

# UPCOMING WEEK UNPACKED

December 22 - 26, 2025

## JOIN THE WALKTHROUGH

**KW'S CORE TECHNOLOGY AND TOOLS.**

**This is your perfect new realtor onboarding session!**

Our realtors are welcome to drop in anytime to refresh their proficiency!

23 December, 2:00pm-3:00pm

on Zoom

## FOUR PERSPECTIVES ONE MARKET



Hector, Cindy, Melvin and Grayce dissect the psychology behind new launch movements across Skye, Penrith, Faber and more.

This session uncovers the levers influencing today's buyers — from price sensitivity to product-market fit — and the implications for consultants advising clients in Q1 and beyond.

If you're advising clients or planning your **2025** strategy,

**This is a must-watch recap with Hector, Cindy, Melvin and Grayce.**

**Watch this episode now**

<https://www.youtube.com/watch?v=jtaYaRB-YV4>

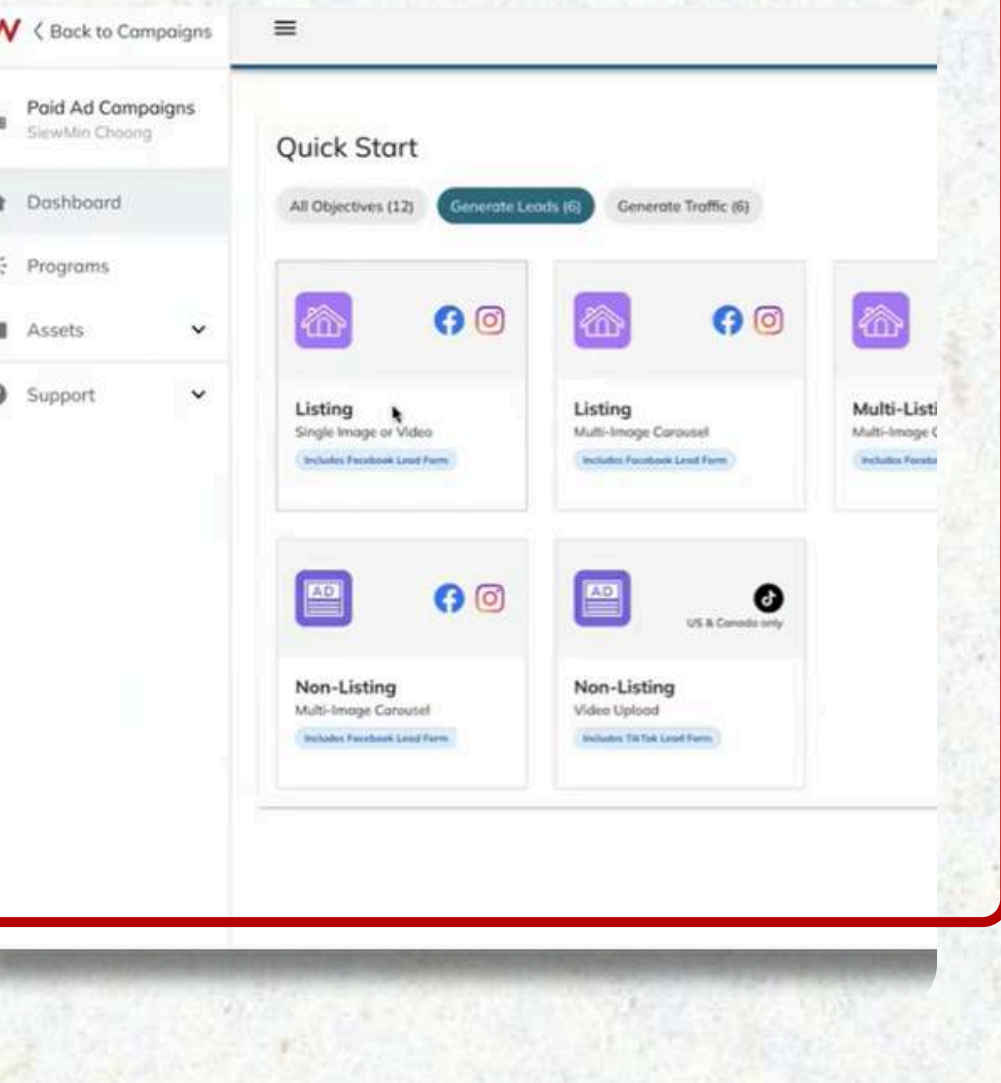
## LAST WEEK'S RECAP

**Tech Mastery:  
Hands-On & High-Impact**

DECEMBER WEEK 2 RECAP

### Tech Walkthrough:

This essential foundational session ensured every realtor was aligned with KW's systems - from seamless onboarding to a refresher course, realtors solidified their understanding of the core tech tools that drives their business.



### Property Comparison Calculator (For testing o

Compare up to 3 properties side by side

**Own Stay Analysis** Investment Analysis Customize Fields

Property #1										Property #2									
Property #1										Property #2									
\$ 1,000,000										\$ 1,000,000									
30 Year(s)										30 Year(s)									
2.00 %										2.00 %									
\$ 750,000 LTV 75 %										\$ 750,000 LTV 75 %									
Sep 2028 Remaining HP: 12 mths										N/A									
Year 1: \$1,210 Year 2: \$1,036										Year 1: \$1,210 Year 2: \$1,036									
Year 3: \$2,218 Year 4: \$2,772										Year 3: \$2,218 Year 4: \$2,772									

### KW Contacts & SmartPlans

This hands-on training resulted helped realtors to create their personalised SmartPlans—the ultimate system for automated, timely follow-up and sophisticated database management.

### Tech Hours:

This highly focused session empowered realtors to solve business challenges on the spot. Realtors walked in with their tech questions and walked out with immediate, hands-on solutions, gaining personalised mastery over their systems.

Home Sale Rent New Launches Analytics Property Ne														
Note: You may select and compare up to 4 projects														
Name	Tenure	Completion	No. of units	Dist (m)	Foreign Ownership (%)	Min Price (\$ psf)	Avg Price (\$ psf)	Max Price (\$ psf)	Sales Vol	Arg Rent (\$ psf pm)	Max Rent (\$ psf pm)	Rental Vol	Rental Yield (%)	Avg Yield (%)
ALL	99 yrs FROM 1997	2002	490	974	4.5	907	1,039	1,107	14	2.42	3.21	3.68	48	3.7
SS	99 yrs FROM 2000	2002	536	84	3.7	923	1,207	1,349	15	1.76	1.69	5.54	60	3.7
ATERS	99 yrs FROM 2013	2017	651	988	-	1,288	1,448	1,595	49	2.65	3.93	4.74	23	3.3
RE	99 yrs FROM 2015	2018	504	779	-	1,373	1,499	1,614	50	3.33	4.06	5.05	16	3.3
KURIE	99 yrs FROM 2011	2015	622	337	7.3	1,074	1,513	1,787	40	2.74	4.56	6.67	124	3.6
LES	99 yrs FROM 2014	2017	517	599	-	1,432	1,553	1,676	35	3.45	4.37	6.40	41	3.4
TA	99 yrs FROM 2016	2016	810	240	7.7	1,460	1,681	1,822	35	2.62	4.78	7.00	194	3.4