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SKYAD.COM

Surf Row Advertising and Marketing Program



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ADVERTISING BRANDING MARKETING

National & Global Exposure Surf Row

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 Surf Row.

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 Miami.

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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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: Surf Row
- Flight Dates: November 2023 January 2024
- 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 New York Times

THE WALL STREET JOURNAL.



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.



ONE | Sotheby's

DISCOVER MORE





Nothing compares to what's next.

DISCOVER MORE



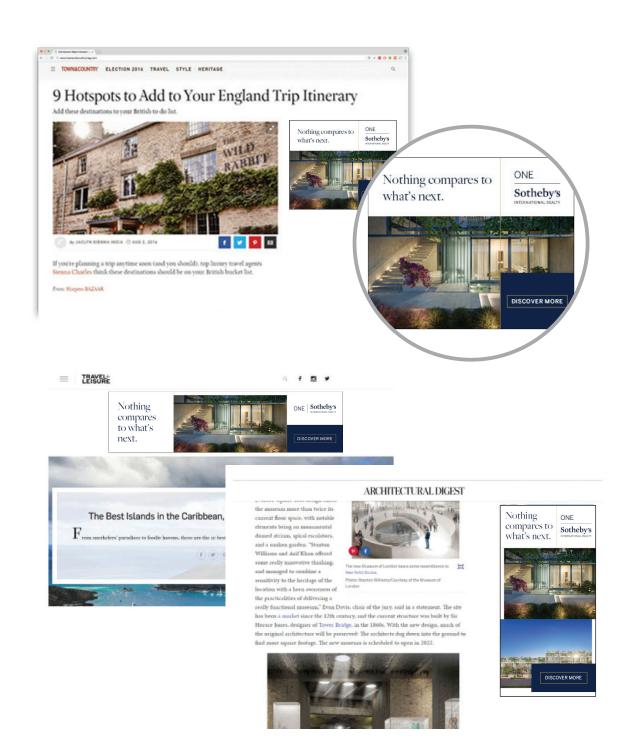








Sample
Banners For
Impressions
Programs As
They Appear
On Sites

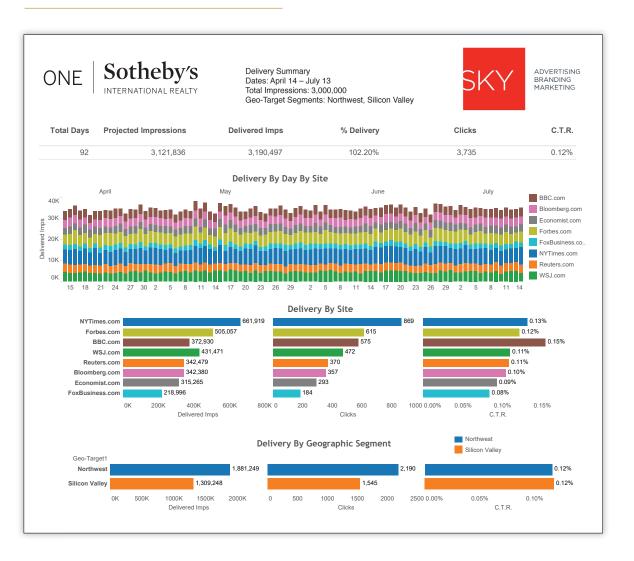


Comprehensive Reporting For Your Customized Campaign

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



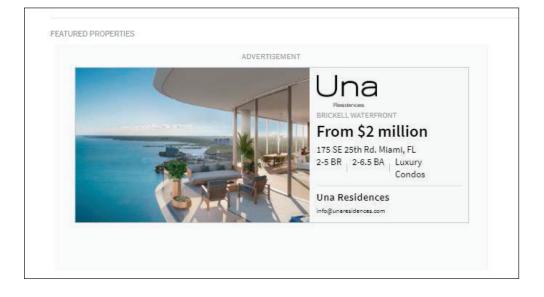
NYTimes.com

FEATURED PROPERTY MODULE

Appear right below the fold on the Real Estate section front page as you sponsor one or more of the four spots available.

• Average CTR is between 0.36-0.55%

PRICE: \$3,000/WEEK



FEATURED PROPERTY UPGRADES

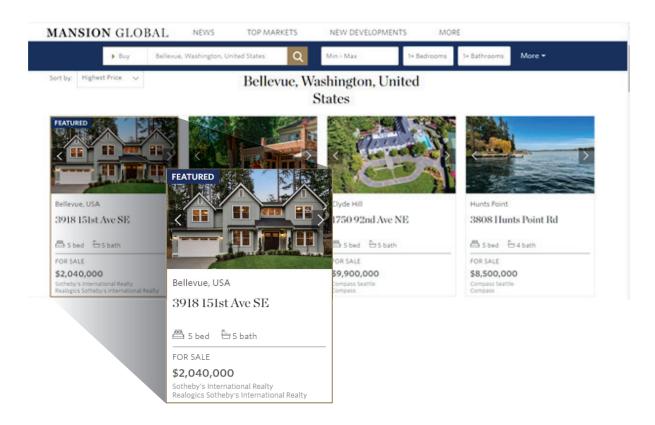
WSJ.com and Mansion Global Featured Property
Upgrades place your listings at the top of the search
results pages in the town where the property is located.
The property you wish to feature comes directly from
your brand's WSJ.com feed and click-throughs go to the
website of your choice.

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





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

PRICE: \$2,150/MONTH OR \$2.650/W VIDEO





MANSION GLOBAL TOP MARKETS PAGE TILES

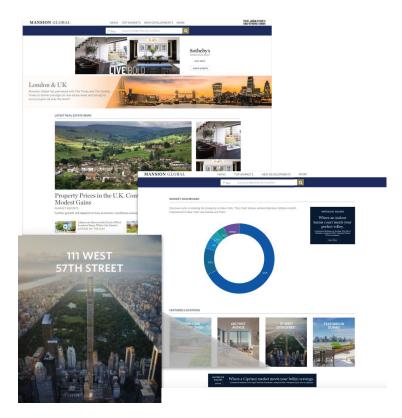
Showcase premier listings alongside regionally relevant editorial.

AVAILABLE MARKETS:

- New York
- · London & UK
- Los Angeles
- Dubai
- Miami
- Sydney
- San Francisco

PRICE: \$575/MONTH





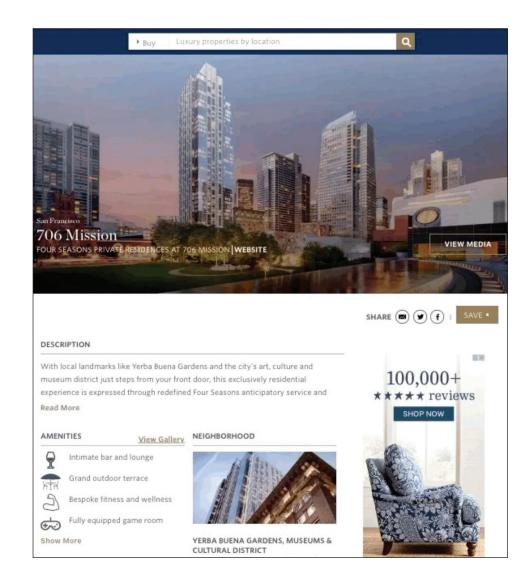
MANSION GLOBAL NEW DEVELOPMENTS PROFILE PAGE

Showcase impressive new construction projects to an audience of engaged high-net-worth buyers.

INCLUDES

- Fixed, always-on position within section
- · Full screen image slideshow
- · Prominent lead generation form
- Property highlights
- Neighborhood profile
- Available units (300x600 banner recommended)
- Video (optional)
- Amenities carousel (3-9 amenities with 1 image for each)
- Localized map
- Searchable within listings database

PRICE: \$1.250 90 DAYS



WEEKLY ENEWSLETTER

- Out on Fridays
- · 100% SOV
- 50,000 Opt in subscribers

PRICE: \$1,775

Trouble viewing this email? View in web browser.

THE WALL STREET JOURNAL.



REAL ESTATE

Coronavirus is baring its teeth to the spring real-estate market. Mansion's Katherine Clarke reports that new home listings dropped a staggering 27% in late March and early April. For perspective, new listings increased by an average of about 50% between March 1 and April 5 in both 2018 and 2019.

It's a harsh reality for homesellers who had their hopes up, and agents who were looking forward to what's normally a busy season for the industry. "People are definitely holding back until people can physically come and see the space," Douglas Elliman's Frances Katzen told our reporter. "They want to see a return to oormaley again before they list."

The pandemic is also threatening to rock a shaky condo market in New York. Oversupply and retreating foreign buyers already loomed large over condo developers. Now, halting construction has thrown project timelines into disarray, forcing developers to renegotiate maturing loans and source eash to recapitalize their buildings and by urnor time. Read more here.

Do air purifiers and filters kill viruses?

In Houston, a high-stakes divorce battle between Ed Bosarge and his wife, Marie Bosarge, provides a rare glimpse into the secretive and complex mechanisms ultrabje-net-worth individuals use to buy real estate and move their money around the globe. Mrs. Bosarge is accusing her billionaire husband of using a complex web of trusts and limited liability companies to prevent her from accessing cash and the 13 homes they acquired together.

Finally, we look at how <u>security personnel have come to feel like part of the family</u> in gated communities. "It's more hospitality-driven than policing," one homeowner told us.

And remember: Keep sending your real estate-related questions by replying to this email. \bowtie

Happy reading!

-Kerry Barger, digital editor of Mansion

Coronavirus Batters Spring Home-Selling Season, as New Listings Drop 27%



JIM BARTSCH

By comparison, new listings rose by an average of about 50% betwee March 1 and April 5 in 2018 and 2019.

Coronavirus Forces New York Condo Developers Into a Race Against Time



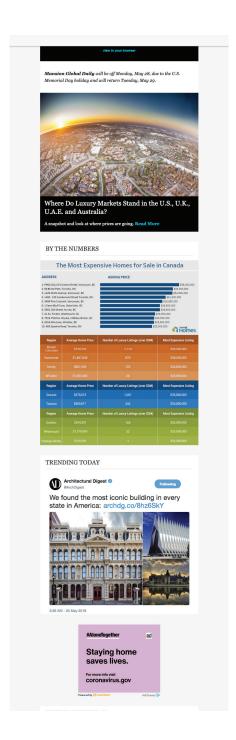
MICHAEL NAGLE/BLOOMBERG NEW

As construction across the city screeches to a halt, developers reckon wi how to keep their projects funded while the pandemic rages on.

MANSION GLOBAL DAILY (M-F) ENEWSLETTER

- 5 Drops Monday Friday
- 100% SOV
- 17,000 Opt in subscribers

PRICE: \$3,680



MANSION GLOBAL CUSTOM E-NEWSLETTER

Take advantage of Mansion Global's Custom newsletter to showcase your brand as a luxury lifestyle and real estate leader to luxury connoisseurs and high-net-worth buyers around the world. From aspiration to action, Mansion Global's custom newsletter is the go-to read for the most powerful and affluent consumers, delivering all your newsworthy content directly to their inboxesinspiring the luxury lifestyle & delivering results.

PRICE: \$5,000 EXCLUSIVE EMAIL



skyad.com

17.5%

17

@MANSIONGLOBAL INSTAGRAM

Leverage Mansion Global's growing Instagram presence with native Instagram posts that showcase their properties to an active, in-market social media audience.

• Followers: 76.2K

PRICE: \$1,775



@WSJREALESTATE INSTAGRAM

Spotlight your brand to our mobile-first audience with a social Instagram post directly on @WSJRealEstate editorial handle.

Followers: 154K

PRICE: \$3,600 POST



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







Schedule, Pricing & Reach



Proposed Schedule, Pricing & Reach 2023

Plan 1 Media	Ad Description	N	ovember	Г	ecember		January	M	edia Total	Reach
Wedia	Ad Description	14	ovember	-	ecember		January	141	edia rotai	Neach
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 - Wall Street Journal & New York Ti	mes	S							
NYTimes.com	NYTimes.com									
NYTimes.com Property Module	NYTimes.com Property Module	\$	3,000.00	\$	3,000.00	\$	3,000.00	\$	9,000.00	166,809
WSJ.com										
Mansion Global Top Markets page tile	Top Markets page tiles -Miami	\$	575.00	\$	575.00	\$	575.00	\$	1,725.00	492,000
Mansion Global Homepage	Mansion Global Homepage	\$	2,150.00	\$	2,150.00	\$	2,150.00	\$	6,450.00	492,000
Mansion Global New Development Profile	Profile page - 3 months				\$1,250			\$	1,250.00	
WSJ.com e-Newsletter	Friday e-Newsletter	\$	1,775.00					\$	1,775.00	50,000
Mansion Global e-Newletter	Daily Monday-Friday			\$	3,680.00			\$	3,680.00	17,000
Mansion Global Custom Email	Custom Email					\$	5,000.00	\$	5,000.00	17,000
Property upgrades	Property upgrades		Bonus		Bonus		Bonus	\$	-	
WSJ.com Instagram	WSJ.com Instagram					\$	3,600.00	\$	3,600.00	154,000
Mansion Global Instagram	Mansion Global Instagram			\$	1,775.00			\$	1,775.00	76,200
Print										
The Wall Street Journal										
The Wall Street Journal - National	Property Spot w/Digital Featured Property U	Ś	650.00	\$	650.00	\$	650.00	Ś	1,950.00	1,933,272
The Francisco Colorado National	operty oper my signal reactared respectly o	Ÿ	230.00	Ÿ	250.00	Y	250.00	,	2,550.00	1,555,272
TOTAL								\$	39,790.00	4,148,281
*After 6 months the Impressions Program may	v be adjusted after evaluation of budget and strate	οgv								

Pricing Subject to Change

Proposed Schedule, Pricing & Reach 2023

Plan 2											
Media	Ad Description	N	November		December		January		Media Total		Reach
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 - Wall Street Journal & Ne	w Y	ork Times								
NYTimes.com	NYTimes.com										
NYTimes.com Property Module	NYTimes.com Property Module	\$	3,000.00	\$	3,000.00	\$	3,000.00	\$	9,000.00		166,809
WSJ.com											
Mansion Global Top Markets page tile	Top Markets page tiles -Miami	\$	575.00	\$	575.00	\$	575.00	\$	1,725.00		492,000
Mansion Global Homepage	Mansion Global Homepage	\$	2,150.00			\$	2,150.00	\$	4,300.00		328,000
Mansion Global New Development Profile	Profile page - 3 months				\$1,250			\$	1,250.00		
Mansion Global e-Newletter	Daily Monday-Friday			\$	3,680.00			\$	3,680.00		17,000
Property upgrades	Property upgrades		Bonus		Bonus		Bonus	\$	-		
Mansion Global Instagram	Mansion Global Instagram			\$	1,775.00			\$	1,775.00		76,200
Print											
The Wall Street Journal											
The Wall Street Journal - National	Property Spot w/Digital Featured Pr	\$	650.00	\$	650.00	\$	650.00	\$	1,950.00		1,933,272
TOTAL								\$	27,265.00		3,763,281
*After 6 months the Impressions Program may Pricing Subject to Change	pe adjusted after evaluation of budget	and	strategy								

Proposed Schedule, Pricing & Reach 2023

Plan 3									
Media	Ad Description	N	lovember	D	ecember	January	M	edia Total	Reach
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 - Wall Street Journal & No	ew Y	ork Times						
WSJ.com									
Mansion Global Top Markets page tile	Top Markets page tiles -Miami			\$	575.00		\$	575.00	164,000
Mansion Global Homepage	Mansion Global Homepage	\$	2,150.00			\$ 2,150.00	\$	4,300.00	328,000
Mansion Global New Development Profile	Profile page - 3 months				\$1,250		\$	1,250.00	
Property upgrades	Property upgrades		Bonus		Bonus	Bonus	\$	-	
Print									
The Wall Street Journal									
The Wall Street Journal - National	Property Spot w/Digital Featured	r \$	650.00	\$	650.00	\$ 650.00	\$	1,950.00	1,933,272
TOTAL *After 6 months the Impressions Program ma Pricing Subject to Change	y be adjusted after evaluation of budge	et ar	nd strategy				\$	11,660.00	3,175,272