

Sotheby's  
INTERNATIONAL REALTY



THE OVERVIEW  
OF AN EXTRAORDINARY BRAND



# IMAGINE

*an extraordinary brand*

*Cover property located in: Mallorca, Spain*

## At Our Foundation...*Brand Heritage*

In the heart of London on New Bond Street in 1744, an exceptional Auction House was born with a revered tradition of marketing the world's most cherished possessions. A tradition, more than two centuries old, that provides authentic knowledge comparable to none. As the oldest company listed on the New York Stock Exchange (NYSE), Sotheby's has a global network of 90 offices in 40 countries.

Today, Sotheby's presents auctions in eight different salesrooms including New York, London, Hong Kong and Paris. Sotheby's offers collectors the resources of Sotheby's Financial Services, the world's only full service art financing company, as well as private sale opportunities in more than 70 categories, including S|2, the gallery arm of Sotheby's Contemporary Art department, and two retail businesses, Sotheby's Diamonds and Sotheby's Wine.

# I M A G I N E

## Leveraging the Brand



In **1976**, an exceptional real estate company is launched and created from the same passion that guides the Auction House. Today, we are a commanding presence in the representation of the world's most unique properties. The Sotheby's International Realty® brand artfully unites extraordinary homes with extraordinary lives throughout the world.

Our commitment to unparalleled quality has been in place since the inception of the brand over 200 years ago. With over **18,000** independent sales associates in approximately **800** offices and **61** countries and territories, our network members utilize innovation with relevant reach to present a home in a most unique way. Our brand's white glove referral program is a key differentiator, allowing network members to connect thousands of prestigious buyers and sellers globally.

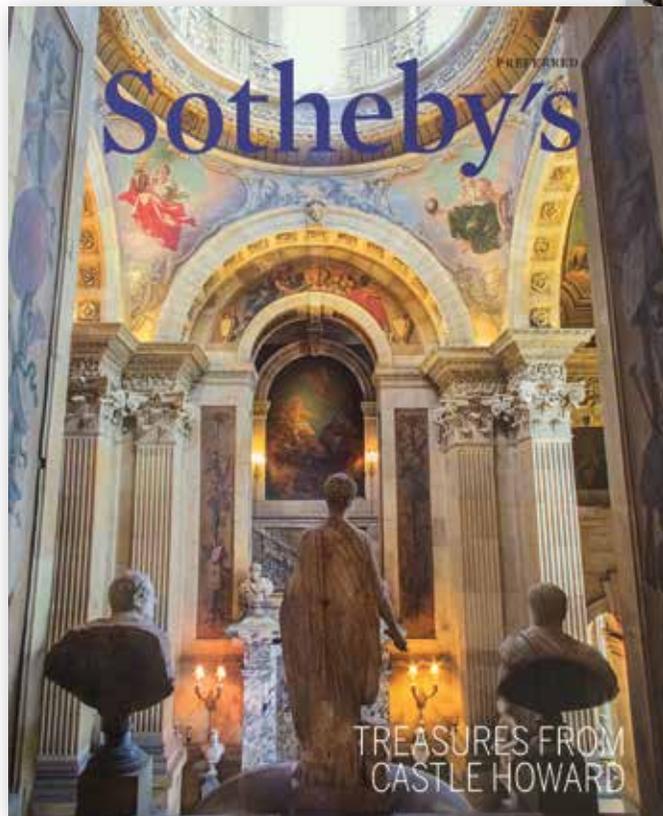
The collaboration between realty and auction utilizes a combination of unique and exclusive marketing efforts that provide targeted exposure to a coveted and influential audience. In the global markets we serve, this distinguishes our brand in a meaningful way.



AN EXTRAORDINARY COLLABORATION

# Sotheby's Magazine | Art & Home

At the heart of our partnership, the *Sotheby's International Realty* brand and the Sotheby's Auction House have entered into a literary collaboration, publishing the magazine, *Sotheby's Magazine | Art & Home*. This large format magazine enriches readers with sophisticated content related to the art and real estate world. *Sotheby's Magazine | Art & Home* features editorial showcasing *Sotheby's International Realty* properties and also includes a property gallery, providing advertising opportunities.



## REACHING A PRESTIGIOUS CLIENTELE

# Sothebys.com

Properties represented by our network may also be featured on the Auction House's website, sothebys.com. Our popular Extraordinary Properties blog features some of the most highly read content available throughout the site. Banner ads are also used to promote properties and are included on high-profile sales pages and emails directed toward

the Auction House's prestigious clientele. All properties advertised in Sotheby's Preferred magazine are reprised within the *Sotheby's International Realty* Property Showcase on sothebys.com, extending the reach of the magazine into the digital space



A G I N E

## GLOBAL BRAND MARKETING

# Global Media

Our media plan is designed to drive awareness for our extraordinary brand and the exceptional properties our network represents. With an emphasis on brand exclusivity, cutting-edge advertising technologies, strategic native positioning, social traffic drivers and video content integration, our brand utilizes hand-selected media powerhouses whose innovation, experience and international impact allow our network to successfully connect buyers and sellers globally. The plan to successfully market your home includes a combination of powerful interactive and direct mail efforts to generate additional consumer interest both locally and globally.



**The New York Times**

**THE WALL STREET JOURNAL.**

**ARCHITECTURAL DIGEST**

**FINANCIAL TIMES**

**MANSION GLOBAL**

**dwel**  
**Google**

**You Tube™**

**PropGOLuxury**

**JamesEdition**



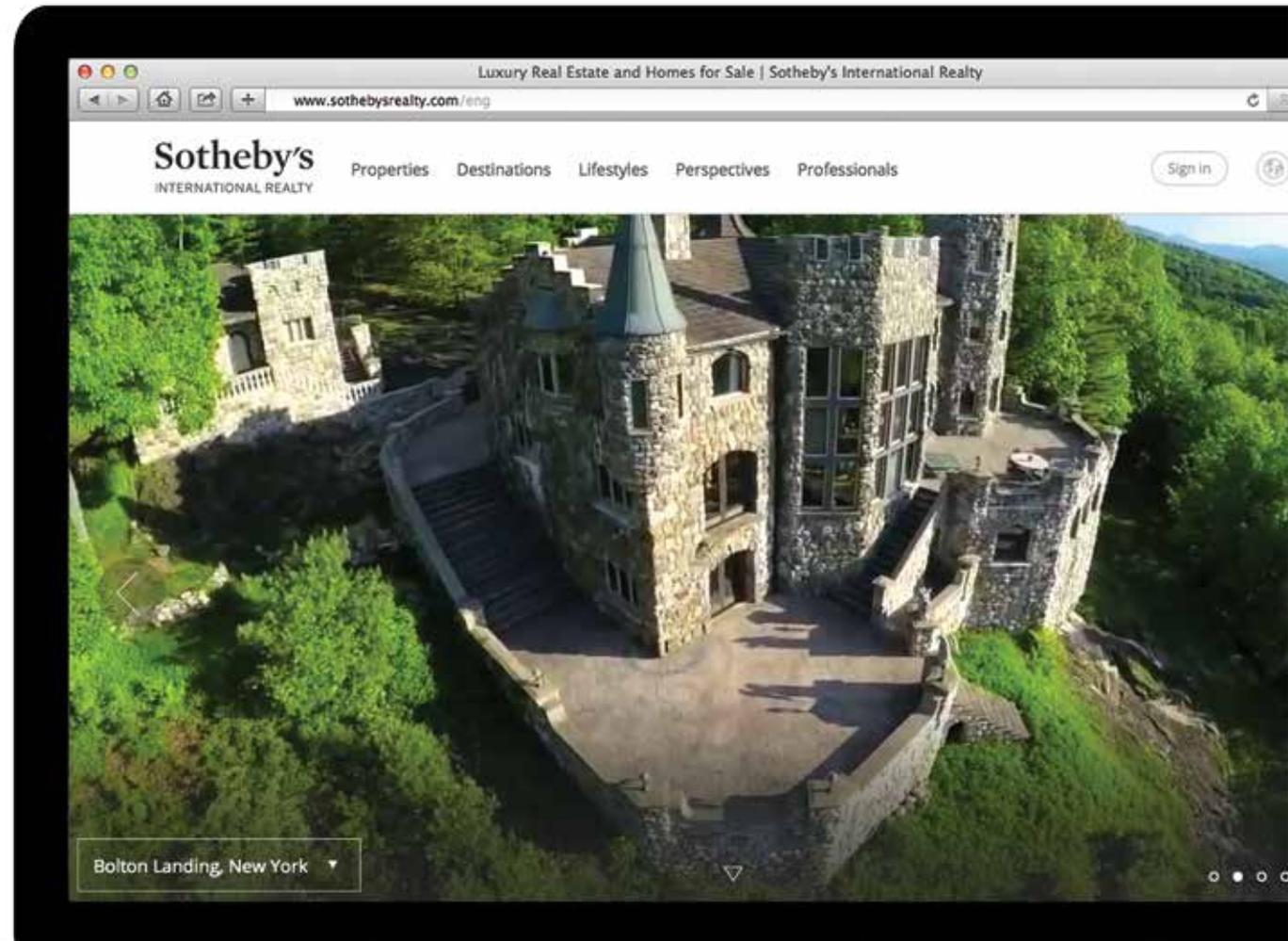
## AN IMMERSIVE EXPERIENCE

# Sothebysrealty.com

In a year, sothebysrealty.com invites:

- 14,000,000 visits
- 75,000,000 page views
- 30,000,000 property detail pages viewed
- 45% visits from outside US

Our website, sothebysrealty.com attracts more consumers to search, view and inquire than any other luxury real estate website. Millions of viewers immerse themselves in our collection of millions of vibrant, quality-controlled property photographs.



WORLDWIDE PROPERTY ADVERTISING

# Your Home Around the World

In order to increase exposure for your home and ultimately uncover the right buyer, the Sotheby's International Realty brand has partnered with and distributes properties to the most significant media companies and real estate-focused websites in the world. To measure results, the *Sotheby's International*

Realty brand provides a property report including view and inquiry statistics for each partner site to effectively illustrate the activity a property receives online. *Sotheby's International Realty* properties are viewed an astounding **190,000,000** times across all of our partner sites annually.



The screenshot shows a report titled 'Sotheby's INTERNATIONAL REALTY Online Marketing Summary'. It includes a property photo, a bar chart showing the number of views over time, and a table of city-specific views. Below the table is a 'Lead List' section with a definition of 'Property Views' and 'Top Cities'.

City	Property Views
Atlanta, GA	1,887
San Jose, CR	457
London, UK	392
Denver, CO	342
Los Angeles, CA	300
Washington, DC	275
San Diego, CA	265
Minneapolis, MN	192
Seattle, WA	174
San Francisco, CA	162

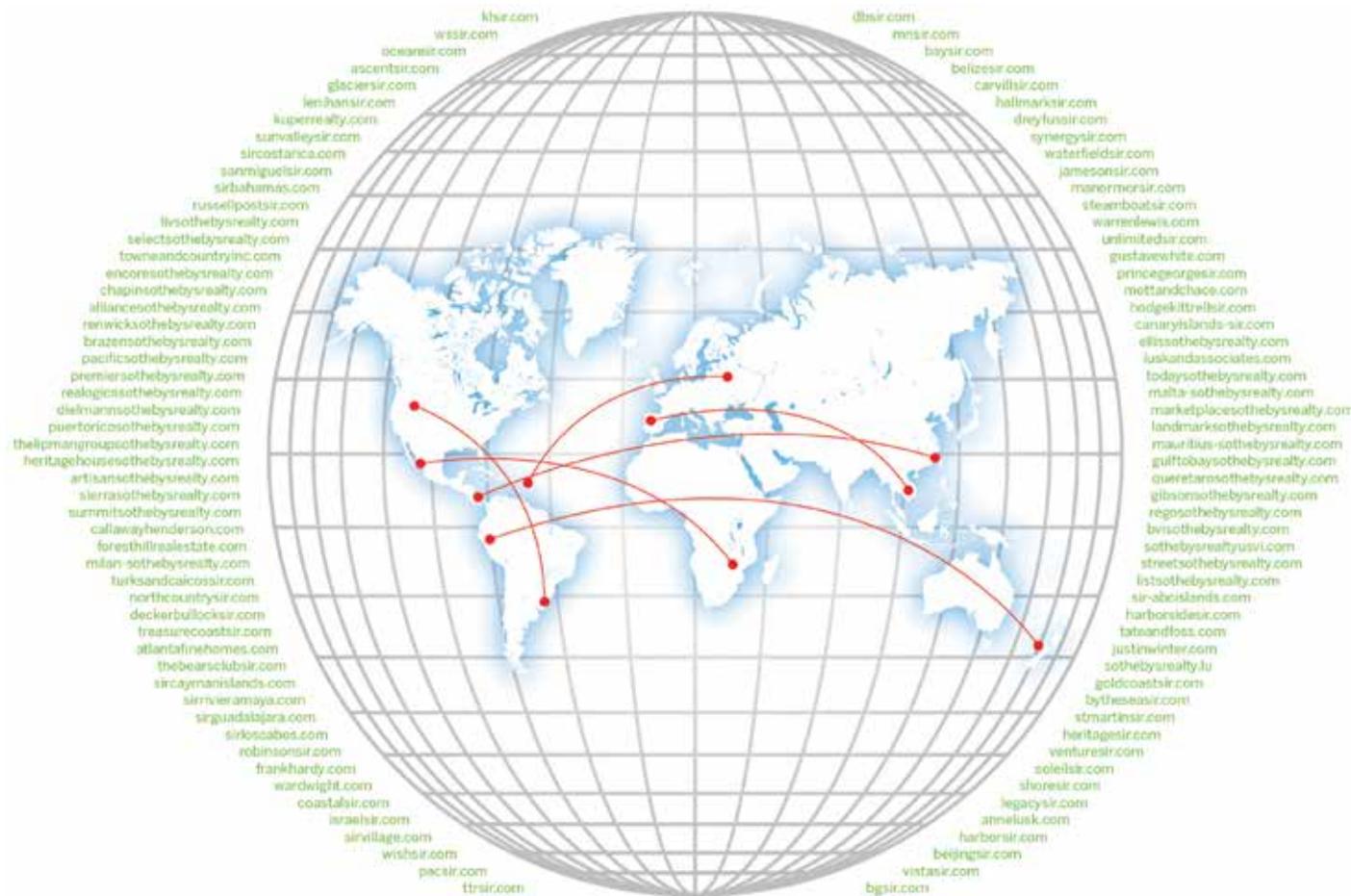
Website	Property Views
Sotheby's International Realty	20,800
Zillow	1,000
Real Estate Advisor	500
PropGO.com	150
HomeAdvisor	50
HomeFinder	50
Home.com	50
Trulia	50
Other	50
<b>TOTAL</b>	<b>24,720</b>

## ONE NETWORK, LIMITLESS EXPOSURE

# Cascading Website Platform

Your property may also be found on our network of interconnected, locally focused and globally aware *Sotheby's International Realty* network members' websites.

Each site tells the *Sotheby's International Realty* story through the eyes of the local real estate professional, combining local expertise with global reach.



*The Sotheby's International Realty brand is leveraging the power of our network members to attract consumers to over 120 locally focused websites receiving over 8 million visitors per year.*

## INNOVATIVE TECHNOLOGY

# eGALLERY

The *Sotheby's International Realty* eGallery is a real time, dynamic property slide show designed to provide worldwide reach to a property.

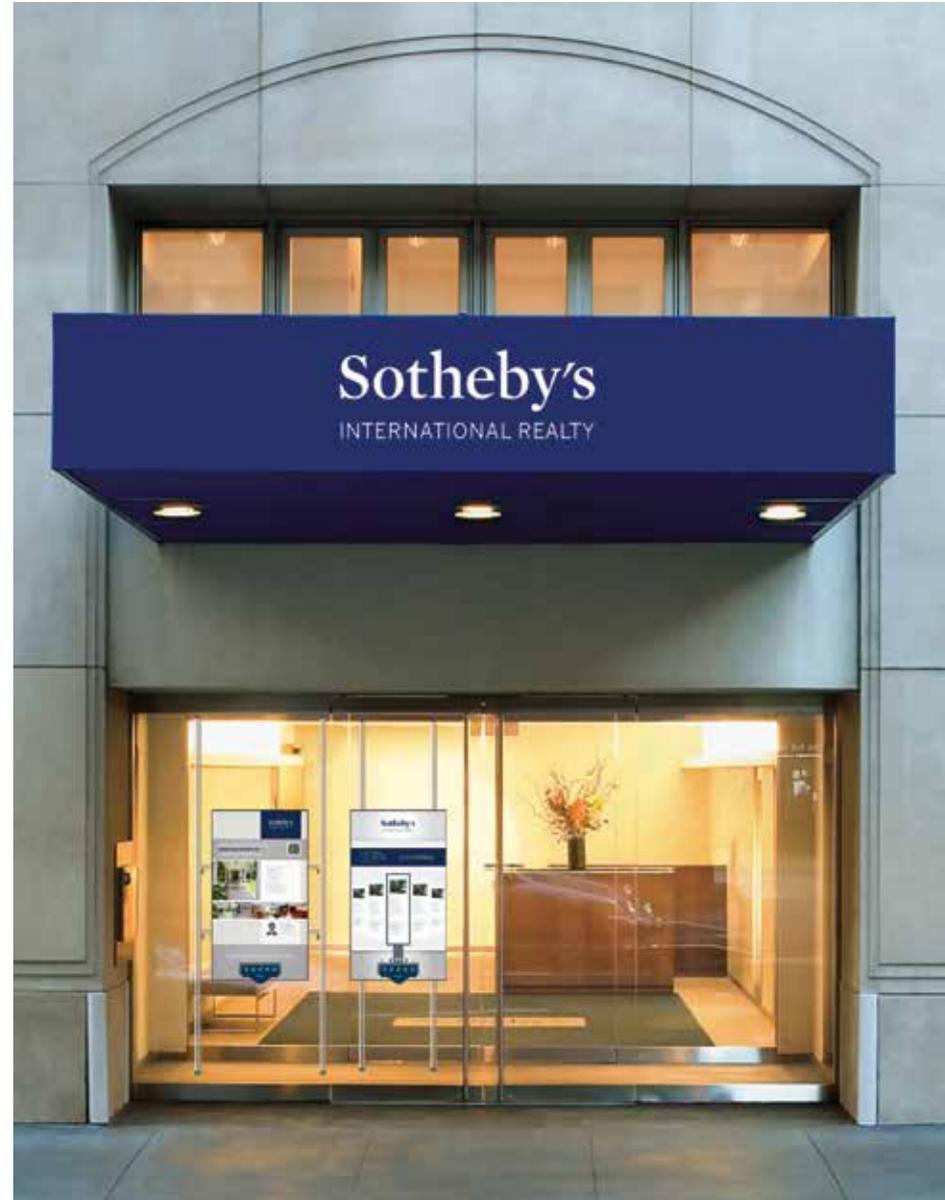
eGallery is displayed on high-definition screens in the *Sotheby's International Realty* and Sotheby's auction house locations around the world.



## DYNAMIC EXPOSURE

# SIR Touch Gallery

The *Sotheby's International Realty* Touch Gallery is a unique touch screen system that provides an interactive property search experience on high-definition screens. Our through-the-glass storefront display system entices foot traffic to engage with properties as passersby walk by *Sotheby's International Realty* office locations throughout the world. The podium and wall mount versions create an iPad-like property search experience within *Sotheby's International Realty* office spaces, conference rooms and lobbies.



## ACCESS ON THE GO

# SIR Mobile

SIR Mobile is the only luxury real estate mobile app that works anywhere and searches globally in 61 countries. Those who seek the unique when on the road can search using SIR Mobile on Android or Apple and connect with our global

real estate experts around the world. Locate your next home and learn about the local lifestyle amenities with our points-of-interest toolbar, showcasing local restaurants, golf courses, resorts and more.



## DOMINANT PRESENCE

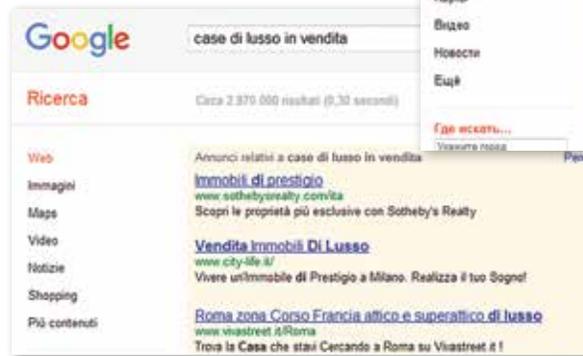
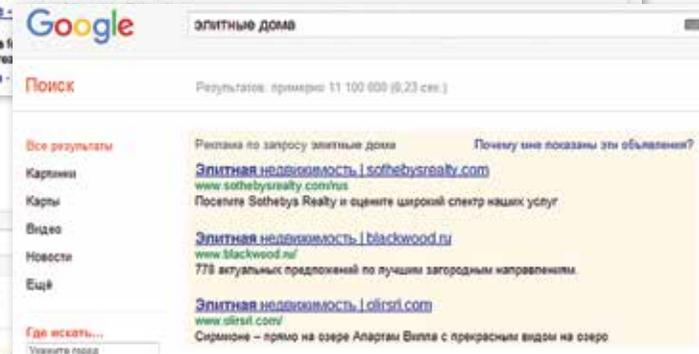
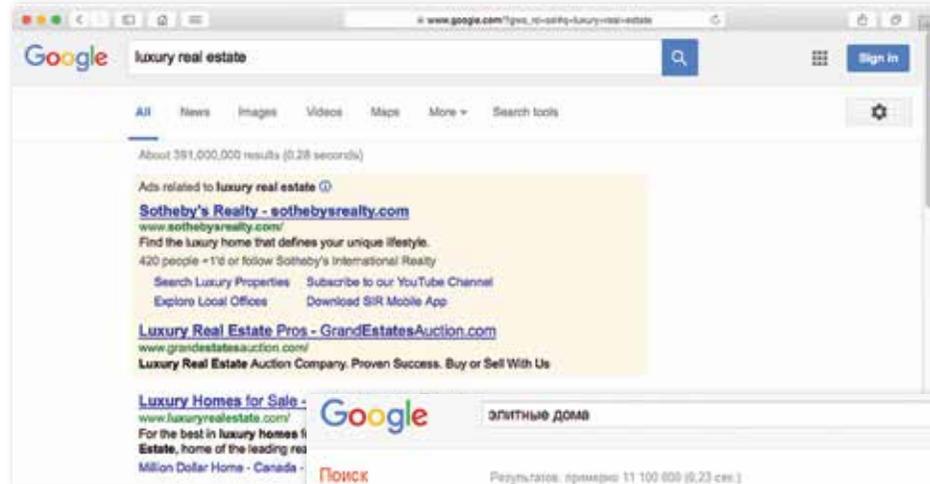
# Search Engine Marketing

### Targeting Real Estate Intenders Globally

90% of home buyers begin their search for their homes online, so it's essential that the *Sotheby's International Realty* brand's presence on search engines is strong.

Through our evolving strategies, we continue to drive the most relevant home buyers to sothebysrealty.com to maximize the potential for your home to be found quickly on the web.

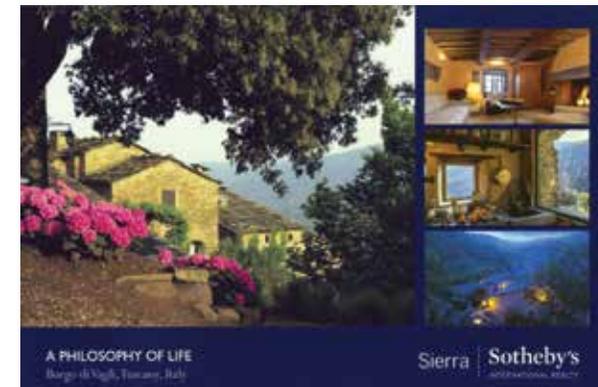
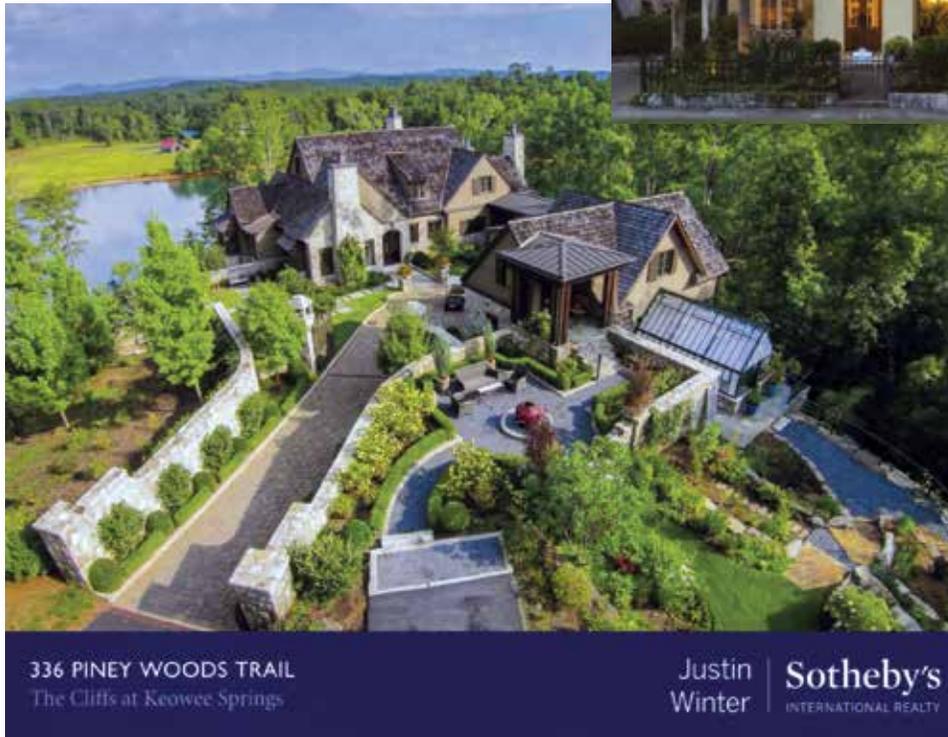
When you perform a search on a search engine, the results are a combination of organic or "natural results" based on information the search engine sees on a website, and "sponsored results," or paid ads. Our strategy includes both.



SHOWCASING YOUR HOME

# Global Distribution Program

We have the ability to distribute your property brochure around the world to all real estate offices and auction house locations within our network—immediately extending your marketing's reach and exposure.



## MARKETING INFLUENTIAL CONNECTIONS

# Social Media

At the *Sotheby's International Realty* brand, we use social media to connect your home to our vast community of real estate intenders and influencers from across the globe. Social Media, like real estate, is about connecting people and cultivating relationships, which makes it the ideal tool for marketing your home. When used artfully, social media is not only a buzzword but a powerful marketing vehicle. It has massive global reach, as well as the ability to engage and interact in real time and create lasting connections anywhere, anytime.



Leveraging both brand marketing and property advertising to create more opportunities for your home.

To those who value the unique, the *Sotheby's International Realty* brand is the local real estate service provider that offers unrivaled access to qualified people and distinctive properties around the world.

*I M A G*



*I N N E*

IMAGINE  
*an extraordinary brand*

**Sotheby's**  
INTERNATIONAL REALTY

*Born from Tradition. Built for Innovation.*