

ADVERTISING BRANDING MARKETING

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

SKYAD.COM

2533 Ala Wai Boulevard, Penthouse Advertising and Marketing Program



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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 2533 Ala Wai Boulevard, Penthouse

SKY Advertising is excited to present to List Sotheby's International Realty® a curated, multi-media marketing selection of offerings to bring ultra-high net worth buyer awareness to 2533 Ala Wai Boulevard, Penthouse.

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 Honolulu, 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













skyad.com

SOTHEBY'S BESPOKE EMAIL

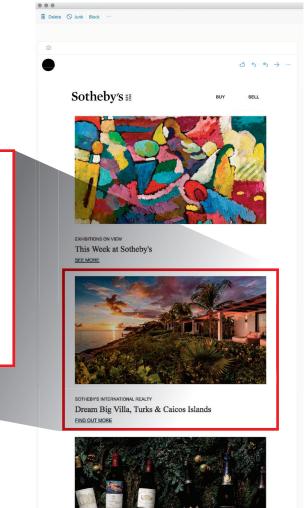
• Every Week

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

PRICE: \$2,500/DEPLOYMENT



SOTHEBY'S INTERNATIONAL REALTY Dream Big Villa, Turks & Caicos Islands <u>FIND OUT MORE</u>



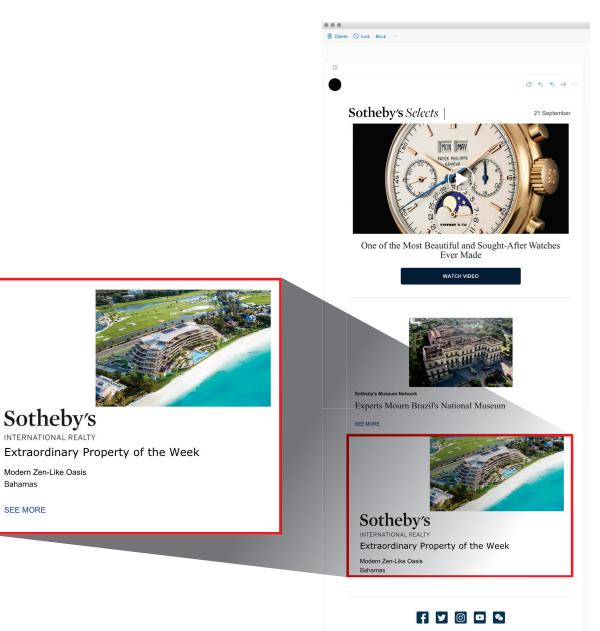
More From Sotheby's

skyad.com 6

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

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Digital Offerings



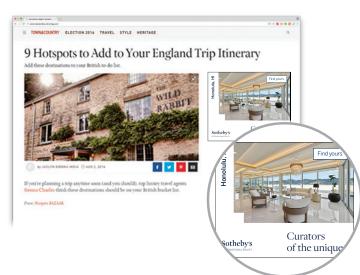
Impressions Campaign

CUSTOMIZABLE. AFFORDABLE. MEASURABLE.

The Impressions program is a customized banner advertising program with guaranteed impressions and click-throughs. With beautifully detailed property photos, your listing can be customized to showcase your property's unique selling features, allowing you to target by country, region, state, county or city and lifestyle.

Get the most out of your marketing dollars with affordable and measurable results that only a digital program can offer. Link directly to your property website, personal website or office website.

Impress locally. Impress globally.



CAMPAIGN OVERVIEW AND BUDGET

- Campaign: 2533 Ala Wai Boulevard, Penthouse
- Flight Dates: Two Weeks
- Impressions: 100,000
- Clicks through to the website of your choice.

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



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 REUTERS

THE WALL STREET JOURNAL.

Bloomberg Markets



Forbes



Creative

SAMPLE BANNER ADS FOR IMPRESSIONS PROGRAM

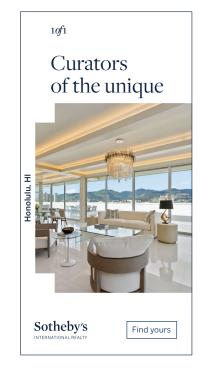
We create and produce banner ads for your campaign that best reflect your property and company image. We assist with photo selection and editing as well as ad design and sizing.

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

BANNER PRODUCTION: \$350



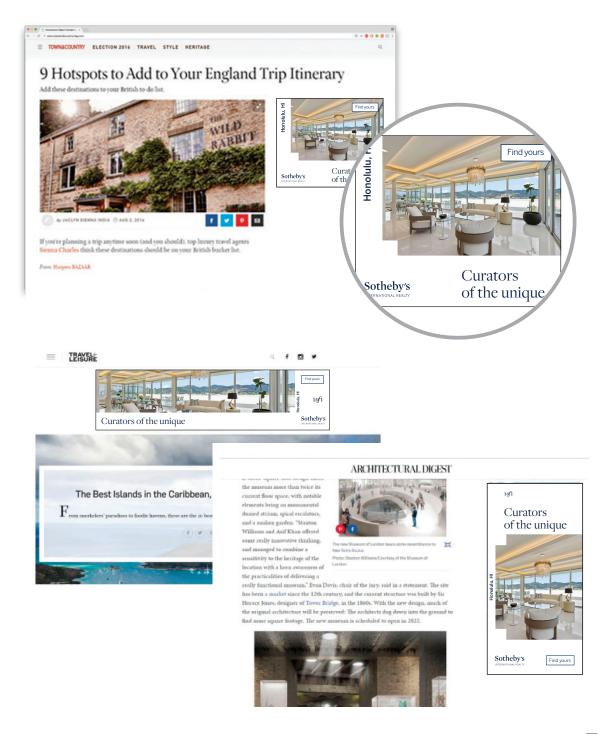






DIGITAL

Sample Banners For Impressions Programs As They Appear On Sites

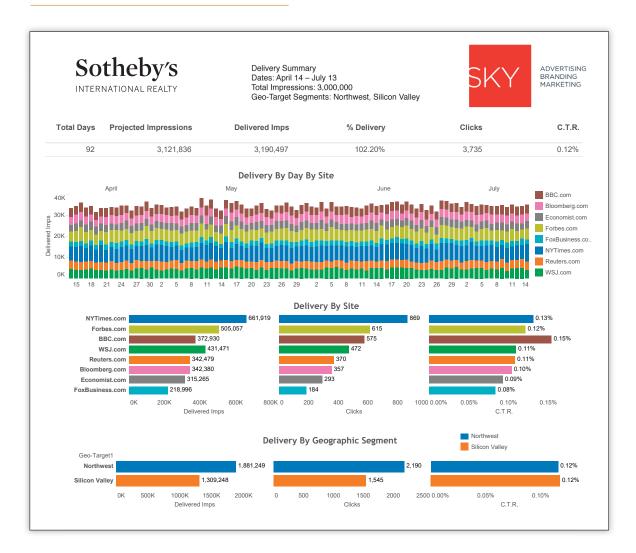


Comprehensive Reporting For Your Customized Campaign

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.

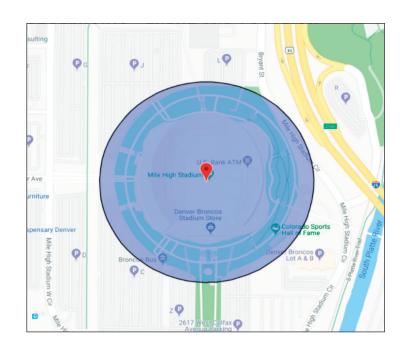
IMPRESSIONS PROGRAM SAMPLE REPORT



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

PRICING

- 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.





#southcarolina #lowcountry #gorgeous #views #river #peninsula #family #friends #lifestyle #private #peninsula #water #coastaliite #nature #golf #home #lifeonthewater #cheers #fitness #social #bluffton #welcomehome



Make your yard more sustainable by Ad OFFICEWorld THE BIG SALE March 1 - April 30 SAVE or OFFICE CHAIRS and DESKS

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.

Google

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.

SKY

		Is Clicks	Google Ad	s CTR
85,229	9	930	1.	09%
Clicks				9
150				
100			Λ	
50	\sim	$ \land$		\sim
02 Oct	9 Oct	16 Oct	23 Oct	30 Oc
Impressions				85,2
10,000				
5,000		\wedge	\wedge	
\sim			\sim \sim	\sim
0	9 Oct	16 Oct	23 Oct	30 0
。	9 Oct	16 Oct	23 Oct	30 0
。	9 Oct	16 Oct	23 Oct	30 0
0	9 Oct CLICKS	16 Oct	23 Oct	
0 2 Oct				
0 2 Oct Showing 9 of 9 Rows CAMPAIGN	CLICKS	COST	COST / CON	30 04 IMPRESSION 74,095 8,209
0 2 Oct Showing 9 of 9 Rows CAMPAIGN SKY - SMART	CLICKS 459	COST \$312.71	COST / CON \$39.09	IMPRESSION 74,095
0 2 Oct Showing 9 of 9 Rows CAMPAIGN SKY - SMART SKY - PMAX	сыскя 459 290	COST \$312.71 \$359.88	COST / CON \$39.09 \$179.94	IMPRESSION 74,095 8,209
0 2 Oct Showing 9 of 9 Rows CAMPAIGN SKY - SMART SKY - PMAX SKY - General	CLICKS 459 290 75	COST \$312.71 \$359.88 \$278.65	COST / CON \$39.09 \$179.94 \$0.00	IMPRESSION 74,095 8,209 1,432
0 2 Oct Showing 9 of 9 Rows CAMPAIGN SKY - SMART SKY - General SKY - Boulder	CLICKS 459 290 75 53	COST \$312.71 \$359.88 \$278.65 \$293.25	COST / CON \$39.09 \$179.94 \$0.00 \$293.25	IMPRESSION 74,095 8,209 1,432 1,145
0 2 Oct Showing 9 of 9 Rows CAMPAIGN SKY - SMART SKY - PMAX SKY - General SKY - Boulder SKY - Trademark	CLICKS 459 290 75 53 38	COST \$312.71 \$359.88 \$278.65 \$293.25 \$134.26	COST / CON \$39.09 \$179.94 \$0.00 \$293.25 \$134.26	IMPRESSION 74,095 8,209 1,432 1,145 259
0 2 Oct Showing 9 of 9 Rows CAMPAIGN SKY - SMART SKY - PMAX SKY - General SKY - Boulder SKY - Trademark SKY - Niwot	CLICKS 459 290 75 53 38 11	COST \$312.71 \$359.88 \$278.65 \$293.25 \$134.26 \$33.94	COST / CON \$39.09 \$179.94 \$0.00 \$293.25 \$134.26 \$0.00	IMPRESSION 74,095 8,209 1,432 1,145 259 69

SIR List

Google Ads Phone Calls

9

Average Cost-Per-Click

\$1.52

Google Ads Interaction R... 1.14%

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
	47	0.015	<i><i>64</i> 4 4</i>	

skyad.com 17

Google AdWords

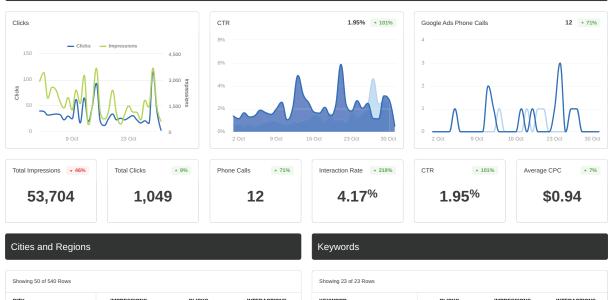
MONTHLY REPORTING

Receive detailed monthly reporting to keep you up to date on your campaign metrics and engagement. View integrated data and monthly KPI's.

SKY

SIR List

October KPI's



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

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

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.

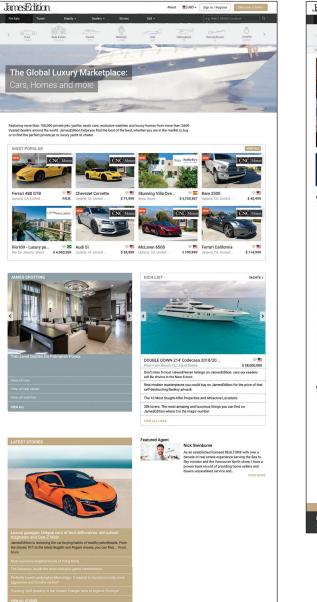
• **600,000+** subscribers. Have your listing matched to relevant editorial for native content appeal.

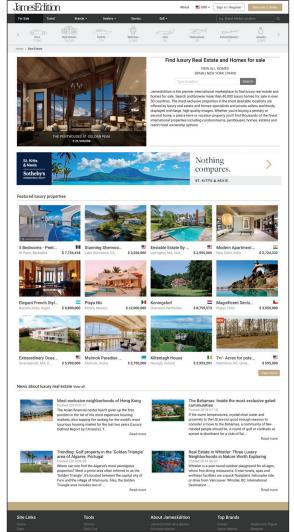
Location Open Rates

- 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)





ROTATING GALLERY

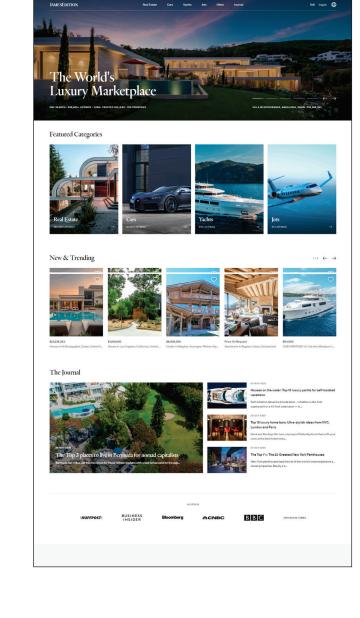
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Showcase your office and properties and bring increased visibility to capture the attention of the UHNW in the James Edition rotating Gallery. The Rotating Gallery is a carousel of selected listings that automatically changes every 5 seconds on the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

HOME PAGE FEATURED BANNER: \$3,000

REAL ESTATE PAGE FEATURED BANNER: \$2,400



NEW & TRENDING

FEATURED LUXURY POSITION

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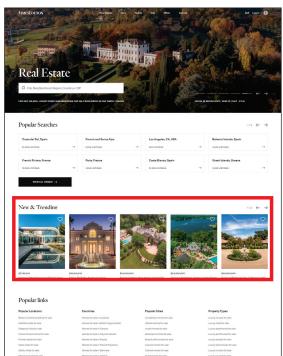
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Upgrade your listings for increased visibility to capture the attention of the UHNW.

HOME PAGE POSITION FEATURED SPOT: \$1,700

REAL ESTATE POSITION FEATURED SPOT: \$1,400





SOCIAL MEDIA POST

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.

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

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ΡΗΟΤΟ

- 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

PHOTO PLUS: \$1.000

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

VIDEO: \$1.800

PHOTO: \$800

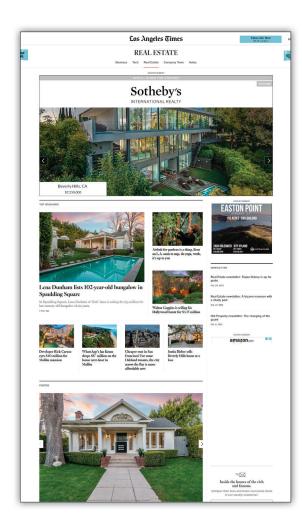
LA Times

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.

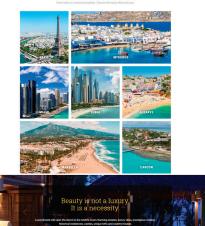
With its website and apps translated in 16 languages and users from 132 countries, LE is the perfect solution to reach international buyers.

- **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



Exceptional properties around the world





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

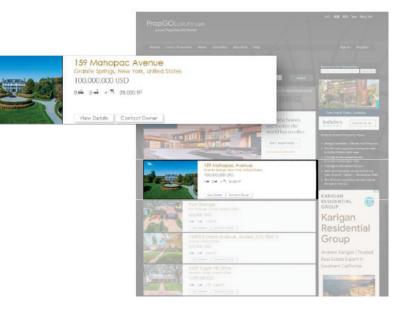
- English Average HHI: \$250,000 USD
- English Average HHNW: \$2.8M USD
- Chinese Average HHI: 6.4MM
- Chinese Average HHNW: \$4.575M USD

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: \$750



RobbReport.com

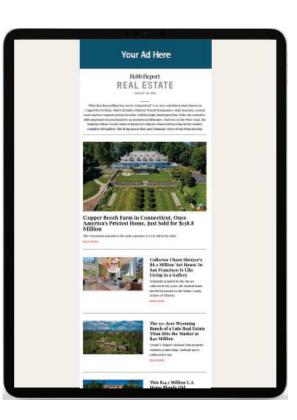
REAL ESTATE ENEWSLETTER

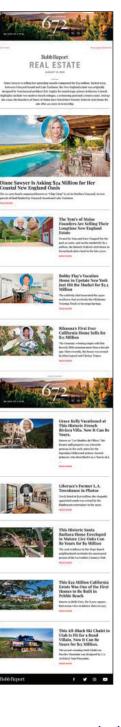
60,000+ REAL ESTATE ENTHUSIASTS

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

PROPERTY LISTING: \$1,875/WEEK





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

Robb Report

Q

SUBSCRIBE

■ CARS YACHTS AVIATION WATCHES STYLE HOME FOOD & DRINK TRAVEL VIDEOS THE VAULT

REAL ESTATE

RR1



Search a location

REAL ESTATE NEWS



Pleated Terracotta Façade Lists for \$14.5 Million The 4-story single-family home is part of THE 74, a boutique luxury condo building going up on the Upper East Side.

A Brand-New Manhattan Townhouse With A

By Mark David



Sylvester Stallone Drops \$25 Million in Cash on a **Ritzy Hamptons Estate**

Purchased by the "Tulsa King" star for his daughters, the newly built home features almost 12,000 square feet of turnkey living space decked out with hand-picked designer furnishings. By Wendy Bowman



Sotheby's New York Lays Off 100 Staffers Amid Disappointing Auction Results auction house produced lower results than last year

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: **\$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 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

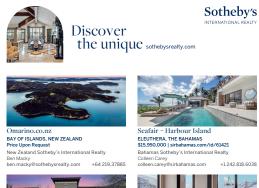
IN THE FRIDAY MAIN NEWS SECTION

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









10244 E Hualapai Drive SCOTTSDALE, ARIZONA \$14,000,000 | sothebysrealty.com/id/6830744 Russ Lyon Sotheby's International Realty Frank Azarmiliper com +1480/266/0240

KEYSTONE, COLORADO \$5,000,000 | sothebsrealty.com/id/BGTK4J LIV Sotheby's International Realty Hank Wiethake | Doyle Richmond dovle.richmond@sothebysrealty.com +1970.390.9240

75 Hunki Dori Court, #W113

1350 27th Street NW





3005 45th Street NW WASHINGTON, DISTRICT OF COLUMBIA \$9,850,000 | sothebysrealty.com/id/NR5GPS TIR Sotheby's International Realty Mark Lowham Miowham@ttrsir.com +1 703.966.6945

WASHINGTON, DISTRICT OF COLUMBIA \$3,950,000 | sothebysreatly.com/id/QHPFDG TTR Sotheby's International Realty Jeff Lockard | Andrew Smith lockardsmith@ttrsir.com +1.202.246.4433



SAVANNAH, GEORGIA \$4,600,000 Daniel Ravenel Sotheby's International Realty

Lucy Hitch | Monica McGoldrick lucy.hitch@sothebysrealty.com +1912.667.7407

International Realty office is independently owned and o omissions, changes including price or withdrawal without Equal Housing Opportunity.

46 White Pine Canyon Road PARK CITY, UTAH \$18,275,000 | sothebysrealty.com/id/OWGXH8

Summit Sotheby's International Realty Michael LaPay | Miriam Noel michael.lapay@sothebysrealty.com +1.435.640.5700

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Financial Times

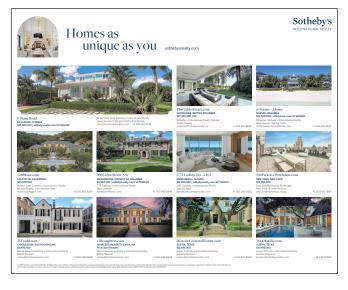
The Financial Times showcases the finest residential properties on the market and provides sage advice to a discerning audience of high-end private owners, as well as investors, every Saturday in its stand-alone "House & Home" section. Targeting upscale readers who are passionate about home and living, 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







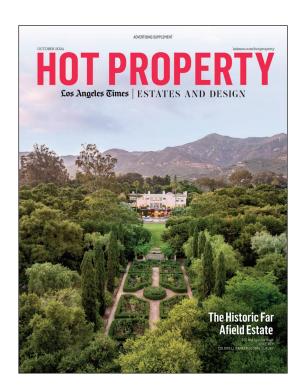


Los Angeles Times Hot Property And Digital Lighthouse

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



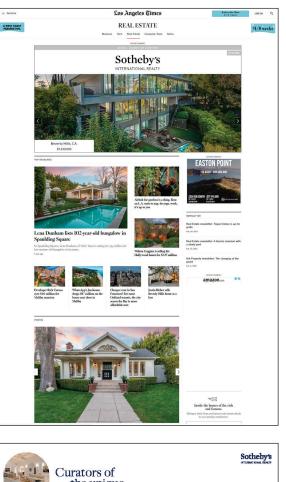
LA TIMES DIGITAL LIGHTHOUSE

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





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

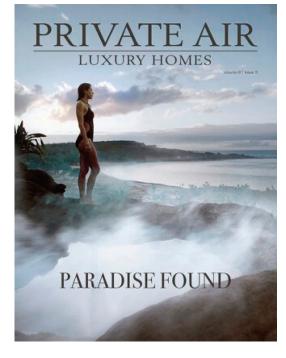
includes social media & E-Newsletter

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

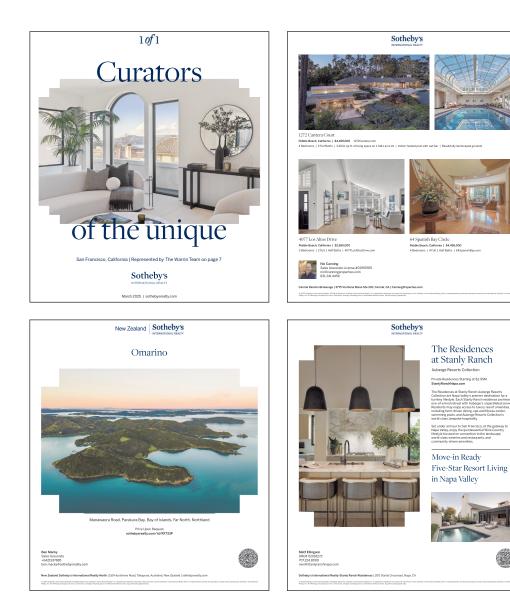




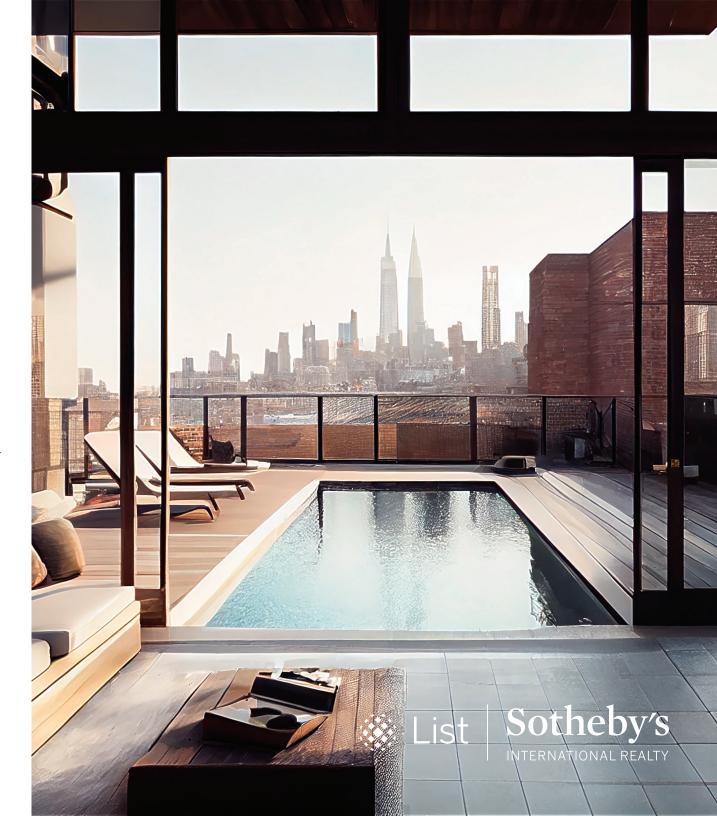
San Francisco & Silicon Valley Takeover

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	Jun	e	July	August	September	Media 1	otal	Rea
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	
Digital									
Million Impressions*									
Impressions Blast - Two week Campaign	Digital Banner Program - 100K Impression	\$	900.00	\$ 900.00			\$ 1	,800.00	
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	
Nob Hill Gazette									
Nob Hill Gazette San Francisco, Peninsula and Silicon Valley	OTM On the Market E-Newsletter	\$	500.00	\$ 500.00			\$ 1	,000.00	
JamesEdition									
New & Trending Home Page Position	Featured Spot	\$	1,700.00				\$ 1	,700.00	
E-Newsletter Featured Listing	E-Newsletter			\$ 1,500.00			\$ 1	,500.00	
Social Media	Listing Feature				\$ 1,800.00		\$ 1	,800.00	
Prop Go Luxury									
Featured Listing & Regional Showcase	Regional Featured Listing + Large Banner	\$	750.00						
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	
Robbreport.com									
Robbreport.com	Featured Listing Carousel - 1 Property	\$	1,350.00				\$ 1	,350.00	
Robbreport.com	Featured Listing in Real Estate E-Newsletter			\$ 1,875.00			\$1	,875.00	
WSJ.com									
Mansion Global Homepage Hero	Shared Banner	\$	650.00	\$ 650.00			\$ 1	,300.00	
Mansion Global e-Newletter	Daily Monday-Friday			\$ 3,680.00			\$ 3	,680.00	

PLAN 1 - CONTINUED

Print							
Financial Times							
Financial Times	Double Property Spot	\$ 1,500.00			\$	1,500.00	210,457
Financial Times	Property Spot			\$ 750.0	0\$	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	Double Property Spot - Weekday/Saturday	\$ 1,520.00			\$	1,520.00	423,111
Private Air Luxury Homes							
Private Air Luxury Homes	Full Page (includes social media & E-Newsletter)			\$ 1,925.0	0\$	1,925.00	65,000
San Francisco & Silicon Valley							
San Francisco & Silicon Valley	Takeover - Full Page - October			\$ 725.0	0\$	725.00	36,500
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							
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 5,954,153

\$

42,335.00

PLAN 2

Plan 2								
Media	Ad Description	June	July	August	September	Med	ia Total	Read
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		\$ 2,500.0	D			\$	2,500.00	!
Digital								
Million Impressions*								
Impressions Blast - Two week Campaign	Digital Banner Program - 100K Impression	\$ 900.0	0 \$ 900.00			\$	1,800.00	:
Google Adwords								
Google Adwords	Digital PPC program	\$ 1,750.0	0 \$ 1,000.00	\$ 1,000.00		\$	3,750.00	
Nob Hill Gazette								
Nob Hill Gazette San Francisco, Peninsula and Silicon Valley	OTM On the Market E-Newsletter	\$ 500.0	0 \$ 500.00			\$	1,000.00	
JamesEdition								
New & Trending Real Estate Position	Featured Spot	\$ 1,400.0	D			\$	1,400.00	
E-Newsletter Featured Listing	E-Newsletter		\$ 1,500.00			\$	1,500.00	:
Prop Go Luxury								
Featured Listing & Regional Showcase	Regional Featured Listing + Large Banner	\$ 750.0	D					
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	\$ 1,100.0	D			\$	1,100.00	
Robbreport.com								
Robbreport.com	Featured Listing in Real Estate E-Newsletter		\$ 1,875.00			\$	1,875.00	
WSJ.com								
Mansion Global Homepage Hero	Shared Banner	\$ 650.0	0 \$ 650.00			\$	1,300.00	3
Mansion Global e-Newletter	Daily Monday-Friday		\$ 3,680.00			\$	3,680.00	

PLAN 2 - CONTINUED

Print						
Financial Times						
Financial Times	Double Property Spot	\$ 1,500.00			\$ 1,500.00	210,457
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	Double Property Spot - Weekday/Saturday	\$ 1,520.00			\$ 1,520.00	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 - October			\$ 725.00	\$ 725.00	36,500
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						
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 5,440,153

\$

32,885.00

PLAN 3

AdeaAddaaAdeaAddaaA						
otheby's Auction House: Print	Plan 3					
othelp's Magazine Quarter Page \$ 1,315.00 \$ 1,315.00 \$ 1,315.00 \$ 1,315.00 othelp's Auction House Digital \$ 2,500.00	Media	Ad Description	June Ju	ly August	September	Media Total
otheby's Auction House: Digital s 2,500.00 s 2,500.00 otheby's Bespoke Emails s 2,500.00 s 2,500.00 Digital S 2,500.00 s 2,500.00 s 2,500.00 Digital Banner Program - 100K Impression * s 900.00 s 1,500.00 s 1,500.00 s 1,500.00 s 1,500.00 s <	Sotheby's Auction House: Print					
othe by's Bespoke Emails \$ 2,500.0 \$ 2,500.0 \$ 2,500.0 Digital Digital Banner Program - 100k Impression \$ 900.0 \$ 900.0 \$ 900.0 Broogle Adwords Digital Banner Program - 100k Impression \$ 900.0 \$ 900.00 \$ 900.00 Broogle Adwords Digital PC program 1000 Impression \$ 900.00 \$	Sotheby's Magazine	Quarter Page			\$ 1,315.00	\$ 1,315.00
Digital banner Program - 100K Impression \$ 900.00 \$ 900.00 \$ 900.00 progression Slast - Two week Campaign Digital Banner Program - 100K Impression \$ 900.00 \$ 900.00 \$ 900.00 soogle Adwords	Sotheby's Auction House: Digital					
Atilian Impressions* mpressions Blast - Two week Campaign Digital Banner Program - 100k Impression Mass Attention Service Constraints and Service Constraints Servic	Sotheby's Bespoke Emails		\$ 2,500.00			\$ 2,500.00
mpressions Blast - Two week Campaign Digital Banner Program - 100K Impression \$ 900.00 \$ 900.00 \$ 900.00 ioogle Adwords	Digital					
Bodie Adwords Digital PPC program \$ 1,750.00 \$ 1,000.00 \$ 3,750.00 Geofencing - Event and Location Jaget specific events and locations \$ 1,500.00 \$ 1,000.00 \$ 3,750.00 Iob Hill Gazette Jaget specific events and locations \$ 1,500.00 \$ 500.00 \$ 1,500.00 Iob Hill Gazette Carrent and Location Source \$ 1,000.00 \$ 1,000.00 \$ 1,500.00 Iob Hill Gazette San Francisco, Peninsula and Silicon Valley OTM On the Market E-Newsletter \$ 500.00 \$ 500.00 \$ 1,000.00 amestation Eatured Spot Eatured Spot \$ 1,400.00 \$ 1,400.00 \$ 1,400.00 \$ 1,400.00 \$ 1,400.00 \$ 1,400.00 \$ 1,400.00 \$ 1,400.00 \$ 1,400.00 \$ 1,400.00 \$ 1,400.00 \$ 1,400.00 \$ 1,400.00 \$ 1,400.00 \$ 1,400.00	Million Impressions*					
biogle Adwords Digital PPC program \$ 1,750.00 \$ 1,000.00 \$ 1,000.00 \$ 3,750.00 biogle Adwords Target specific events and locations 5 1,500.00 \$ 1,000.00 \$ 1,000.00 \$ 1,000.00 \$ 3,750.00 biogle Adwords Target specific events and locations \$ 1,500.00 \$ 1,000.00<	Impressions Blast - Two week Campaign	Digital Banner Program - 100K Impression	\$ 900.00			\$ 900.00
Seedencing - Event and Location Target specific events and locations \$ 1,500.00 \$ 1,500.00 \$ 1,500.00 Iob Hill Gazette OTM On the Market E-Newsletter \$ 500.00 \$ 500.00 \$ 1,000.00 Iob Hill Gazette San Francisco, Peninsula and Silicon Valley OTM On the Market E-Newsletter \$ 500.00 \$ 500.00 \$ 1,000.00 Iob Hill Gazette San Francisco, Peninsula and Silicon Valley OTM On the Market E-Newsletter \$ 500.00 \$ 500.00 \$ 1,000.00 Iob Hill Gazette San Francisco, Peninsula and Silicon Valley OTM On the Market E-Newsletter \$ 500.00 \$ 1,000.00 Iob Hill Gazette San Francisco, Peninsula and Silicon Valley OTM On the Market E-Newsletter \$ 500.00 \$ 1,000.00 Iob Hill Gazette San Francisco, Peninsula and Silicon Valley OTM On the Market E-Newsletter \$ 1,400.00 \$ 1,000.00 -Newsletter Featured Listing E-Newsletter \$ 1,400.00 \$ 1,500.00 \$ 1,500.00 -Newsletter Featured Listing & Regional Showcase Regional Featured Listing + Large Banner \$ 750.00 \$ 1,500.00 rop Go Luxury Eatured Listing + Large Banner \$ 750.00 \$ 1,00.00 \$ - uxury Estate Usury Estate S 500.00 \$ 1,00.00 \$ 1,00.00 tobberport.com S 1,00.00 \$ 1,100.00 \$ 1,100.00 tobberport.com S 1,875.00 \$ 1,875.00 \$ 1,875.00 VSJ.com VSJ.com \$ 1,875.00 \$ 1,875.00	Google Adwords					
see of encing - Event and Location \$ 1,500.00 \$ 1,500.00 \$ 1,500.00 hob Hill Gazette	Google Adwords	Digital PPC program	\$ 1,750.00 \$	1,000.00 \$ 1,000.00		\$ 3,750.00
Inde Hill Gazette OTM On the Market E-Newsletter \$ 500.00 \$ 500.00 \$ 1,000.00 amesEdition	Geofencing - Event and Location					
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amesEditionlew & Trending Real Estate PositionFeatured Spot\$1,400.00\$1,400.00-Newsletter Featured ListingE-Newsletter\$1,500.00\$1,500.00rop Go Luxury </td <td>Nob Hill Gazette</td> <td></td> <td></td> <td></td> <td></td> <td></td>	Nob Hill Gazette					
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-Newsletter Featured Listing E-Newsletter \$ 1,500.00 \$ 1,500.00 Prop Go Luxury eatured Listing & Regional Showcase Regional Featured Listing + Large Banner \$ 750.00 A Times ighthouse Fixed Position - Hot Property Page Bonus \$ - uxury Estate Showcase Listing + Elite Listing Packages - 1 month \$ 1,100.00 \$ 1,100.00 tobbreport.com Featured Listing in Real Estate E-Newsletter \$ 1,875.00 \$ 1,875.00 VSJ.com VSJ.com S 1,875.00 \$ 1,875.00	JamesEdition					
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Regional Showcase Regional Featured Listing + Large Banner \$ 750.00 A Times Righthouse Fixed Position - Hot Property Page Bonus \$ - uxury Estate Showcase Listing + Elite Listing Packages - 1 month \$ 1,100.00 \$ 1,100.00 tobbreport.com Featured Listing in Real Estate E-Newsletter \$ 1,875.00 \$ 1,875.00 VSJ.com State State State State	E-Newsletter Featured Listing	E-Newsletter	\$	1,500.00		\$ 1,500.00
A Times ighthouse Fixed Position - Hot Property Page Lighthouse Fixed Position - Hot Property Page Bonus \$ - uxury Estate uxury Estate Showcase Listing + Elite Listing Packages - 1 month \$ 1,100.00 \$ 1,100.00 tobbreport.com tobbreport.com Featured Listing in Real Estate E-Newsletter \$ 1,875.00 \$ 1,875.00 VSJ.com	Prop Go Luxury					
ight house Fixed Position - Hot Property Page Light house Fixed Position - Hot Property Page Bonus S or S o	Featured Listing & Regional Showcase	Regional Featured Listing + Large Banner	\$ 750.00			
wavry Estate Showcase Listing + Elite Listing Packages - 1 month \$ 1,100.00 \$ 1,100.00 tobbreport.com Intervention of the state E-Newsletter \$ 1,875.00 \$ 1,875.00 VSJ.com VSJ.com VSJ.com VSJ.com VSJ.com	LA Times					
Showcase Listing + Elite Listing Packages - 1 month \$ 1,100.00 \$ 1,100.00 tobbreport.com Featured Listing in Real Estate E-Newsletter \$ 1,875.00 \$ 1,875.00 VSJ.com VSJ.com VSJ.com VSJ.com	Lighthouse Fixed Position - Hot Property Page	Lighthouse Fixed Position - Hot Property Page	Во	nus		\$ -
Kobbreport.com Featured Listing in Real Estate E-Newsletter \$ 1,875.00 \$ 1,875.00 VSJ.com VSJ.	Luxury Estate					
tobbreport.com Featured Listing in Real Estate E-Newsletter \$ 1,875.00 \$ 1,875.00 VSJ.com VSJ.com VSJ.com \$ 1,875.00	Luxury Estate	Showcase Listing + Elite Listing Packages - 1 month	\$ 1,100.00			\$ 1,100.00
VSJ.com	Robbreport.com					
	Robbreport.com	Featured Listing in Real Estate E-Newsletter	\$	1,875.00		\$ 1,875.00
Mansion Global Homepage Hero Shared Banner \$ 650.00 \$ 650.00 \$ 1,300.00	WSJ.com					
	Mansion Global Homepage Hero	Shared Banner	\$ 650.00 \$	650.00		\$ 1,300.00

PLAN 3 - CONTINUED

Print						
Financial Times						
Financial Times	Double Property Spot	\$ 1,500.00			\$ 1,500.00	210,457
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	Double Property Spot - Weekday/Saturday	\$ 1,520.00			\$ 1,520.00	423,111
San Francisco & Silicon Valley						
San Francisco & Silicon Valley	Takeover - Full Page - October			\$ 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

*After 6 months the Impressions Program may be adjusted after evaluation of budget and strategy Pricing Subject to Change 5,318,153

\$

27,085.00