

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

SKYAD.COM

Smoky Mountain Retreat Advertising and Marketing Program



Table of Contents

3 INTRO

4 SOTHEBY'S AUCTION HOUSE

- 5 Sotheby's Magazine
- 6 Sotheby's Bespoke Email
- 7 Sotheby's Selects e-Newsletters

8 DIGITAL

- 9 Impressions Campaign
- 14 Geofencing Event and Location
- 15 Comprehensive Digital
- 17 Google AdWords
- 20 Chicago Tribune
- 21 Nob Hill Gazette
- 22 JamesEdition.com
- 25 LA Times
- 26 Luxury Estate
- 27 RobbReport.com
- 29 WSJ.com

30 PRINT

- 31 The Wall Street Journal
- 33 The New York Times
- 34 The New York Times Takeover
- 35 Chicago Tribune Takeover
- 36 Dwell
- 37 Financial Times
- 88 Los Angeles Times Takeover
- 40 Private Air Luxury Homes Magazine
- 41 San Francisco & Silicon Valley Takeover

42 SCHEDULE, PRICING & REACH

43 2025



ADVERTISING BRANDING MARKETING

National & Global Exposure Smoky Mountain Retreat

SKY Advertising is excited to present to Premier Sotheby's International Realty® a curated, multi-media marketing selection of offerings to bring ultra-high net worth buyer awareness to Smoky Mountain Retreat.

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 Maggie Valley, NC.

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

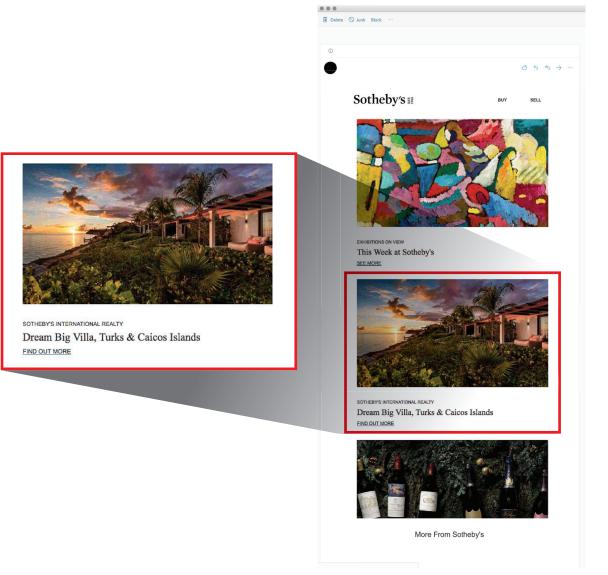




SOTHEBY'S BESPOKE EMAIL

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

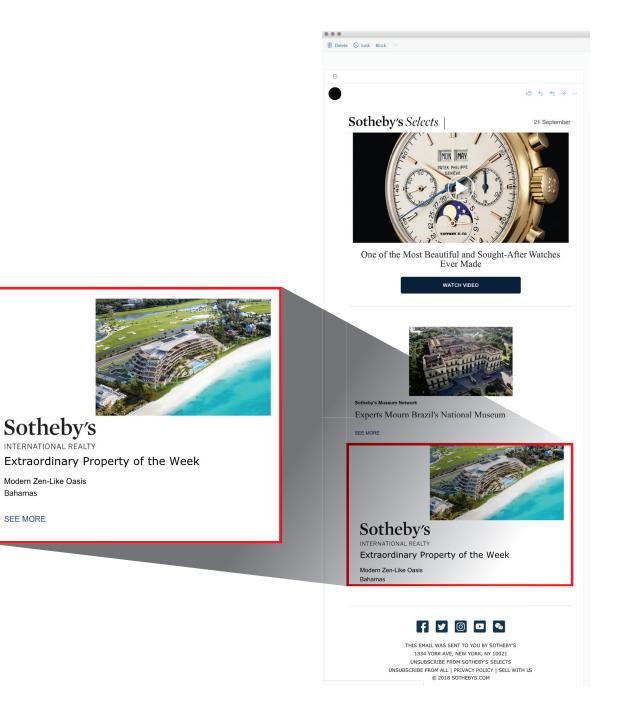
PRICE: \$2,500/DEPLOYMENT



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



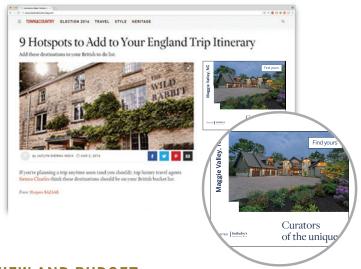
Impressions Campaign

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: Smoky Mountain Retreat
- Flight Dates: July 2025- August 2025
- Impressions: **750,000**

Three Month Minimum

· Clicks through to the website of your choice.

100K Impressions per two weeks: \$900 250K Impressions per month: \$1,195 500K Impressions per month: \$1,625 1 Million Impressions per month: \$2,450 750,000 AUG 2025

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

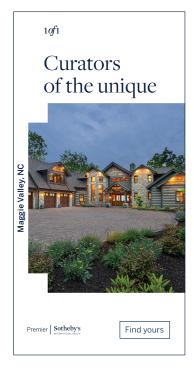
We create and produce banner ads for your campaign that best reflect your property and company image. We assist with photo selection and editing as well as ad design and sizing.

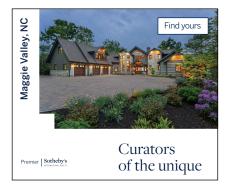
Ad Units: 970x250, 728x90, 300x600, 300x250, or custom sizes.

BANNER PRODUCTION: \$350

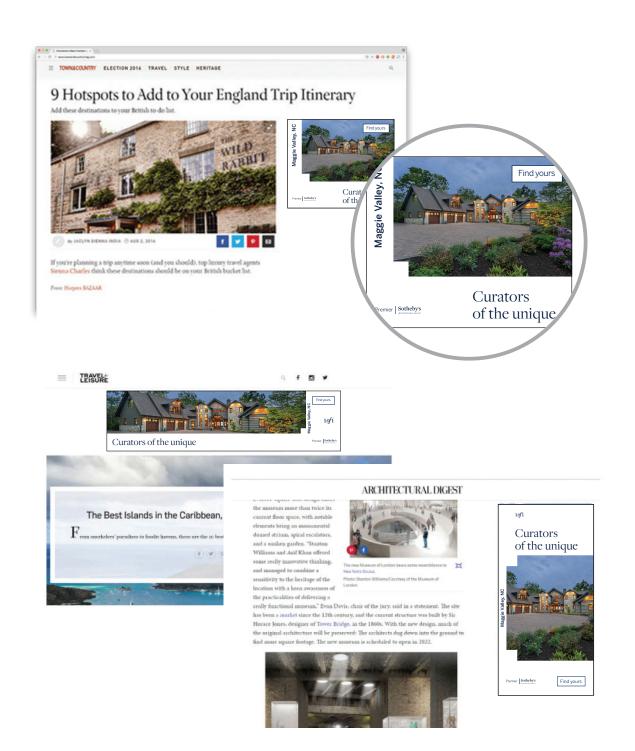








Sample
Banners For
Impressions
Programs As
They Appear
On Sites

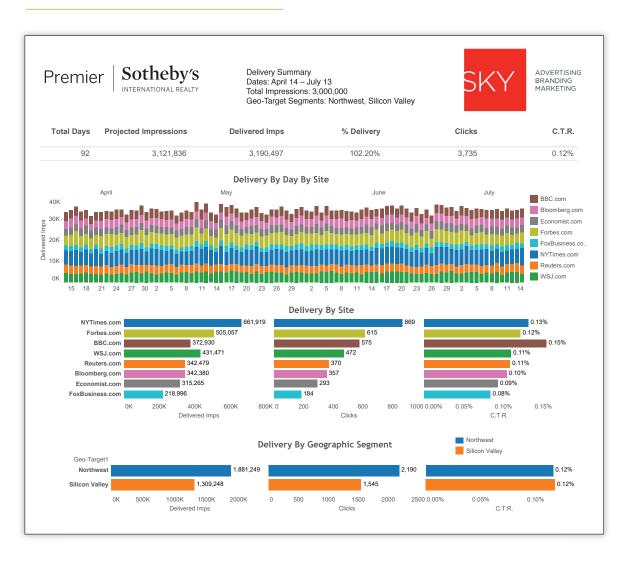


Comprehensive Reporting For Your Customized Campaign

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.

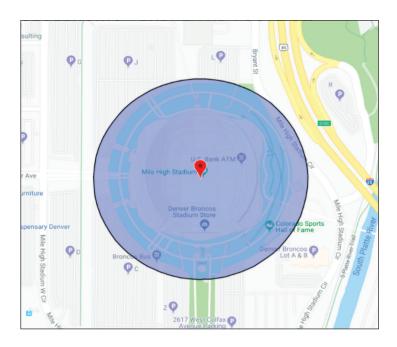
IMPRESSIONS PROGRAM SAMPLE REPORT



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

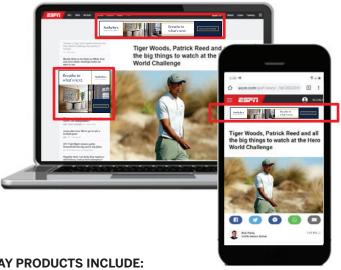
PRICING

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

Comprehensive Digital

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

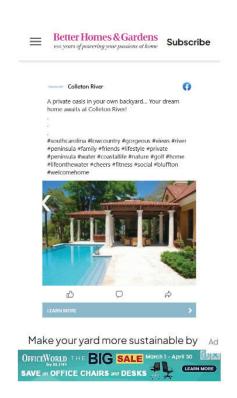
SOCIAL MIRROR ADS

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**

Google AdWords

With Google's online advertising program, you can reach people exactly when they're interested in the property you're selling or the real estate services you offer. Target customers who are active in your local real estate market, when they are searching and motivated to take action.

No other medium can target as effectively. Pay only when people click through to your listing or website.

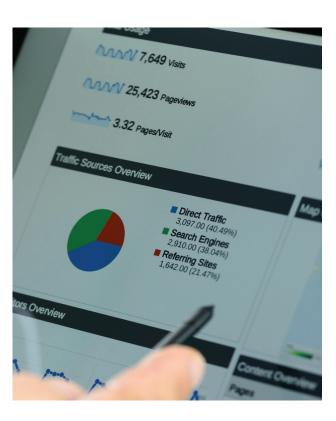


CAMPAIGN SETUP, OPTIMIZATION, & MONTHLY MANAGEMENT

Which can include:

- Keyword Research
- · Keyword List Set Up
- · Campaign and Ad Group Implementation
- Monitor and Implement Urgent Search Terms/ Phrases of Client and Competitors
- Run Fresh Estimates for New Keywords
- Write/Edit Ad Copy
- · Ensure Tracking is in Place
- Set Bids and Allocate/Pace Budgets
- Optimize Geotargeting, Audience Targeting, Demographics, and Ad Schedule
- · Periodical Campaign Reviews
- · Campaign Adjustments
- · Monthly Performance Reporting

\$750 CAMPAIGN SET UP STARTING AT \$850/MONTH



Google AdWords

CLIENT DASHBOARD

We provide you with a complete interactive dashboard that you can access at any time. Visualize your campaign performance with our user friendly interface that integrates data from diverse resources.



SIR Premier

Google Ads Impressions 85,229

Google Ads Clicks

Google Ads CTR

Google Ads Phone Calls

9

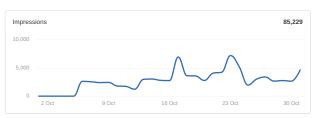
Average Cost-Per-Click

\$1.52

1.14%

Google Ads Interaction R...

Clicks					930
150 —					
100 —	٨			\wedge	
50 —	- $/$	~			
0 -	2 Oct	9 Oct	16 Oct	23 Oct	30 Oct



CAMPAIGN	CLICKS	COST	COST / CON	IMPRESSIONS
SKY - SMART	459	\$312.71	\$39.09	74,095
SKY - PMAX	290	\$359.88	\$179.94	8,209
SKY - General	75	\$278.65	\$0.00	1,432
SKY - Boulder	53	\$293.25	\$293.25	1,145
SKY - Trademark	38	\$134.26	\$134.26	259
SKY - Niwot	11	\$33.94	\$0.00	69
SKY - Longmont	4	\$19.24	\$0.00	16
SKY - Golden	0	\$0.00	\$0.00	3
SKY - Superior	0	\$0.00	\$0.00	1

Showing 50 of 89 Rows			
KEYWORD	IMPRESSIONS	CLICKS	
luxury real estate agent	498	27	
find the best real estate agent	425	19	
"Boulder Colorado Real Estate"	388	16	
"home for sale boulder"	25	13	
"colorado real estate agent"	167	9	
"coldwell banker real estate"	120	8	
"boulder real estate agent"	69	5	
"realtor boulder co"	64	5	
niwot Real Estate	32	5	
"boulder real estate listings"	41	5	
"real estate for sale in bouder colorado"	29	4	
"boulder co real estate agency"	38	4	
berthoud Realtor	23	4	

Cities					
CITY	CLICKS	IMPRESSIONS	AVG CPC	COST	
Denver	556	66,360	\$1.00	\$554.74	
Boulder	143	3,455	\$3.60	\$515.01	
Thornton	24	3,126	\$1.09	\$26.26	
Niwot	22	571	\$2.09	\$46.05	
Longmont	19	977	\$2.49	\$47.31	

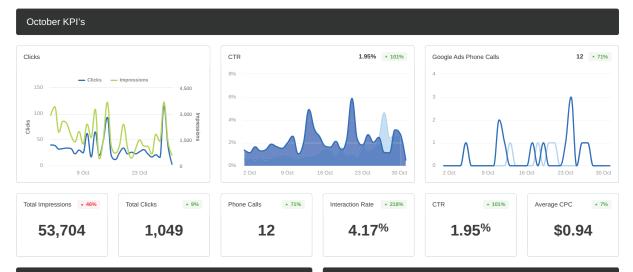
Google AdWords

MONTHLY REPORTING

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



SIR Premier



Cities and Regions

CITY	IMPRESSIONS▼	CLICKS	INTERACTIONS
Washington	30,976	497	613
Potomac	4,073	64	64
Baltimore	2,976	80	274
New York	1,535	51	51
Ashburn	1,386	39	137
Rockville	1,207	16	27
Virginia Beach	799	23	48
Richmond	413	6	46

Keywords

Showing 23 of 23 Rows					
KEYWORD	CLICKS	IMPRESSIONS	INTERACTIONS		
dc real estate	51	886	51		
luxury property for sale dc	40	114	40		
home for sale dc	19	529	19		
real estate in washington dc	6	101	6		
georgetown washington dc apar	6	56	6		
houses in georgetown dc	3	19	3		
buy house georgetown dc	2	6	2		
mclean realty	1	1	1		

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





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



jamesedition.com

E-NEWSLETTER

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

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

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

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

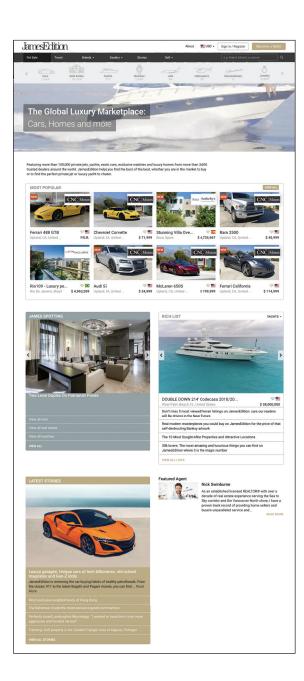
Location Open Rates

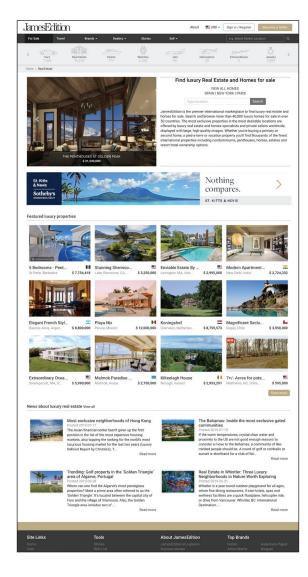
- North America 40%
- Europe 40%
- Asia 10%
- Middle East 5%

Email Engagement

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

LISTING FEATURE: \$1.500





jamesedition.com

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.

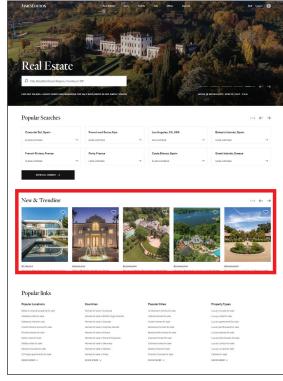
With more than 10 million monthly page views from around the world, JamesEdition.com is the quintessential marketplace for ultra-high net worth individuals With users evenly spread throughout the Americas, EMEA and Asia, JamesEdition.com is the only truly global site to market luxury.

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

HOME PAGE POSITION
FEATURED SPOT: \$1,700/30 DAYS

REAL ESTATE POSITION FEATURED SPOT: \$1,400/30 DAYS





jamesedition.com

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

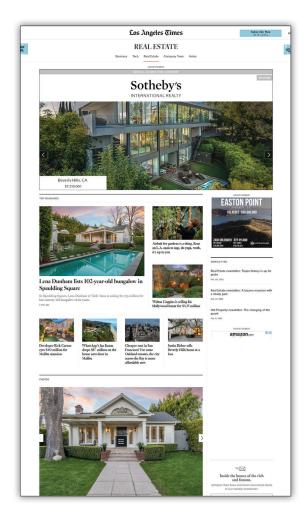
LA Times

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



RobbReport.com

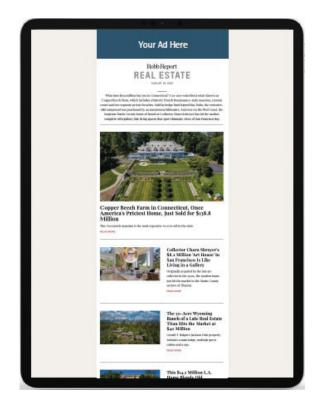
REAL ESTATE ENEWSLETTER

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)

MANSION GLOBAL HOMEPAGE HERO

With 3,000,000 affluent unique visitors on Mansion Global, the Homepage Hero immediately entices readers as the first listing seen on the Mansion Global homepage. It provides premium, full-page visibility and the best opportunity for your listing to reach the most qualified buyer.

- **164,000** Unique Visitors
- 1.75% Click-Through Rate
- · 2.5% Share of Voice
- Can rotate up to 5 properties
- Approximate Total Annual Impressions: 300,000
- 2024 Overall Average CTR: 4.24%
- Share of Voice: 2.5% (1 Slot) STATIC

PRICE: \$2.150/MONTH OR \$2.650 W/VIDEO

SHARED BANNER: \$650/LISTING

Shared with 5 properties





Print Offerings



The Wall Street Journal

The Wall Street Journal represents credibility and influence and continues to be the leading environment for luxury real estate clients to connect with the world's most affluent home-buying audience. With new and exciting content alignment opportunities in "Mansion" WSJ's luxury real estate section, we are able to further strengthen our brand, expand visibility and deliver our message with more resounding results than ever before.

Circulation: 644,424
National: 525,734
E-newspaper: 194,000
Readership: 4,234,000
Male / Female: 57% / 43%

Average HHI: \$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**

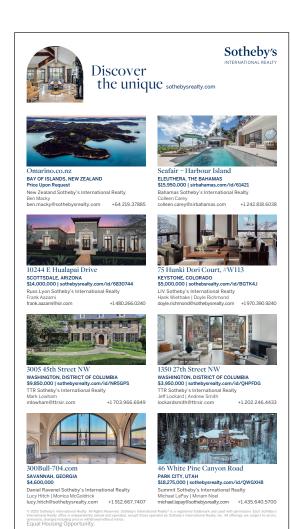
• Over one half have liquid assets valued at \$1 million+

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

PROPERTY SPOT, COLOR: \$760

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





The New York Times Takeover

Promote your brand and properties in style with this 96 page tabloid insert devoted to Sotheby's International Realty and Delivered high-net worth zip codes.

Generous, full-page ad space on heavy, bright white paper ensures an elegant presentation and shelf life.

• Circulation: 160,000

· Distribution: NYC Metro Area

FULL PAGE, COLOR: \$750

INSIDE FRONT COVER, COLOR: \$1,150 INSIDE BACK COVER, COLOR: \$1,150 BACK COVER, COLOR: \$1,500

Includes Digital promotion and Digital Flipbook









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+

PRICE: \$725 FULL PAGE, COLOR

PRICE: \$975 INSIDE FRONT COVER, COLOR PRICE: \$975 INSIDE BACK COVER, COLOR PRICE: \$1,300 BACK COVER, COLOR

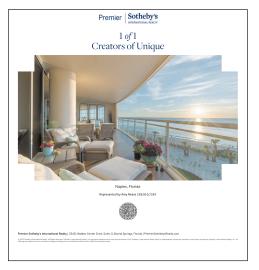
Includes Digital Banner Promotion











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

MODERN MARKET SMALL AD: \$800

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

LARGE AD: \$2,500





Financial Times

The Financial Times showcases the finest residential properties on the market and provides sage advice to a discerning audience of high-end private owners, as well as investors, every Saturday in its stand-alone "House & Home" section. Targeting upscale readers who are passionate about home and living, this full-color supplement is the world's only weekly property and lifestyle section, which is internationally focused and globally-distributed every weekend.

• Circulation: 214,131

· Geographic distribution: Global

• Readership: 1,993,418

Male / Female ratio: 86% / 14%Average household income: \$338,000

• Median age: 51

QUADRUPLE PROPERTY SPOT, COLOR: \$3,000 DOUBLE PROPERTY SPOT, COLOR: \$1,500 PROPERTY SPOT, COLOR: \$750

Global





Los Angeles Times Takeover

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

- LA Times Saturday readers are over 3x more likely to own a home valued at \$2 million+ than the average adult in the market.
- 2.1MM of readers are affluent with a Median HHI of \$186K and 19% more likely to look for a new home in the next 12 months.
- 74% are business decision makers more likely to be CEOs, Presidents or VPs.
- **32%** of readers are more likely to own a second home or real estate property.
- Full Page color ad using Sotheby's International Realty Design Vault template
- · Western Los Angeles coverage
- · Saturday Print Circulation: 56,000
- Saturday e-edition subscribers: 164,780

FULL PAGE: \$660

INSIDE FRONT COVER: \$1,500 INSIDE BACK COVER: \$1,500 BACK COVER: \$1,600







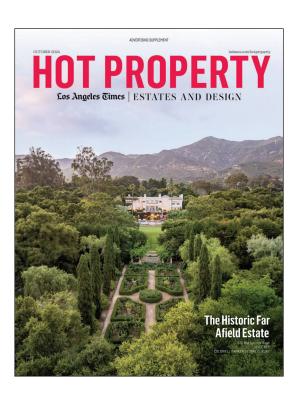


Los Angeles Times Hot Property And Digital Lighthouse

LOS ANGELES TIMES HOT PROPERTY

The Los Angeles Times weekly Hot Property section features the most up-to-date real estate news — including Hot Property (celebrity transactions), neighborhood spotlights, buying/selling tips, home décor and improvement trends.

- LA Times Saturday readers are over 3x more likely to own a home valued at \$2 million+ than the average adult in the market.
- 2.1MM of readers are affluent with a Median HHI of \$186K and 19% more likely to look for a new home in the next 12 months.
- 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

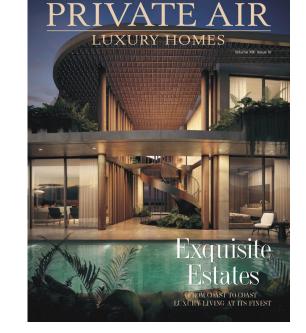




Private Air Luxury Homes Magazine

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

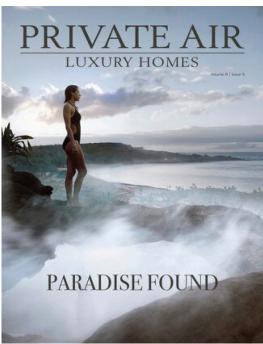
Readers encompass professional athletes, A-list celebrities, Fortune 500 executives, politicians, and entrepreneurs

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

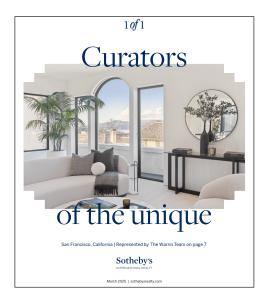
FULL PAGE IN 6 ISSUES: \$1,450 includes social media & E-Newsletter & Exclusive Estate Showcase Editorials

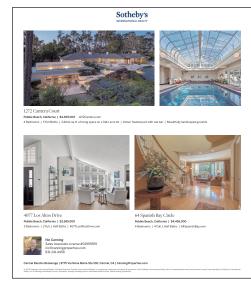


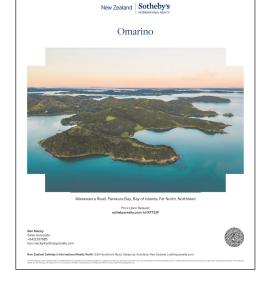
San Francisco & Silicon Valley Takeover

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

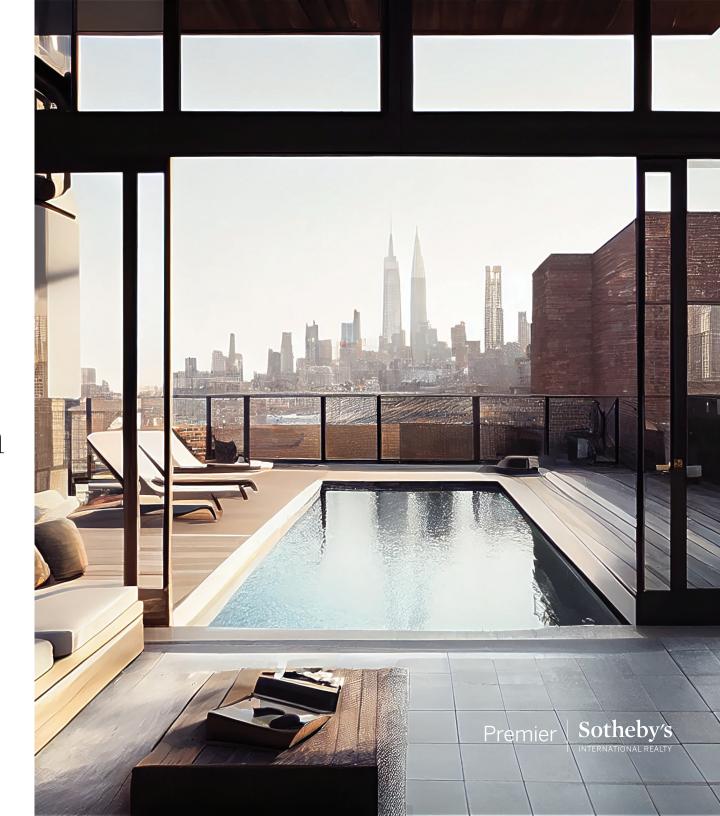








Schedule, Pricing & Reach



PLAN 1

Plan 1								
Media	Ad Description	July	August	September	October	Med	dia Total	Reach
Sotheby's Auction House: Print								
Sotheby's Magazine	Quarter Page				\$ 1,315.00	\$	1,315.00	20,000
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 - Select locations							
Google Adwords								
Google Adwords	Digital PPC program	\$ 1,600.00	\$ 850.00	\$ 850.00		\$	3,300.00	
Comprehensive Digital								
Social Mirror Ads	Mirroring Social Post	\$ 1,500.00	\$ 1,500.00	\$ 1,500.00		\$	4,500.00	300,000
Geofencing - Event and Location								
Geofencing - Event and Location	Target specific events and locations	\$ 1,500.00				\$	1,500.00	60,000
Chicago Tribune								
Chicago Tribune	Custom Email 50k	\$ 1,200.00				\$	1,200.00	50,000
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
LA Times								
Lighthouse Fixed Position - Hot Property Page	Lighthouse Fixed Position - Hot Property Page	Bonus	\$ 325.00			\$	325.00	425,000
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	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

PLAN 1 - CONTINUED

Print

Chicago Tribune								
Chicago Tribune	Takeover - Full Page					\$ 725.00	\$ 725.00	150,00
Dwell								
Dwell	Modern Market - Large Ad			\$	2,500.00		\$ 2,500.00	206,00
Financial Times								
Financial Times	Double Property Spot	\$ 1,500.00					\$ 1,500.00	210,45
The Los Angeles Times								
The Los Angeles Times	Hot Property - listing + digital lighthouse	\$ 425.00					\$ 425.00	220,78
The Los Angeles Times	Takeover - Full Page		\$ 660.	00			\$ 660.00	384,00
The New York Times								
The New York Times	Double Property Spot - Weekday/Saturday	\$ 1,520.00					\$ 1,520.00	423,11
The New York Times Takeover	Full Page w/ Digital promotion			\$	750.00		\$ 750.00	165,00
Private Air Luxury Homes								
Private Air Luxury Homes	Full Page (includes social media & E-Newsletter)			\$	1,925.00		\$ 1,925.00	65,00
San Francisco & Silicon Valley								
San Francisco & Silicon Valley	Takeover - Full Page					\$ 725.00	\$ 725.00	36,50
The Wall Street Journal								
The Wall Street Journal - National	Double Property Spot w/ Digital Featured Property Upgrade		\$ 1,590.0	00			\$ 1,590.00	644,42
The Wall Street Journal								
Mansion Global Experience Luxury	Weekend Property insert					\$ 980.00	\$ 980.00	100,00

TOTAL \$ 43,635.00 6,825,27

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

PLAN 2

an 2								
ledia	Ad Description	July	August	September	October	Me	dia Total	Reach
theby's Auction House: Digital								
otheby's Bespoke Emails		\$ 2,500.00				\$	2,500.00	55
igital								
illion Impressions*								
npressions Blast - Two week Campaign	Digital Banner Program - 100K Impression	\$ 900.00	\$ 900.00)		\$	1,800.00	20
oogle Adwords								
pogle Adwords	Digital PPC program	\$ 1,600.00	\$ 850.00	\$ 850.00		\$	3,300.00	
omprehensive Digital								
ocial Mirror Ads	Mirroring Social Post		\$ 1,500.00	\$ 1,500.00		\$	3,000.00	20
eofencing - Event and Location								
eofencing - Event and Location	Target specific events and locations	\$ 1,500.00				\$	1,500.00	6
nicago Tribune								
nicago Tribune	Custom Email 50k	\$ 1,200.00				\$	1,200.00	5
ob Hill Gazette								
ob Hill Gazette San Francisco, Peninsula and Silicon Valley	OTM On the Market E-Newsletter	\$ 500.00		\$ 500.00		\$	1,000.00	1
mesEdition								
Newsletter Featured Listing	E-Newsletter		\$ 1,500.00)		\$	1,500.00	19
ocial Media	Listing Feature	\$ 1,000.00				\$	1,000.00	14
A Times								
ghthouse Fixed Position - Hot Property Page	Lighthouse Fixed Position - Hot Property Page	Bonus	\$ 325.00)		\$	325.00	42
ixury Estate								
ixury Estate	Showcase Listing + Elite Listing Packages - 1 month	\$ 1,100.00				\$	1,100.00	
obbreport.com								
obbreport.com	Featured Listing in Real Estate E-Newsletter		\$ 1,875.00)		\$	1,875.00	
SJ.com								
ansion Global Homepage Hero	Shared Banner	\$ 650.00				\$	650.00	16

PLAN 2 - CONTINUED

Print
Chicag

Chicago Tribune								
Chicago Tribune	Takeover - Full Page				\$	725.00	\$	725.00
Dwell								
Dwell	Modern Market - Medium Horizontal Ad			\$ 1,875.00			\$	1,875.00
Financial Times								
Financial Times	Property Spot	\$ 750.00					\$	750.00
The Los Angeles Times								
The Los Angeles Times	Hot Property - listing + digital lighthouse	\$ 425.00					\$	425.00
The Los Angeles Times	Takeover - Full Page	Ş	660.00				\$	660.00
The New York Times								
The New York Times	Property Spot - Weekday/Saturday	\$ 760.00					\$	760.00
The New York Times Takeover	Full Page w/ Digital promotion			\$ 750.00			\$	750.00
Private Air Luxury Homes								
Private Air Luxury Homes	Full Page (includes social media & E-Newsletter)			\$ 1,925.00			\$	1,925.00
San Francisco & Silicon Valley								
San Francisco & Silicon Valley	Takeover - Full Page				\$	725.00	\$	725.00
The Wall Street Journal								
The Wall Street Journal - National	Double Property Spot w/ Digital Featured Property Upgrade	Ş	1,590.00				\$	1,590.00
The Wall Street Journal								
Mansion Global Experience Luxury	Weekend Property insert				Ś	980.00	Ś	980.00

TOTAL

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

\$ 31,915.00 \$ 31,915.00

4,613,272

150,000 206,000 210,457 220,780 384,000 423,111 165,000 65,000 36,500 644,424 100,000

PLAN 3

Plan 3			
Media	Ad Description	July August Septembe	r October Media Total
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	\$ 1,600.00 \$ 850.00 \$ 850.	00 \$ 3,300.00
Geofencing - Event and Location			
Geofencing - Event and Location	Target specific events and locations	\$ 1,500.00	\$ 1,500.00
Chicago Tribune			
Chicago Tribune	Custom Email 50k	\$ 1,200.00	\$ 1,200.00
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			
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 \$ 325.00	\$ 325.00
Luxury Estate			
Luxury Estate	Showcase Listing + Elite Listing Packages - 1 month	\$ 1,100.00	\$ 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	\$ 650.00	\$ 650.00

PLAN 3 - CONTINUED

Print								
Chicago Tribune								
Chicago Tribune	Takeover - Full Page					\$ 725.00	\$ 725.00	150,000
Dwell								
Dwell	Modern Market - Small Ad			\$	800.00		\$ 800.00	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		\$ 660.0)			\$ 660.00	384,000
The New York Times								
The New York Times	Property Spot - Weekday/Saturday	\$ 760.00					\$ 760.00	423,111
The New York Times Takeover	Full Page w/ Digital promotion			\$	750.00		\$ 750.00	165,000
San Francisco & Silicon Valley								
San Francisco & Silicon Valley	Takeover - Full Page					\$ 725.00	\$ 725.00	36,500
The Wall Street Journal								
The Wall Street Journal - National	Property Spot w/ Digital Featured Property Upgrade						\$ -	0
The Wall Street Journal - National	Double Property Spot w/ Digital Featured Property Upgrade		\$ 1,590.0)			\$ 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

24,915.00

4,200,272