

ADVERTISING BRANDING MARKETING

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

SKYAD.COM

Kukuiula Custom Home Advertising and Marketing Program



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21 2025



NEW YORK 477 Madison Ave, New York, NY 10022, 212- 677-2500 PHILADELPHIA 1700 Market Street, Philadelphia, PA 19103, 215- 365-4040

ADVERTISING BRANDING MARKETING

National & Global Exposure Kukuiula Custom Home

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

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 Koloa, 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 JANINE JONES Executive Vice President 212-677-2714 janine@skyad.com 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: 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





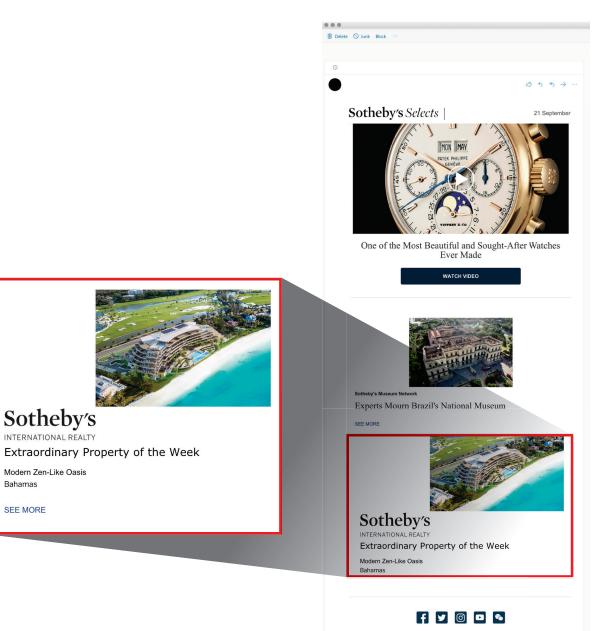


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SOTHEBY'S SELECTS E-NEWSLETTERS

- Every Friday
- 52x Year
- Highlights upcoming auction events
- 370,000+ recipients
- 34% average open rate

PRICE: \$2,585/DEPLOYMENT



THIS EMAIL WAS SENT TO YOU BY SOTHEBY'S 1334 YORK AVE, NEW YORK, NY 10021 UNSUBSCRIBE FROM SOTHEBY'S SELECTS UNSUBSCRIBE FROM ALL | PRIVACY POLICY | SELL WITH US © 2018 SOTHEBYS.COM

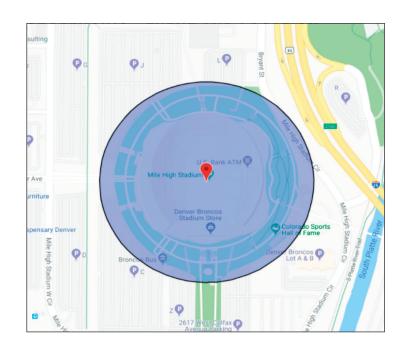
Digital Offerings



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

PRICING

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

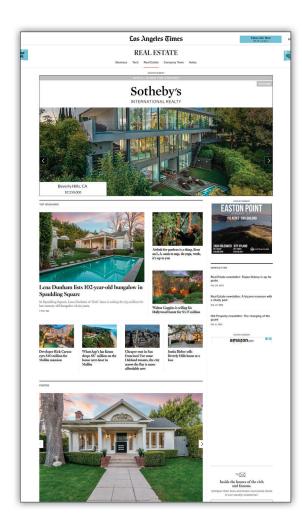
LA Times

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



RobbReport.com

REAL ESTATE ENEWSLETTER

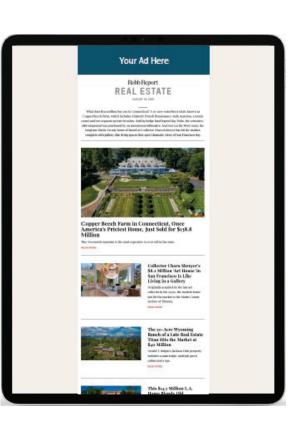
60,000+ REAL ESTATE ENTHUSIASTS

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

PROPERTY LISTING: \$1,875/WEEK





The Wall Street Journal Online (WSJ.com)

FEATURED PROPERTY UPGRADES

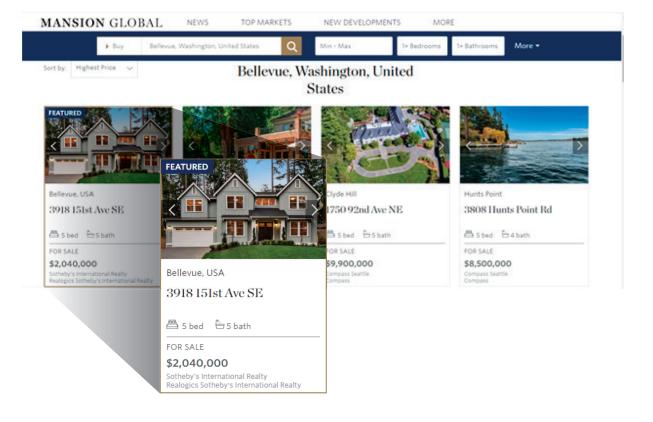
WSJ.com and Mansion Global Featured Property Upgrades place your listings at the top of the search results pages in the town where the property is located. The property you wish to feature comes directly from your brand's WSJ.com feed and click-throughs go to the website of your choice.

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: \$1,386

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





Print Offerings



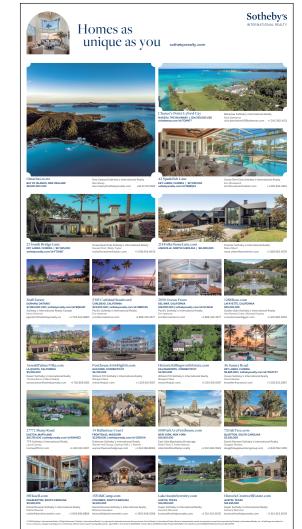
The Wall Street Journal

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: \$361K
- Average age: 45

PROPERTY SPOT: \$795 DOUBLE PROPERTY SPOT: \$1,590 QUADRUPLE PROPERTY SPOT: \$3,180 EIGHT PROPERTY SPOTS: \$6,360 Includes Bonus 30 Day Digital -Featured Property Upgrade





The New York Times

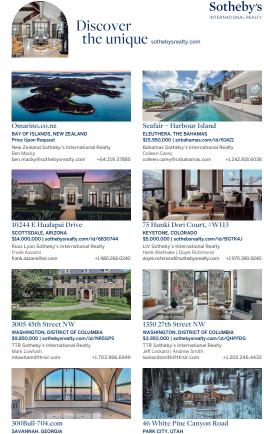
IN THE FRIDAY MAIN NEWS SECTION

The New York Times is widely recognized as the most influential news source for many of the world's most sophisticated and loyal readers. Today's Times is influential in more ways than ever, with sections devoted to everything from the arts and entertainment to sports and science, business and technology to dining and home design. The Main News section provides extensive coverage of the leading events and issues of the day, global and national. It features the editorial page and Op-Ed articles contributed by leaders in every field. The Main News section is the most well-read section and it sets the agenda for the most important news of the day. This is an essential environment to give your luxury properties the ultimate exposure.

- Circulation: 483,701
- Male / Female ratio: 62.2% / 37.8%
- Average household income: \$381,464
- Median age: 45.2
- Over one half have liquid assets valued at \$1 million+
- Over 1 in 4 have a household net worth of **\$3 million**

PROPERTY SPOT: \$760 DOUBLE PROPERTY SPOT: \$1.520





PARK CITY, UTAH \$18.275.000 | sothebysrealty.com/id/OWGXH8 Summit Sotheby's International Realty

Michael LaPay | Miriam Noel lucy.hitch@sothebysrealty.com +1912.667.7407 michael.lapay@sothebysrealty.com +1 435 640 5700

\$4,600,000

Daniel Ravenel Sotheby's International Realty

Lucy Hitch I Monica McGoldrick

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





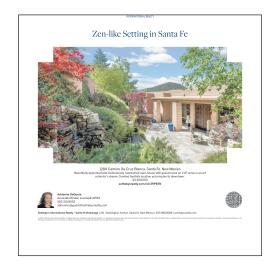
Los Angeles Times Takeover

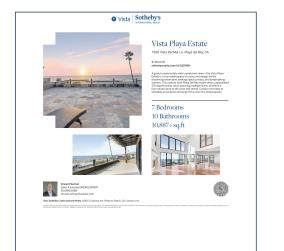
The Los Angeles Times takeover is an exclusive, full-color Sotheby's International Realty outsert that is placed on top of the Los Angeles times on select Saturdays to coincide with the weekly Hot Properties section.

- 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







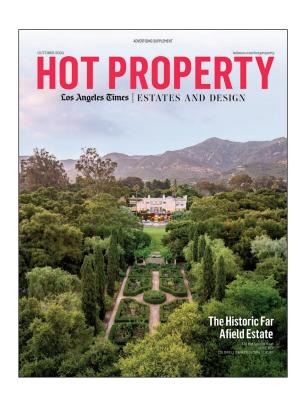


Los Angeles Times Hot Property And Digital Lighthouse

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



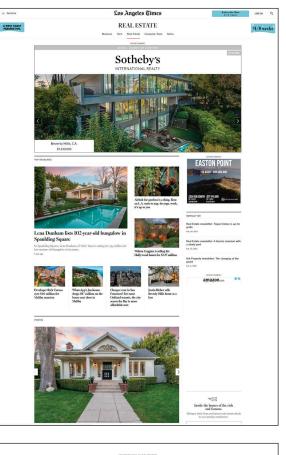
LA TIMES DIGITAL LIGHTHOUSE

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



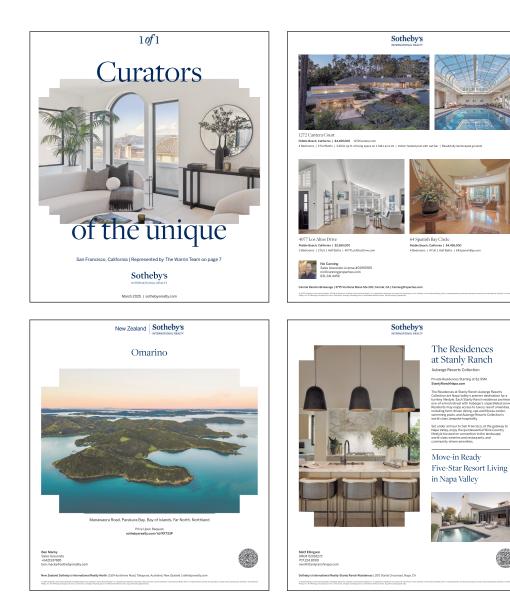




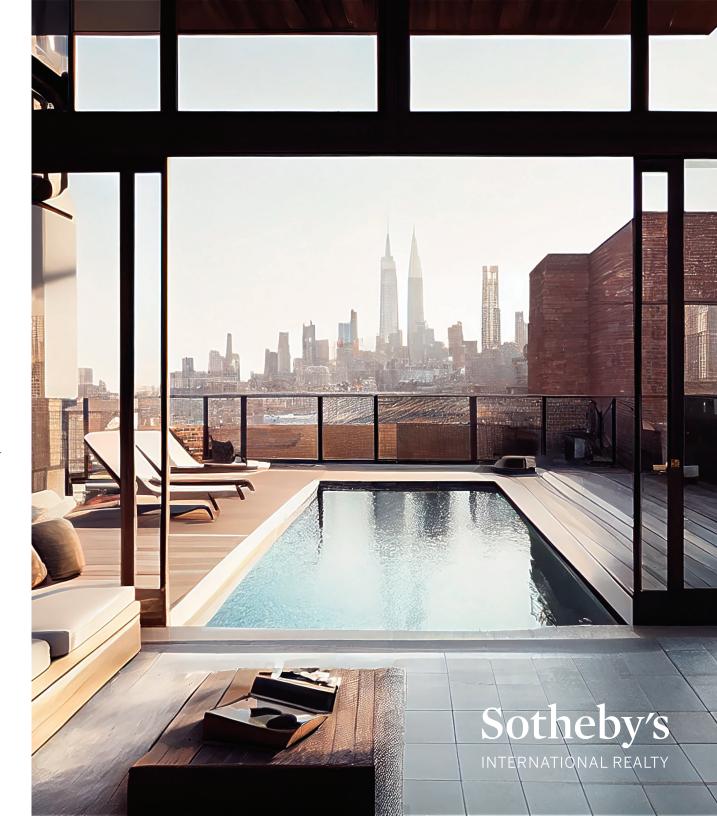
San Francisco & Silicon Valley Takeover

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 Revised 4-24-2025 V4			
Media	Ad Description	July August Septembe	Media Total
Sotheby's Auction House: Print			
Sotheby's Magazine -6431	Half Page	\$ 2,630	00 \$ 2,630.00
Sotheby's Auction House: Digital			
Sotheby's Selects E-Newsletter -6432	Sotheby's Selects E-Newsletter	\$ 2,585.00	\$ 2,585.00
Digital			
Geofencing - Event and Location			
Geofencing - Event and Location - 6409	Target specific events and locations	\$ 1,500.00 \$ 1,500.00 \$ 1,500.	00 \$ 4,500.00
LATimes.com			
Lighthouse - 6425/6417	Hot Property - eclusive digital lighthouse	Bonus	\$-
Robbreport.com			
Robbreport.com -6411	Real Estate Newsletter - 3 Sends	\$ 4,125.00	\$ 4,125.00
Robbreport.com - 6412	Featured Listing in Real Estate E-Newsletter	\$ 1,875.00	\$ 1,875.00
WSJ.com			
Mansion Global Homepage Hero - 6435/6433,6434	Shared Banner	\$ 650.00 \$ 650.00	\$ 1,300.00
Property Upgrades	10 Featured Property Upgrades	Bonus Bonus Bonus	\$-

Proposed Schedule, Pricing & Reach 2025

CONTINUED

Print

Financial Times						
Financial Times- 6428/6415, 6416	Double Property Spot	\$ 1,500.00		\$ 1,500.00	\$ 3,000.00	420
The Los Angeles Times						
The Los Angeles Times - 6425/6417	Hot Property - listing + digital lighthouse	\$ 425.00			\$ 425.00	220
The Los Angeles Times -6427/6426	Takeover - Full Page			\$ 660.00	\$ 660.00	384
The New York Times						
The New York Times - 6429/6422,6423	Double Property Spot - Weekday/Saturday	\$ 1,520.00		\$ 1,520.00	\$ 3,040.00	846
San Francisco & Silicon Valley						
San Francisco & Silicon Valley -6441/XXXX	Takeover - Full Page October 12			\$ 725.00	\$ 725.00	36
The Wall Street Journal - 6424						
The Wall Street Journal - National - 6424/6421	Property Spot w/ Digital Featured Property Upgrade			\$ 795.00	\$ 795.00	644
The Wall Street Journal - National - 6424 /6419, 2420	Double Property Spot w/ Digital Featured Property Upgrade	\$ 1,590.00 \$	1,590.00		\$ 3,180.00	1,288
The Wall Street Journal						
Mansion Global Experience Luxury - 6413	Weekend Property insert			\$ 980.00	\$ 980.00	100

TOTAL Pricing Subject to Change 29,820.00 5,730,688

\$