

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

SKYAD.COM

39 Mount Street Advertising and Marketing Program



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ADVERTISING BRANDING MARKETING

National & Global Exposure 39 Mount Street

SKY Advertising is excited to present to Western Australia Sotheby's International Realty® a curated, multi-media marketing selection of offerings to bring ultra-high net worth buyer awareness to the 39 Mount Street.

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 West Perth.

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 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

FULL PAGE: \$3,640 HALF PAGE: \$1,820 QUARTER PAGE: \$910







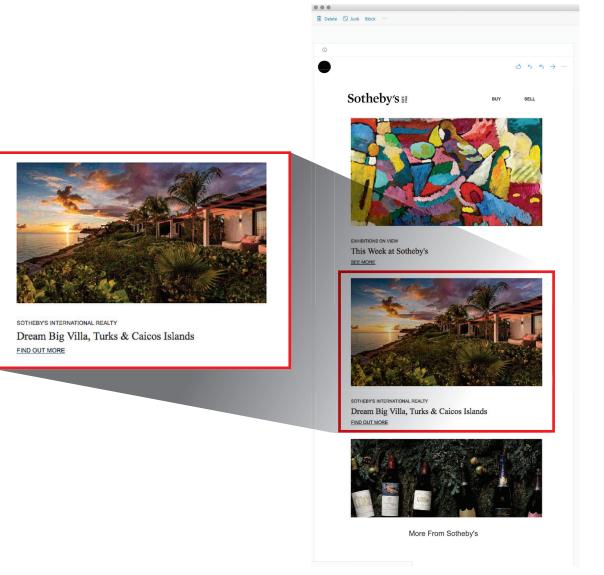
SOTHEBY'S BESPOKE GEO-TARGETED EMAIL

- Every Week
- 52x/Year
- Custom content, option to target users by location
- Audience selection by feeder market
- 35% open rate
- 25,000+ recipients

TARGETED AREAS

Australia, Russia, Austria, France, Germany

PRICE: \$2,500/DEPLOYMENT



Digital Offerings



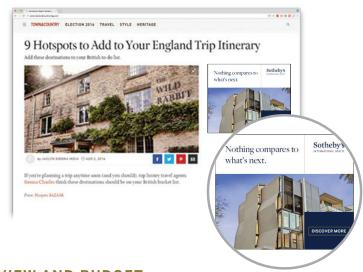
Impressions Campaign

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: 39 Mount Street
- Flight Dates: September 2023 November 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.





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





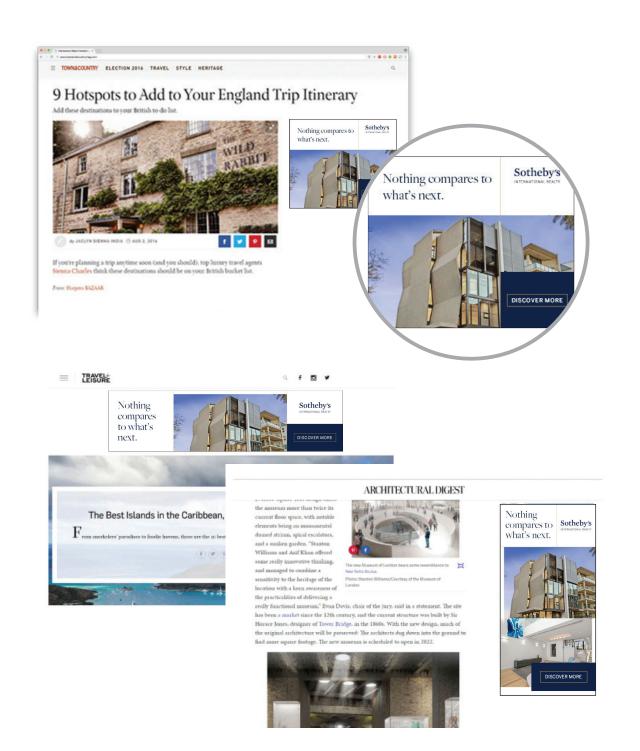
Nothing compares to what's next.

DISCOVER MORE





Sample
Banners For
Impressions
Programs As
They Appear
On Sites

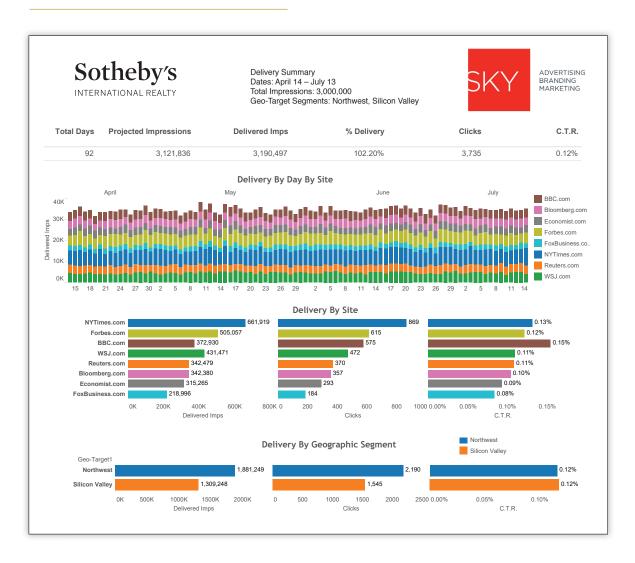


Comprehensive Reporting For Your Customized Campaign

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 Perth, Millers Point, Melbourne, Coolbinia, Vienna, Paris, Brisbane, Hamburg, and Berlin.

The program, with a projected start date of September 15th and will run for three months delivering an estimated 750,000 impressions.

This will include:

- A Site-specific segment that allows us to reach a high-networth audience, living in Perth, Millers Point, Melbourne, Coolbinia, Vienna, Paris, Brisbane, Hamburg, and Berlin on global business and finance and news websites.
- A custom intent segment that will allow us to show banners to adults actively searching for Perth area Real Estate and living in Perth, Millers Point, Melbourne, Coolbinia, Vienna, Paris, Brisbane, Hamburg, and Berlin.

SITE SPECIFIC

This segment consists of premium global business/finance websites such as WSJ.com, Reuters.com, AFR.com, and more to extend the overall reach of the program.

BEHAVIORAL TARGETING

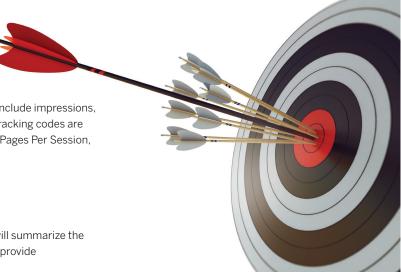
We can target people on behavior first based on their online behavior (sites visited, content consumed and search activity). Since this segment targets behavior first, the banners could end up showing on any site across the web. To ensure that the banners are seen in a premium environment, we have created 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.



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

					We	stern A	Austra			nt Stree	t														
	I	1		ember					tober				Novem					December							
Media thewest.com.au	Geo-Target	01	08	1	5 2	2	29	06	13	20	27	03	10	17	24	01	80	15	22	29	Impressions				
smh.com.au																									
						-																			
NYTimes.com						-																			
Telegrapho.co.uk						-																			
WashingtonPost.com																									
LeMonde.fr	Perth, Millers Point, Melbourne, Coolbinia , Vienna, Paris,																				250,000				
NZZ.ch	Brisbane, Hamburg, Berlin																								
sueddeutsche.de																									
Corriere.it																									
nzherald.co.nz																									
smh.com.au																									
CNBC.com																									
		<u>L</u>		l																					
AFR.com																									
WSJ.com																									
Barrons.com																									
Invetsors.com																									
CNBC.com																									
Reuters.com	Perth, Millers Point, Melbourne,																								
Forbes.com	Coolbinia , Vienna, Paris, Brisbane, Hamburg, Berlin					1															325,000				
FoxBusiness.com	brisbane, riamburg, beriin																								
						-																			
CNBC.com						-																			
Economist.com						-																			
LesEchos.fr																									
FAZ.net																									
				ı																					
	Perth, Millers Point, Melbourne, Coolbinia , Vienna, Paris, Brisbane, Hamburg, Berlin																				175,000				
Custom Intent - Perth Area Real Estate																					1/3,000				
Total Dishel							_					_						_			750-000				
Total Digital																					750,000				

Comprehensive Digital

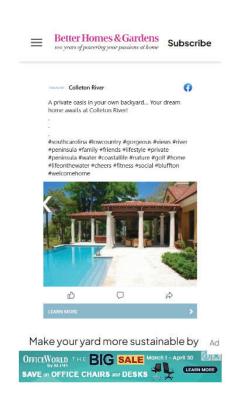
SOCIAL MIRROR ADS

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

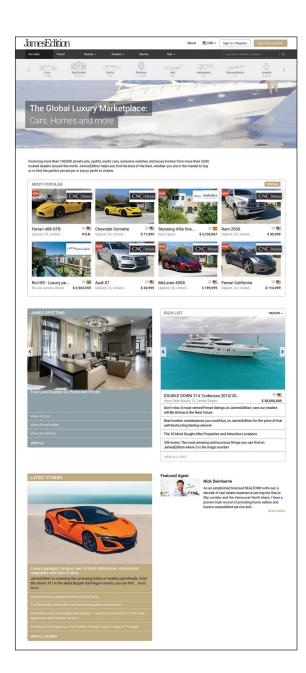
E-NEWSLETTER

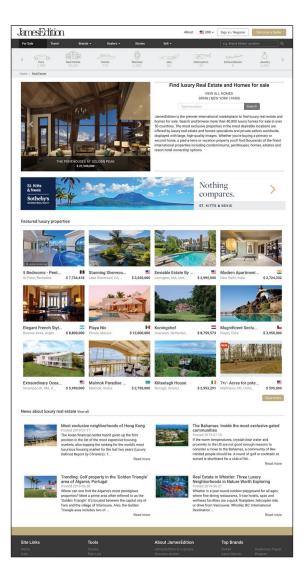
Founded in 2008, JamesEdition.com features the largest collection of luxury goods worldwide. The exquisite items curated by JamesEdition.com range from celebrity-owned luxury real estate to rare supercars. An affluent audience of 25,000 per day is browsing for the finest the globe has to offer.

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

ROTATING GALLERY

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.

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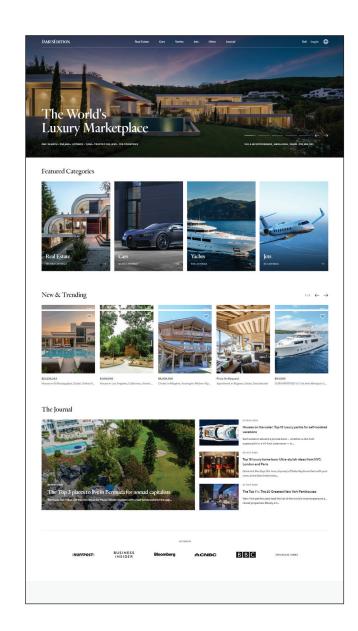
Showcase your office and properties and bring increased visibility to capture the attention of the UHNW in the James Edition rotating Gallery. The Rotating Gallery is a carousel of selected listings that automatically changes every 5 seconds. on the Home Page and the Real Estate Page

HOME PAGE

FEATURED BANNER: \$2.000

REAL ESTATE PAGE

FEATURED BANNER: \$1,600



jamesedition.com

SOCIAL MEDIA POST

Founded in 2008, James Edition.com features the largest collection of luxury goods worldwide.

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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













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

Le Figaro

The finest selection of properties to buy and to rent, in France and abroad.

PROPRIÉTÉS LE FIGARO.COM - FRANCE

- 2.1 million sessions per month
- International audience: 22%
 (Top 5 audience: US, UK, Belgium, Switzerland, Germany)

PROPRIÉTÉS LE FIGARO.COM - INTERNATIONAL

• **180,000** sessions per month (top 5 audience: US, UK, France, Canada, Australia)

HEADLINE SEARCH

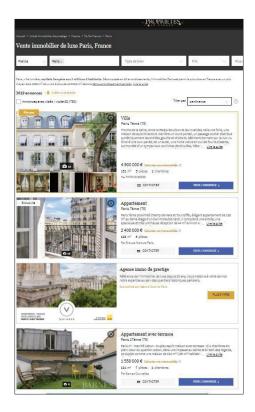
Position your property at the very top of the results page.

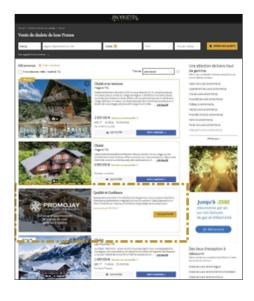
FEATURED CITY: \$795/CITY/MONTH

NATIVE AD

Premium display format increases visibility among search results. These placements are also able to appear to users with specific search criteria – castles, manors, etc.

NATIVE PLACEMENT BY CITY: \$500/CITY/MONTH





Luxury Estate

LUXURY ESTATE

Luxury Estate is the leading international portal for the luxury real estate market.

With 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 \$5,100FOR 6 MONTHS.



The Wall Street Journal Online (WSJ.Com)

FEATURED PROPERTY UPGRADES

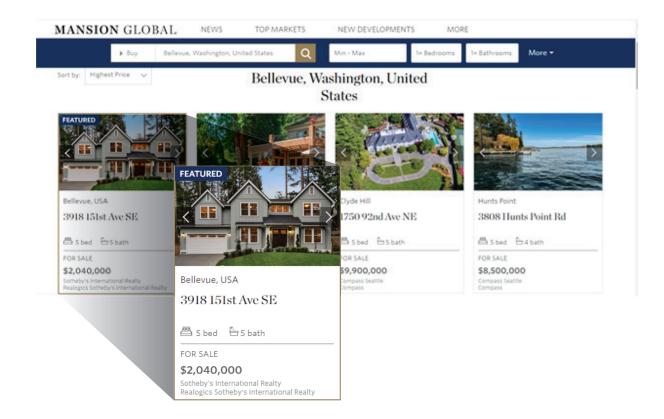
WSJ.com and Mansion Global Featured Property
Upgrades place your listings at the top of the search
results pages in the town where the property is located.
The property you wish to feature comes directly from
your brand's WSJ.com feed and click-throughs go to the
website of your choice.

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)

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





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.

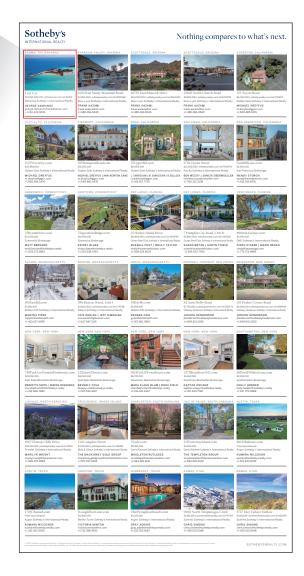
Circulation: 644,424
E-newspaper: 194,000
Readership: 4,234,000
Male / Female: 62% / 38%
Average HHI: \$404,217
Average age: 50

PRICE: \$650 SINGLE SPOT, COLOR

Includes Bonus 30 Day Digital -Featured Property Upgrade







The New York Times International Edition

The New York Times International Edition is a sophisticated and comprehensive daily report for opinion leaders and decision makers around the world. The mission of the New York Times International Edition is to enhance the global community by creating, collecting and distributing high-quality news and entertainment. Its readers have levels of income and investment that can hardly be described as average; much like the newspaper they enjoy reading, these levels reflect their highly mobile and affluent status. New York Times International Edition readers are people whose tastes tend toward the deluxe, leading active and upscale lifestyles.

• Circulation: 214,775

 Geographic distribution: Europe, Asia, Pacific, Middle East, N. Africa, Americas

Readership: 421,373

Male / Female ratio: 76% / 24%

• Average household income: \$367,700

• Median age: 55

PROPERTY SPOT: \$570





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%

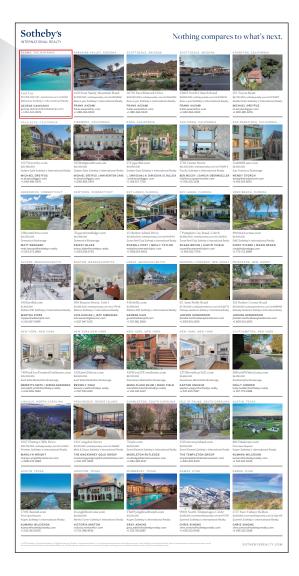
• Average household income: \$338,000

• Median age: 51

\$730 PROPERTY SPOT, COLOR







Propriétés Le Figaro

Propriétés Le Figaro is the finest selection of luxury properties to buy and to rent in France and around the world- in print and online. Propriétés Le Figaro embodies the essence of the French way of life, with a property magazine published bi-monthly. Your properties will be seen by the wealthiest people in France, executives of CAC 40 companies, and executives from the Top Management network. In addition to print, there is an online edition and mobile app.

· Readers: 1.4 million

Web Visitors: 93,000 per monthPage Views: 890,000 per month

 Distribution: U.S.A. 32%, U.K. 19%, France 12%, Canada 3%, Australia 3%

PRICE: \$2,500 FULL PAGE





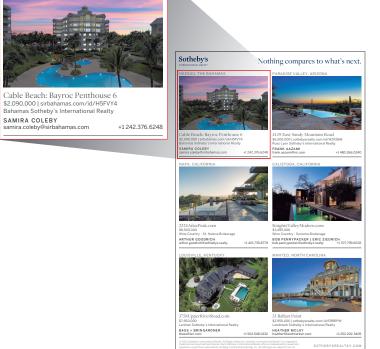


London Daily Telegraph

The Daily Telegraph is the UK's leading quality daily newspaper. Its readers are amongst the wealthiest in the UK and for whom property is just one category of luxury products which they consume. As the only daily broadsheet general interest newspaper, advertisers benefit from twice the dwell time than on smaller format pages. The Property pages are part of the "Money" section which attracts vast numbers of home-buyers, home sellers.

• Saturday Circulation: 401,000

PRICE: \$750 PROPERTY SPOT, COLOR



NASSAU, THE BAHAMAS



Schedule, Pricing & Reach



Proposed Schedule, Pricing & Reach 2023

Pricing Subject to Change

Plan 1 - All											
Media	Ad Description	Se	ptember	Oc	tober	No	vember	Dec	ember	Me	dia Total
Sotheby's Auction House: Print											
Sotheby's Magazine	Quarter Page							\$	910.00	\$	910.00
Sotheby's Auction House: Digital											
Sotheby's Bespoke Geo-Targeted Em	n Email										
Sotheby's Bespoke Geo-Targeted Em	n Australia, Russia, Austria, France, Germany	\$	2,500.00							\$	2,500.00
Digital											
Million Impressions*											
Million Impressions	Digital Banner Program	\$	1,195.00	\$	1,195.00	\$	1,195.00			\$	3,585.00
Million Impressions	Targeting - Australia, Russia, Austria, France, Germany										
Comprehensive Digital											
Social Mirror	Behavioral Custom program	\$	1,500.00	\$	1,500.00	\$	1,500.00			\$	4,500.00
JamesEdition											
Rotating Gallery Real Estate Page	Featured Banner	\$	1,600.00							\$	1,600.00
e-Newsletter	e-Newsletter		,	\$	1,500.00					\$	1,500.00
Social Media	Listing Feature	\$	500.00	7	_,	\$	500.00			\$	1,000.00
Le Figaro	zisting restare	Ÿ	500.00			Ÿ	500.00			,	2,000.00
Headline Search	Featured City	\$	795.00							\$	795.00
Native Ad	Native placement by City	\$	500.00							\$	500.00
WSJ.com	native placement by city	Ÿ	500.00							,	300.00
Mansion Global Homepage	Mansion Global Homepage	\$	2,150.00							\$	2,150.00
Property upgrades	Property upgrades		nus	Boi	niis	Bor	niis			\$	-
Luxury Estate	Troperty apgrades	501	103	DO	ilus	DOI	143			,	
Luxury Estate	Showcase Listing + Elite Listing Packages				\$3,250					\$	3,250.00
Editary Estate	Showcase listing . Line listing i delages				73,230					Y	3,230.00
Print											
The Wall Street Journal											
The Wall Street Journal - National	Property Spot w/Digital Featured Property Upgrade	\$	650.00	ė	650.00	ć	650.00			\$	1,950.00
The New York Times International E		Ş	030.00	Ş	030.00	Ş	030.00			Ş	1,950.00
				4	F70.00	4	570.00			,	1 1 4 0 0 0
The New York Times International Ec Financial Times	a Property Spot			\$	570.00	Ş	570.00			\$	1,140.00
Financial Times Financial Times	Danasah, Cash	\$	730.00	4	730.00	\$	730.00			\$	2,190.00
	Property Spot	Ş	/30.00	Ş	/30.00	Ş	/30.00			Þ	2,190.00
Le Figaro	Full Dans					4	2 500 00			,	2 500 00
Full Page	Full Page					\$	2,500.00			\$	2,500.00
London Daily Telegraph	Provide Code				750.00		750.00				4 500 60
London Daily Telegraph	Property Spot			\$	750.00	\$	750.00			\$	1,500.00
TOTAL										Ś	21 570 00
TOTAL	and the second s									>	31,570.00
Arter 6 months the impressions Pro	ogram may be adjusted after evaluation of budget and strat	egy									

Proposed Schedule, Pricing & Reach 2023

Plan 2											
Media	Ad Description	Se	ptember	00	tober	No	vember	Dec	ember	Me	dia Total
Sotheby's Auction House: Print											
otheby's Magazine	Quarter Page							\$	910.00	\$	910.00
otheby's Auction House: Digital											
theby's Bespoke Geo-Targeted Em	n Email										
otheby's Bespoke Geo-Targeted Em	n Australia, Russia, Austria, France, Germany	\$	2,500.00							\$	2,500.00
igital											
illion Impressions*											
Million Impressions	Digital Banner Program	\$	1,195.00	\$	1,195.00	\$	1,195.00			\$	3,585.00
Iillion Impressions	Targeting - Australia, Russia, Austria, France, Germany										
omprehensive Digital											
ocial Mirror	Behavioral Custom program	\$	1,500.00	\$	1,500.00					\$	3,000.00
amesEdition											
-Newsletter	e-Newsletter			\$	1,500.00					\$	1,500.00
ocial Media	Listing Feature	\$	500.00			\$	500.00			\$	1,000.00
e Figaro											
eadline Search	Featured City	\$	795.00							\$	795.00
ative Ad	Native placement by City	\$	500.00							\$	500.00
/SJ.com											
Nansion Global Homepage	Featured Property Banner	\$	1,275.00							\$	1,275.00
operty upgrades	Property upgrades	Во	nus	Во	nus	Bor	nus			\$	-
xury Estate											
xury Estate	Showcase Listing + Elite Listing Packages		\$1,100							\$	1,100.00
int											
he Wall Street Journal	December 19 19 19 19 19 19 19 19 19 19 19 19 19	Ś	650.00		CEO 00	,	650.00				1,950.00
he Wall Street Journal - National	Property Spot w/Digital Featured Property Upgrade	\$	650.00	\$	650.00	\$	650.00			\$	1,950.00
e New York Times International E				,	F70.00	,	F70.00			,	4 4 4 0 0 0
e New York Times International Ed	rroperty Spot			\$	570.00	\$	570.00			\$	1,140.00
nancial Times	December Cont			,	720.00	ć	720.00			,	1 400 00
nancial Times	Property Spot			\$	730.00	Ş	730.00			\$	1,460.00
ndon Daily Telegraph	Dronorty Coat			ć	750.00	ė	750.00			ė	1 500 00
ndon Daily Telegraph	Property Spot			\$	750.00	\$	750.00			\$	1,500.00
OTAL										\$	22,215.00
After 6 months the Impressions Pro	ogram may be adjusted after evaluation of budget and stra	tegy									,
icing Subject to Change	,,	0,									
5 ,											