

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

SKYAD.COM

The Serenity Project
Under the Oaks
Advertising and
Marketing Program



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ADVERTISING BRANDING MARKETING

National & Global Exposure The Serenity Project Under the Oaks

SKY Advertising is excited to present to Pacific Sotheby's International Realty® a curated, multi-media marketing selection of offerings to bring ultra-high net worth buyer awareness to The Serenity Project Under the Oaks.

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 California.

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

LET'S DO GREAT THINGS TOGETHER

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Sotheby's Auction House Offerings



Sotheby's Auction Magazine

SOTHEBY'S MAGAZINE

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

- Distribution: **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

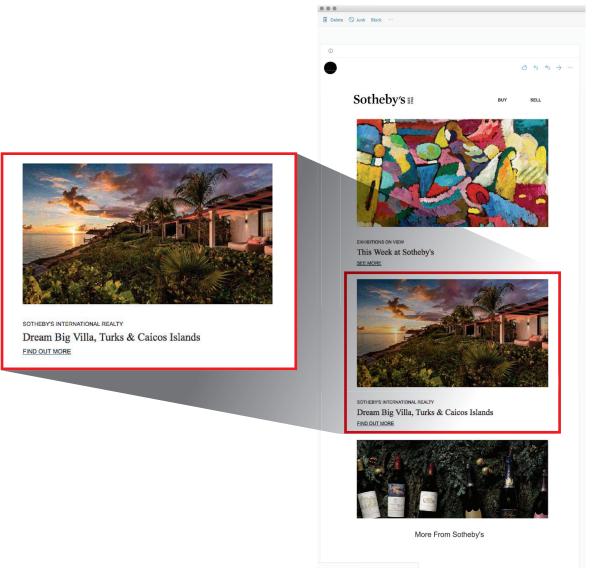




SOTHEBY'S BESPOKE EMAIL

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

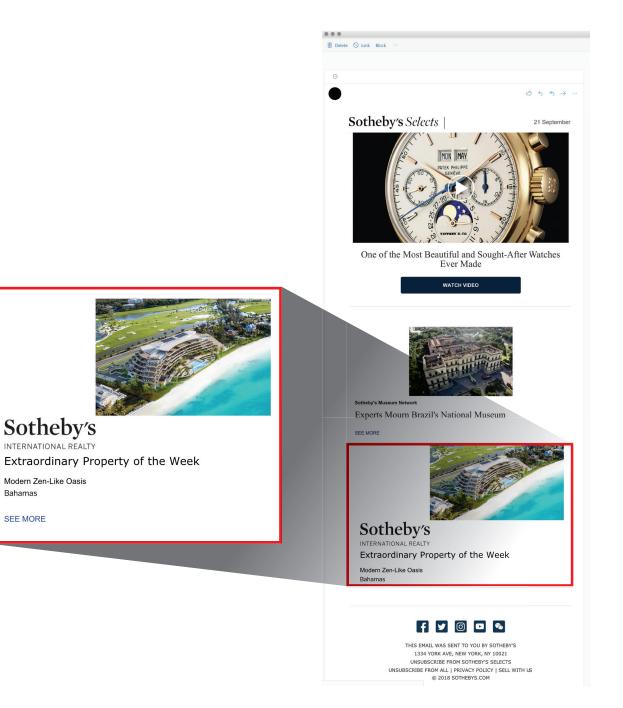
PRICE: \$2,500/DEPLOYMENT



SOTHEBY'S SELECTS E-NEWSLETTERS

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

PRICE: \$2,585/DEPLOYMENT



Digital Offerings



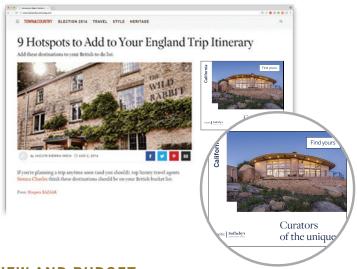
Impressions Campaign

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: The Serenity Project Under the Oaks
- Flight Dates: June 2025 August 2025
- Impressions: **750.000**
- · Clicks through to the website of your choice.

100K Impressions per two weeks: \$900 250K Impressions per month: 500K Impressions per month:

\$1.195 \$1,625 1 Million Impressions per month: \$2,450 Three Month Minimum



Minimum 3 month commitment

Impressions Program Targeting Sites

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

GEO TARGETING

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

THE ECONOMIC TIMES



THE WALL STREET JOURNAL.

Bloomberg Markets

Forbes



Creative

SAMPLE BANNER ADS FOR IMPRESSIONS PROGRAM

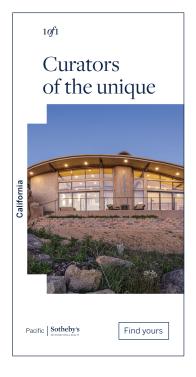
We create and produce banner ads for your campaign that best reflect your property and company image. We assist with photo selection and editing as well as ad design and sizing.

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

BANNER PRODUCTION: \$350

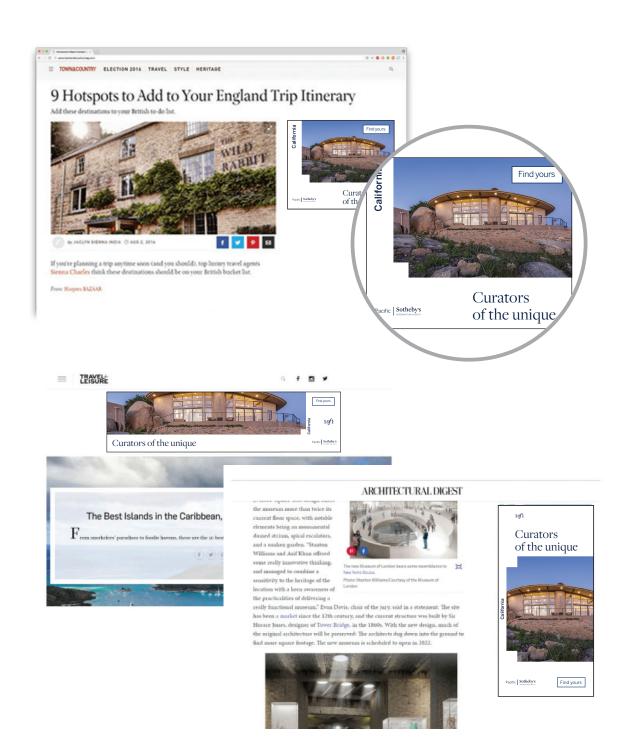








Sample
Banners For
Impressions
Programs As
They Appear
On Sites

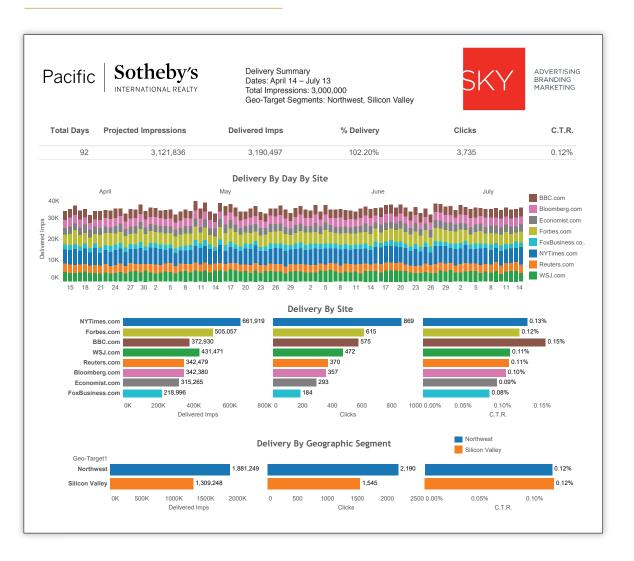


Comprehensive Reporting For Your Customized Campaign

After the launch, we give you complete and comprehensive reporting for the duration of your campaign. We can also give 30 day reports for you to evaluate the effectiveness of your targeting and to adjust it.

- We project the number of impressions (number of times the ad appears on each site) during your campaign.
- The number of impressions are broken down by number and site for the duration of the campaign.
- The delivery by site is broken down into delivered impressions, clicks, and click-through rate. This allows you to see on what sites your ads are performing well and where there needs to be improvement. With this information we are able to adjust the campaign for maximum effectiveness.

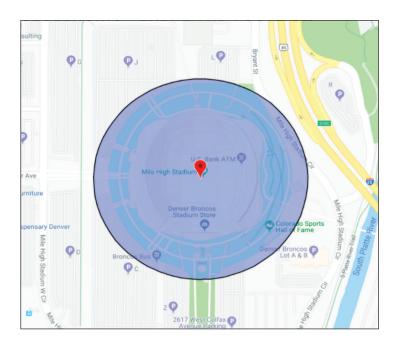
IMPRESSIONS PROGRAM SAMPLE REPORT



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

NATIVE DISPLAY

Native ads dynamically match the look, feel and visual context of the website or app where they are seen. They can run across all devices or be specified mobile only. Native ads can be either video or a dynamic picture.

HIGHER ENGAGEMENT:

- Native ads are viewed 53 percent more frequently than display ads, providing a higher CTR (60 percent).
- Native ads result in an 18 percent increase in purchase
- Native ads can help lift a brand by up to 82 percent.



TARGETING OPTIONS INCLUDE:

- **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 Native ads on the web pages where they appear A.I.
- **Targeting** Showing your display or video ads to people across all devices, using machine learning to target consumers based on who is engaging with the ad.
- Custom Audience Matching & Lookalike Audiences - target people on your list of emails. addresses, or phone numbers and show them native ads when they browse websites and apps.
- Cross Platform Targeting available from Mobile Conquesting.

· Native ads come in many forms, but all share the common goal of not "looking" like an ad.

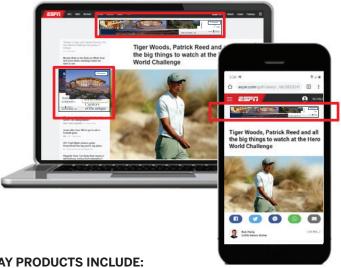
Native ads come in many forms, but all share the common goal of not "looking" like an ad. Native ads are proven to have higher levels of engagement than traditional non-native ads, and they get results.

PRICE: FROM \$1.500/MONTH 150,000 Impressions

Comprehensive Digital

DISPLAY

Digital Display advertising refers to the promotion of products or services through display ads on digital platforms such as websites or mobile apps. With Targeted Display, we offer campaigns that include Keyword Targeting, Behavioral Targeting, Retargeting, and Artificial Intelligence (A.I.) Targeting designed to show your ads to the exact audience you want to reach, to deliver the right message on the right device at the right time.



TARGETED DISPLAY PRODUCTS INCLUDE:

Complete optimization including strategy, ad serving, and reporting. We provide you with full transparency, giving you the assurance your budget is allocated efficiently.

The ability to target specific audiences, rather than only specific sites, by leveraging the data collected by our algorithms.

The power to implement advanced testing to ensure you are maximizing the click-through-rate (CTR) and conversion rate of your advertising and landing pages.

We track impressions, clicks, view-throughs, and conversions!

We implement Retargeting campaigns to target people who have been to your website but didn't convert.

Keyword Targeting using the keywords and phrases your customers are searching for and contained on webpages they are reading.

With A.I. Targeting we are showing your display or video ads to people across all devices, using machine learning to target consumers based on who is engaging with the ad. We can target from thousands of Behavioral Categories and show your ads to the people most likely to want your products and services.

We geo-target every campaign, showing your ads just to the people in the areas you want to reach.

Cross Platform Targeting available from Mobile Conquesting.

Custom Audience Matching & Lookalike Audiencestarget people on your list of emails, addresses, or phone numbers and show them display ads when they browse websites and apps.

PRICE: FROM \$1,500/MONTH 150,000 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.

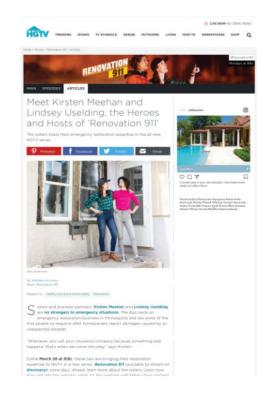
Social Mirror ads can be done with any organic or paid posts from your business account on these 8 social media platforms: Facebook, Instagram, Twitter, LinkedIn, TikTok, Pinterest, Snapchat, or YouTube.

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**

Chicago Tribune

The Chicago Tribune helps Chicagoans, and those that love Chicago, stay connected to the stories and topics that affect this great city. Its award-winning stories range from an array of topics that matter most; including breaking news, politics, sports, culture, suburban coverage and engaging interactive features.

• Average Monthly Page Views: 36.6M

• Unique Monthly Visitors: 11.7M

CUSTOM EMAIL

Email deployment to target audience featuring dedicated content.

Targeting options can include:

- Geography (zip code, DMA)
- Demographic (Age, Household Income, Interest)
- Home Intenders
- First Time Homeowner
- Homeowner / Renter
- Property Type
- Home Value

CUSTOM EMAIL 50K: \$1,200 CUSTOM EMAIL 100K: \$1.950 CUSTOM EMAIL 150K: \$2.375





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

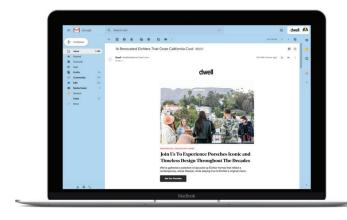
- Ranks Highly for a young audience, Age 25-54, that owns real estate and investment real estate (Index 275).
- Ranks #1 for an audience with plans to purchase a second house (vacation home) or remodel their home within the year (Index 259).

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





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.

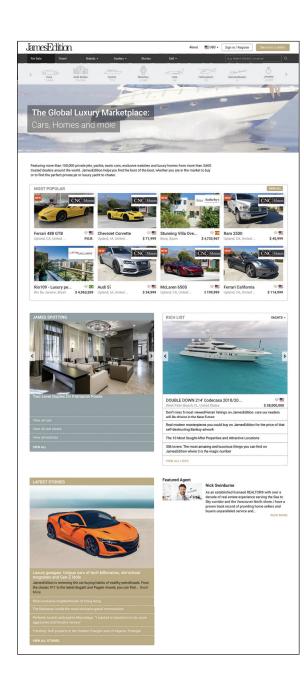
Location Open Rates

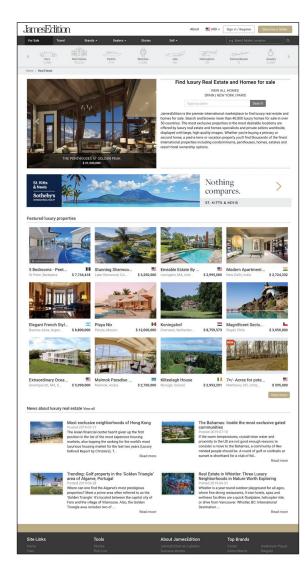
- North America 40%
- Europe 40%
- Asia 10%
- Middle East 5%

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.

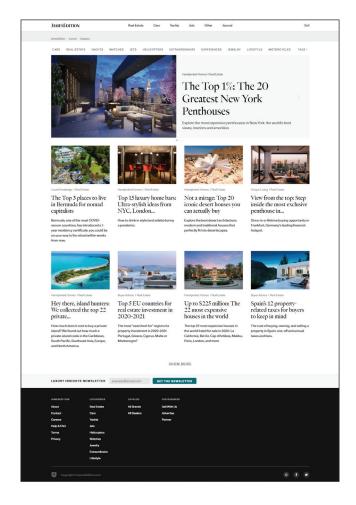
With more than 10 million monthly page views from around the world, JamesEdition.com is the quintessential marketplace for ultra-high net worth individuals. With users evenly spread throughout the Americas, EMEA and Asia, JamesEdition.com is the only truly global site to market luxury.

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.

\$8,100 NEWSLETTER TOP & JOURNAL ARTICLE \$3,900 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.

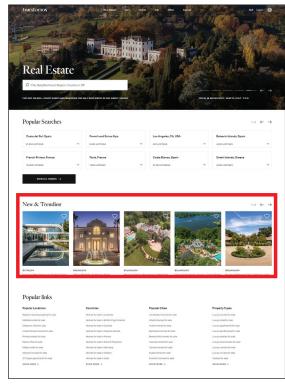
With more than 10 million monthly page views from around the world, JamesEdition.com is the quintessential marketplace for ultra-high net worth individuals With users evenly spread throughout the Americas, EMEA and Asia, JamesEdition.com is the only truly global site to market luxury.

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

HOME PAGE POSITION FEATURED SPOT: \$1,700

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













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

Land.com

The Land.com Network is the largest online marketplace for discovering, buying and selling rural real estate.

LANDS OF AMERICA

Lands of America is the premier rural real estate site with farms, ranches, country homes, mountain property for sale and more.

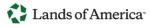
LAND AND FARM

A top-tier rural property marketplace, Land And Farm receives more than 2 million visits and 16 million page views monthly.

LAND WATCH

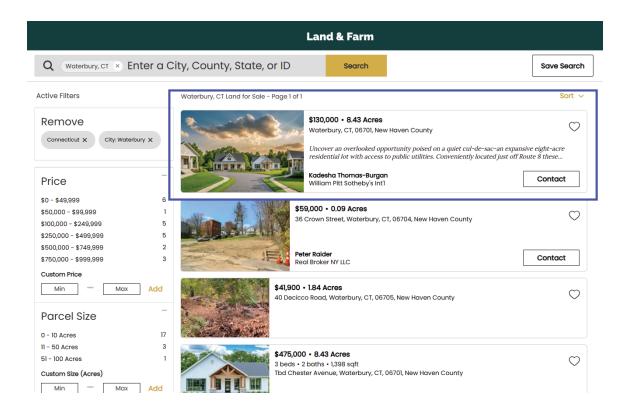
LandWatch is an online leader in rural properties and land for sale, including home sites for vacation, recreation or investment.





Land And Farm

LandWatch



SIGNATURE LISTINGS

10Xs more Exposure

\$175/1 LISTING \$480/3 LISTINGS

PLATINUM FEATURED PROPETY

PRICE: \$750/30 DAYS

Featured on all 3 Land.com sites

Land Report

The Land Report.com is the official Web site for The Land Report Magazine and serves as a daily guidebook for American landowners, featuring a database full of credible and relevant stories gathered daily from media outlets around the country. The daily headlines are a must-read for landowners who want to stay up-to-date on topics that matter most to them.

Net Worth: 89.3M

· Household Income: \$9.2M

Top In-Bound Markets:

Texas

Illinois

California

• Georgia

Florida

North Carolina

Colorado

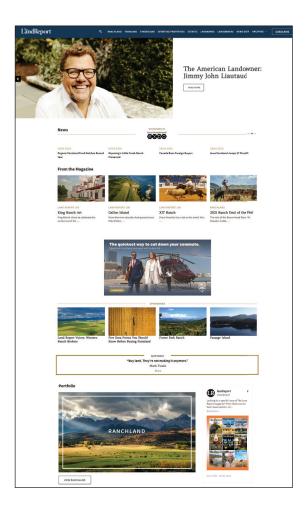
Pennsylvania

New York

· South Carolina

SOCIAL MEDIA POSTS

PRICE: \$1.450/POST



PUBLISHER'S PICKS NEWSLETTER

PREMIER PLACEMENT

Dedicated social media post and a spotlight article

STANDARD PLACEMENT

includes a dedicated social media post

PRICE: \$5,885

PRICE: \$2,375

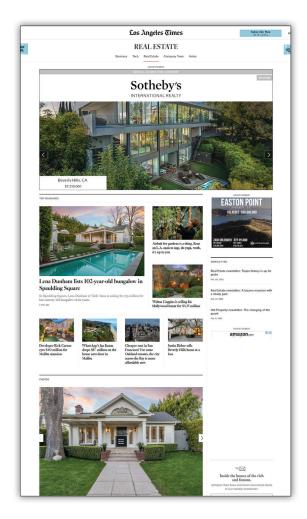
LA Times

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

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+

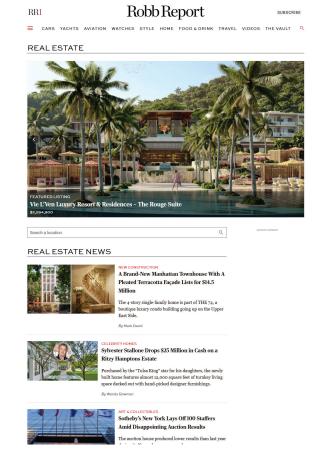
• Average Age: 43

• Male / Female Ratio: 77% / 23%

• Average HHI: \$548K

Average Household Net Worth: \$3.5M

PRICE: \$1.350 PER MONTH



The Wall Street Journal Online (WSJ.com)

FEATURED PROPERTY UPGRADES

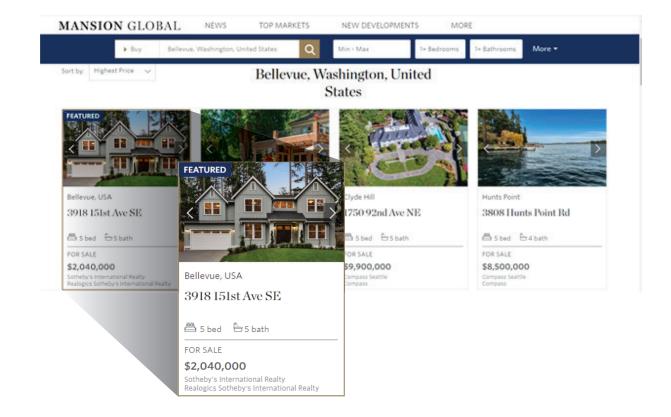
WSJ.com and Mansion Global Featured Property
Upgrades place your listings at the top of the search
results pages in the town where the property is located.
The property you wish to feature comes directly from
your brand's WSJ.com feed and click-throughs go to the
website of your choice.

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





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 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+

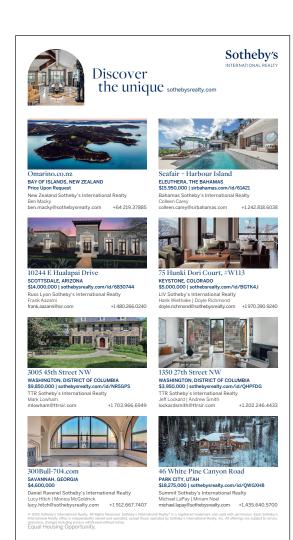
• Over 1 in 4 have a household net worth of \$3 million

PROPERTY SPOT, COLOR: \$760

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

EIGHT PROPERTY SPOT: \$6,080





Architectural Digest

INSPIRE AFFLUENT BUYERS

With over 60 local and feeder market regions available with exclusive rates, you can reach these high-income, luxury buyers when they're inspired to buy.

Inspire the decisions and feed the fantasies of your potential buyers with a full-page, full-color ad in Architectural Digest.

FULL PAGE, COLOR:

• Circulation Per Region: up to **16,000**

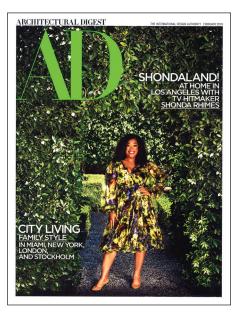
• Readership Per Region: up to 117,390

• Median Household Income: \$134,318

• Median Age: 54

• Male / Female: 46% / 54%

FULL PAGE, COLOR LOS ANGELES / WEST LA: \$2.870









Chicago Tribune Takeover

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

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

· Distribution: Chicago Metro Area

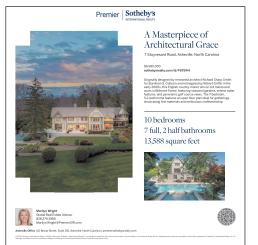
• Circulation: 150,000+

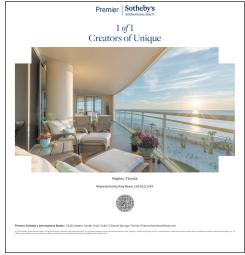
FULL PAGE - OCTOBER \$725 INSIDE FRONT COVER \$975 INSIDE BACK COVER \$975 BACK COVER \$1,300

Includes Digital Banner Promotion









Dwell

MODERN MARKET

Dwell is the marketplace to living with good design. A trusted authority for 20 years, connecting consumers and design professionals with inspiration, products, and the tools they need to achieve their goals. Published six times a year, each issue of Dwell Magazine includes exclusive stories on the most innovative leaders in architecture and design, presenting modern homes that encapsulate the concept of good design

Circulation: 215,000Total Reach: 917,00060% Female/ 40% Male

Average Age: 48

Average HHI: \$227,000

 Source: Google Analytics, Quantcast, and Sprout Social 2019

SMALL AD: \$800

MEDIUM VERTICAL AD: \$1,300 MEDIUM HORIZONTAL AD: \$1,875

LARGE AD: \$2,500 FULL PAGE: \$4,375





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

PROPERTY SPOT, COLOR: \$750

Global





Los Angeles Times Takeover

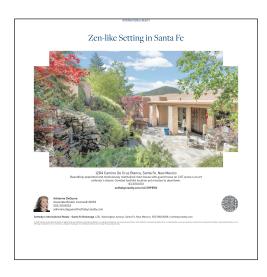
The Los Angeles Times takeover is an exclusive, full-color Sotheby's International Realty outsert that is placed on top of the Los Angeles times on select Saturdays to coincide with the weekly Hot Properties section.

- 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







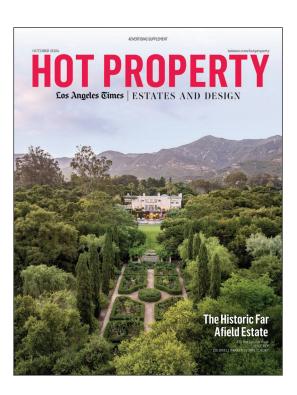


Los Angeles Times Hot Property And Digital Lighthouse

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

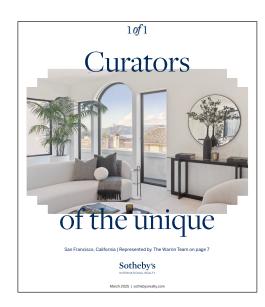


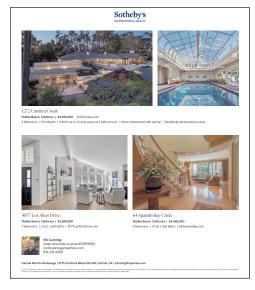


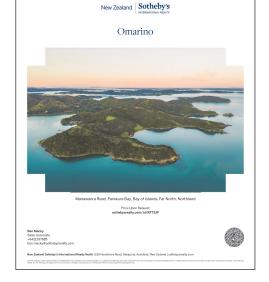
San Francisco & Silicon Valley Takeover

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



PLAN 1

Plan 1	·									
Media	Ad Description	Ju	ne	July	Į.	lugust	September	Medi	a Total	Reach
Sotheby's Auction House: Print										
Sotheby's Magazine	Quarter Page						\$ 1,315.00	\$	1,315.00	35,000
Sotheby's Auction House: Digital										
Sotheby's Bespoke Emails		\$	2,500.00					\$	2,500.00	550,000
Sotheby's Selects E-Newsletter	Sotheby's Selects E-Newsletter				\$	2,585.00		\$	2,585.00	770,000
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 - CA, AZ, TX, FL, Chicago									
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	\$	1,500.00					\$	1,500.00	60,000
Chicago Tribune										
Chicago Tribune	Custom Email 50k	\$	1,200.00					\$	1,200.00	50,000
Dwell.com										
Real Estate Package	Custom Article with promo on Homepage, in E-Newsletter & 1X on FB			\$ 6,	,000.00			\$	6,000.00	1,750,000
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	13,000
JamesEdition										
New & Trending Real Estate Position	Featured Spot	\$	1,400.00					\$	1,400.00	750,000
E-Newsletter Featured Listing	E-Newsletter			\$ 1,	500.00			\$	1,500.00	192,000
Social Media	Listing Feature				\$	1,000.00		\$	1,000.00	148,000

PLAN 1 - CONTINUED

LA Times						
Lighthouse Fixed Position - Hot Property Page	Lighthouse Fixed Position - Hot Property Page		Bonus	Bonus	\$ -	850,000
Land.com						
Platinum Listings		\$ 750.00			\$ 750.00	
Signature Listings			\$480		\$ 480.00	
Land Report						
Social Media Posts	Banners		\$ 1,450.00		\$ 1,450.00	60,000
Publisher's Picks Standard Placement	includes a dedicated social media post	\$ 2,375.00				
Robbreport.com						
Robbreport.com	Featured Listing Carousel - 1 Property	\$ 1,350.00			\$ 1,350.00	6,000
Robbreport.com	Featured Listing in Real Estate E-Newsletter		\$ 1,875.00		\$ 1,875.00	6,000
WSJ.com						
Mansion Global Homepage Hero	Shared Banner	\$ 650.00	\$ 650.00		\$ 1,300.00	328,000
Mansion Global e-Newletter	Daily Monday-Friday		\$ 3,680.00		\$ 3,680.00	17,000
Property Upgrades	10 Featured Property Upgrades		Bonus Bonus		\$ -	

PLAN 1 - CONTINUED

Print									
Chicago Tribune									
Chicago Tribune	Takeover - Full Page - October			\$	725.0	0 \$	725.00	:	150,000
Conde Nast Magazines									
Architectural Digest - Los Angeles / West LA	Full Page			\$	2,870.0	0 \$	2,870.00		19,000
Dwell									
Dwell	Modern Market - Large Ad			\$	2,500.0	0 \$	2,500.00		206,000
Financial Times									
Financial Times	Property Spot	\$ 750.00				\$	750.00	Ĩ	210,457
The Los Angeles Times									
The Los Angeles Times	Hot Property - listing + digital lighthouse	\$ 425.00		\$	425.0	0 \$	850.00	,	441,560
The Los Angeles Times	Takeover - Full Page	\$	660.0	00 \$	660.0	0 \$	1,320.00		768,000
The New York Times									
The New York Times	Double Property Spot - Weekday/Saturday	\$ 1,520.00				\$	1,520.00	4	423,111
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	Property Spot w/ Digital Featured Property Upgrade	\$	795.0	00		\$	795.00	1	644,424
The Wall Street Journal - National	Double Property Spot w/ Digital Featured Property Upgrade	\$ 1,590.00				\$	1,590.00	1	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

53,595.00

10,278,476

PLAN 2

Plan 2							
Media	Ad Description	June	July	August	September	Media Total	Reach
Sotheby's Auction House: Print							
Sotheby's Magazine	Quarter Page				\$ 1,315.00	\$ 1,315.00	20,00
Sotheby's Auction House: Digital							
Sotheby's Selects E-Newsletter	Sotheby's Selects E-Newsletter			\$ 2,585.00		\$ 2,585.00	770,00
Digital							
Million Impressions*							
Impressions Blast - Two week Campaign	Digital Banner Program - 100K Impression	\$ 900.0	0			\$ 900.00	100,00
Geofencing - Event and Location							
Geofencing - Event and Location	Target specific events and locations	\$ 1,500.0	0			\$ 1,500.00	60,00
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	13,00
JamesEdition							
New & Trending Real Estate Position	Featured Spot	\$ 1,400.0	0			\$ 1,400.00	750,00
E-Newsletter Featured Listing	E-Newsletter		\$ 1,500.00			\$ 1,500.00	192,00
LA Times							
Lighthouse Fixed Position - Hot Property Page	Lighthouse Fixed Position - Hot Property Page		Bonus			\$ -	425,00
Land.com							
Platinum Listings		\$ 750.0	0			\$ 750.00	
Signature Listings				\$480		\$ 480.00	
Land Report							
Publisher's Picks Standard Placement	includes a dedicated social media post	\$ 2,375.0	0				
Robbreport.com							
Robbreport.com	Featured Listing in Real Estate E-Newsletter		\$ 1,875.00			\$ 1,875.00	6,00
WSJ.com							
Mansion Global Homepage Hero	Shared Banner	\$ 650.0	0			\$ 650.00	164,00
Mansion Global e-Newletter	Daily Monday-Friday		\$ 3,680.00			\$ 3,680.00	17,00
Property Upgrades	10 Featured Property Upgrades		Bonus	Bonus		\$ -	

PLAN 2 - CONTINUED

Print							
Chicago Tribune							
Chicago Tribune	Takeover - Full Page - October			\$ 7	725.00 \$	725.00	150,000
Conde Nast Magazines							
Architectural Digest - Los Angeles / West LA	Full Page			\$ 2,8	370.00 \$	2,870.00	19,000
Dwell							
Dwell	Modern Market - Medium Horizontal Ad			\$ 1,8	375.00 \$	1,875.00	206,000
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	\$ 6	560.00 \$	1,320.00	768,000
The New York Times							
The New York Times	Property Spot - Weekday/Saturday	\$ 760.00			\$	760.00	423,111
San Francisco & Silicon Valley							
San Francisco & Silicon Valley	Takeover - Full Page - October			\$ 7	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					\$	29,655.00	5,939,696

*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	Ju	ne	July	August	September	Media 1	otal
Sotheby's Auction House: Print								
Sotheby's Magazine	Quarter Page					\$ 1,315.00	\$ 1	,315.00
Digital								
Million Impressions*								
Impressions Blast - Two week Campaign	Digital Banner Program - 100K Impression	\$	900.00				\$	900.00
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 Real Estate Position	Featured Spot	\$	1,400.00				\$ 1	,400.00
E-Newsletter Featured Listing	E-Newsletter			\$ 1,500.00			\$ 1	,500.00
LA Times								
Lighthouse Fixed Position - Hot Property Page	Lighthouse Fixed Position - Hot Property Page			Bonus			\$	-
Land.com								
Platinum Listings		\$	750.00				\$	750.00
Signature Listings					\$480		\$	480.00
Land Report								
Publisher's Picks Standard Placement	includes a dedicated social media post	\$	2,375.00					
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	\$	650.00				\$	650.00
Property Upgrades	10 Featured Property Upgrades			Bonus	Bonus		\$	-

PLAN 3 - CONTINUED

P	ri	nt

Chicago Tribune						
Chicago Tribune	Takeover - Full Page - October		\$	725.00	\$ 725.00	150,000
Dwell						
Dwell	Modern Market - Small Ad		\$	800.00	\$ 800.00	206,000
Dwell	Modern Market - Medium Vertical Ad				\$ -	0
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	\$ 1,320.00	768,000
The New York Times						
The New York Times	Property Spot - Weekday/Saturday	\$ 760.00			\$ 760.00	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		\$ 1,590.00	1,288,848
The Wall Street Journal						
Mansion Global Experience Luxury	Weekend Property insert	\$ 980.00			\$ 980.00	100,000

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

17,945.00

5,073,696