAL

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

24,665.00

4,664,996