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SKYAD.COM

Ocean 10 Advertising and Marketing Program



03 INTRO

04 SOTHEBY'S AUCTION HOUSE

05 Sotheby's Auction Magazinel

06 DIGITAL

- 07 Impressions Campaign
- 13 Impressions Scheduling
- 14 Comprehensive Digital
- 15 jamesedition.com
- 17 Ocean Home
- 18 WSJ.Com

20 PRINT

- 21 The Wall Street Journal
- 22 The New York Times Takeover
- 23 Conde Nast Traveler

24 SCHEDULE, PRICING & REACH

25 2023

Table of Contents



ADVERTISING BRANDING **MARKETING**

National & Global Exposure Ocean 10

SKY Advertising is excited to present to ONE Sotheby's International Realty® a curated, multi-media marketing selection of offerings to bring ultra-high net worth buyer awareness to Ocean 10.

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 Jacksonville Beach FI

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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JIMMY CINTRÓN

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: 20,000
- 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

QUARTER PAGE: \$910

Global







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: Ocean 10
- Flight Dates: October 2023 December 2023
- Impressions: **750,000**
- · Clicks through to the website of your choice.

250K Impressions per month: \$1,195 500K Impressions per month: \$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 WALL STREET JOURNAL FOXIBUSINESS

Forbes

INVESTOR'S BUSINESS DAILY





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

Nothing compares to what's next.





DISCOVER MORE





Nothing compares to what's next.

DISCOVER MORE

Nothing compares to what's next.

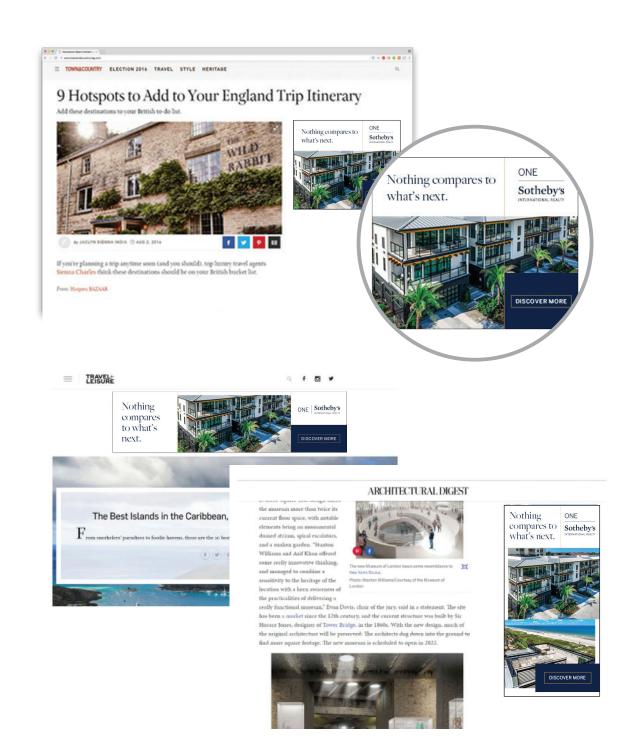








Sample
Banners For
Impressions
Programs As
They Appear
On Sites

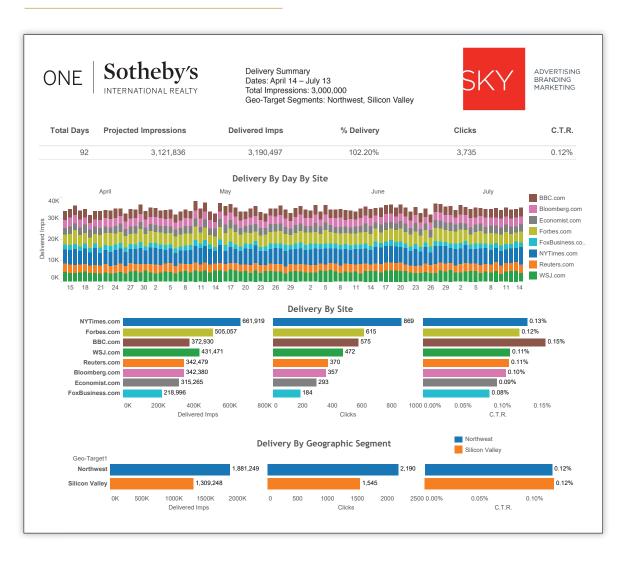


Comprehensive Reporting For Your Customized Campaign

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



Impressions Scheduling

After researching, we have put together an integrated program that targets a high-net-worth audience across New York Metro, New Jersey, Miami, Atlanta Metro and California.

The programs are scheduled to start on October 1st and run for three months and deliver an estimated 750,000 impressions.

This will include:

- A site-specific segment of Global leading business/finance websites.
- A behavioral segment, that will allow us to show banners to adults who are actively searching for Jacksonville area real estate and living in New York Metro, New Jersey, Miami, Atlanta Metro and California.
- A behavioral segment, that will allow us to show banners to adults who are actively in-market for real estate and living in Palm Coast, Daytona Beach, St. Augustine, Jacksonville.

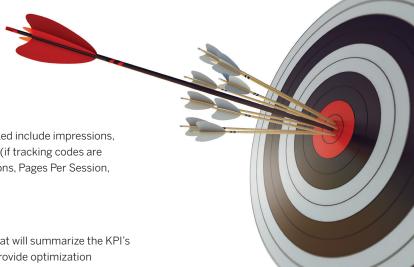
SITE SPECIFIC

This segment consists of premium global business websites such as WSJ.com, FoxBusiness.com, Forbes.com and more to extend the overall reach of the program.

BEHAVIORAL TARGETING

We can target people on behavior first based on their online behavior (sites visited, content consumed and search activity). Since this segment targets behavior first, the banners could end up showing on any site across the web.

To ensure that the banners are seen in a premium environment, we have created a "whitelist" of sites. Ads will only show to people who have met our targeting criteria (behavior, income, and geo-target) on one of these sites. The site list includes top news, business, finance, sports, politics, and tech sites.



MEASUREMENT

Key metrics (KPI's) that will be tracked include impressions, clicks, click through rate (CTR), and (if tracking codes are installed on the landing page) Sessions, Pages Per Session, Average Time Spent, Conversions.

REPORTING

We will provide monthly reporting that will summarize the KPI's (Key Performance Indicators) and provide optimization recommendations.

Impressions Scheduling

One SIR 22 10th Avenue South

October November December																
		 		October	1		- 1				Т		cember			
Media	Geo-Target	01	08	15	22	29	05	12	19	26	03	10	17	24	31	Impressions
bizjournals.com																
CNBC.com																
Forbes.com																
Reuters.com	New York Metro, New Jersey, Miami, Atlanta															415,000
Barrons.com	Metro, California															3,111
Investors.com																
FoxBusiness.com																
WSJ.com																
Custom Intent - Jacksonville Area Real Estate	New York Metro, New Jersey, Miami, Atlanta Metro, California															180,000
					_		_									
In-Market - Residential Real Estate	Palm Coast, Daytona Beach, St. Augustine, Jacksonville															155,000
Total Digital										·					·	750,000

skyad.com

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: STARTING AT \$1.500 PER MONTH

jamesedition.com

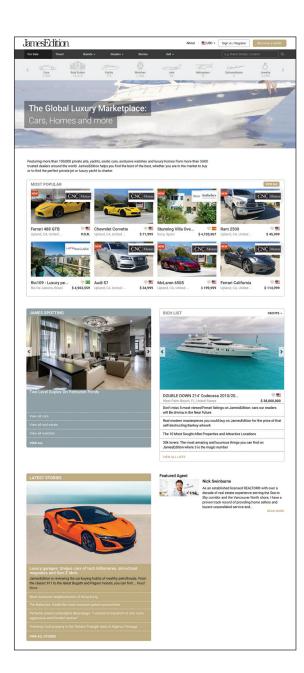
E-NEWSLETTER

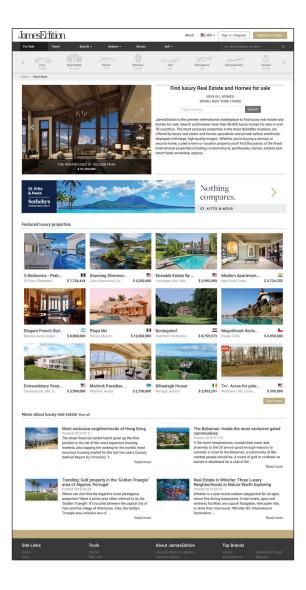
Founded in 2008, JamesEdition.com features the largest collection of luxury goods worldwide. The exquisite items curated by JamesEdition.com range from celebrity-owned luxury real estate to rare supercars. An affluent audience of 25,000 per day is browsing for the finest the globe has to offer.

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.

LISTING FEATURE: \$1.500





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 UHNWwith a Social Post

- Instagram 74.8K
- Facebook 31.3K

PHOTO

- 1 featured listing
- 1-5 photos
- Short caption
- Listing info box
- 1 tag on pictures & caption
- Link in bio

PHOTO: \$500

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

f











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 PLUS: \$1,000 PHOTO PLUS

Ocean Home

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

EXCLUSIVE EMAIL

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

PRICE: \$2,500



SOCIAL MEDIA POST

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

• 60,000+ Followers.

INSTAGRAM: \$700 FACEBOOK: \$575



The Wall Street Journal Online (WSJ.Com)

FEATURED PROPERTY UPGRADES

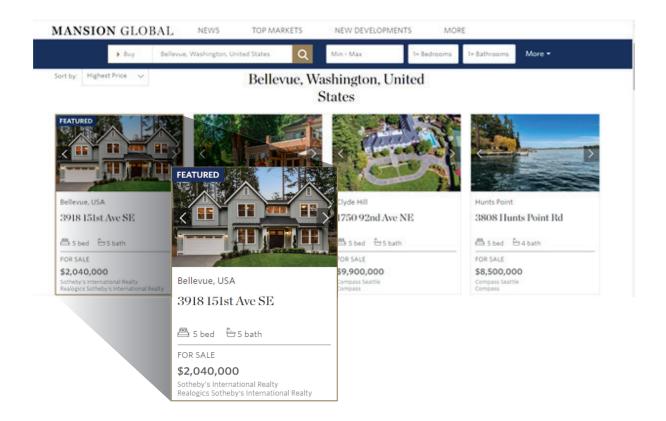
WSJ.com and Mansion Global Featured Property
Upgrades place your listings at the top of the search
results pages in the town where the property is located.
The property you wish to feature comes directly from
your brand's WSJ.com feed and click-throughs go to the
website of your choice.

Multiple properties can be featured and will be rotated equally. Each property appears for one month. The window to redeem Property Upgrades is valid for one year after purchase.

10 PROPERTIES: \$1,200 25 PROPERTIES: \$2,070 100 PROPERTIES: \$5,500

Included with print placment



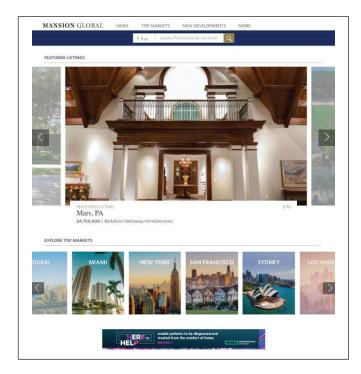


The Wall Street Journal Online (WSJ.Com)

THE HOMEPAGE FEATURED LISTING

Module offers prominent positioning on the Mansion Global homepage and showcases listings regardless of region.

PRICE: \$1,275/MONTH



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
E-newspaper: 194,000
Readership: 4,234,000
Male / Female: 62% / 38%
Average HHI: \$404,217
Average age: 50

PRICE: \$650 SINGLE SPOT, COLOR

Includes Bonus 30 Day Digital -Featured Property Upgrade







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

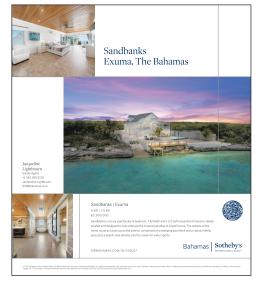
• Distribution: NYC Metro Area

PRICE: \$690 FULL PAGE, COLOR

Includes Digital promotion and Digital Flipbook









Architectural Digest Regional Pages

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

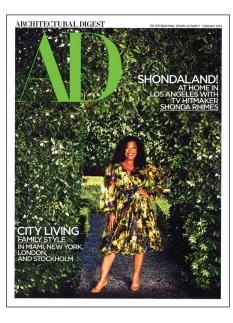
· Readership Per Region: up to 117,390

· Median Household Income: \$134,318

• Median Age: **54**

• Male / Female: 46% / 54%

FULL PAGE, COLOR FLORIDA NORTH: \$2,300









Schedule, Pricing & Reach



Proposed Schedule, Pricing & Reach 2023

Pricing Subject to Change

Media	Ad Description		tober	November		December		Jar	nuary	Med	dia Total	Reach
Sotheby's Auction House: Print												
Sotheby's Magazine	Quarter Page					\$	910.00			\$	910.00	20,0
Digital												
Million Impressions*												
Million Impressions	Digital Banner Program	\$	1,195.00	\$	1,195.00	\$	1,195.00			\$	3,585.00	750,0
Million Impressions	Targeting - Interest in Jacksonville re	eal e	estate									
Comprehensive Digital												
Social Mirror	Behavioral Custom program	\$	1,500.00	\$	1,500.00	\$	150.00			\$	3,150.00	300,
JamesEdition												
e-Newsletter	e-Newsletter					\$	1,500.00			\$	1,500.00	294,
Social Media	Listing Feature			\$	500.00					\$	500.00	148,
WSJ.com												
Property upgrades	Property upgrades	Во	nus	Во	nus					\$	-	
Mansion Global Homepage Featured	Mansion Global Homepage Feature	\$	1,275.00							\$	1,275.00	164,
Ocean Home												
Custom E-Mail	Custom E-Mail			\$	2,500.00					\$	2,500.00	22,
Facebook Post	Facebook Post	\$	575.00							\$	575.00	21,6
Instagram Post	Instagram Post	\$	700.00							\$	700.00	21,
Print												
The Wall Street Journal												
The Wall Street Journal - National	Property Spot w/Digital Featured Pr	\$	650.00	\$	650.00					\$	1,300.00	1,288,
The New York Times												
The New York Times Takeover	Full page w/ Digital promotion			\$	690.00					\$	690.00	168,
Conde Nast Magazines												
Architectural Digest - Florida North	Full Page							\$	2,300.00	\$	2,300.00	9,
TOTAL										\$	18,985.00	3,207,
*After 6 months the Impressions Pro	ogram may be adjusted after evaluati	on c	of budget an	d st	rategy							