

INVEST IN
QUEENSLAND



PERSONALISED PROPERTY SERVICES

**WELCOME TO YOUR
DISCOVERY MEETING**

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OUR SERVICES

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WHO WE ARE

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RESEARCH, SOURCES AND RESULTS

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WHY DID WE CREATE THE COMPANY AND
OUR VALUES

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FEES FOR SERVICE

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WHY USE US FOR YOUR BIGGEST PURCHASE

8

JOURNEY FROM HERE

9

Q&A



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MILITARY



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INTERNATIONAL



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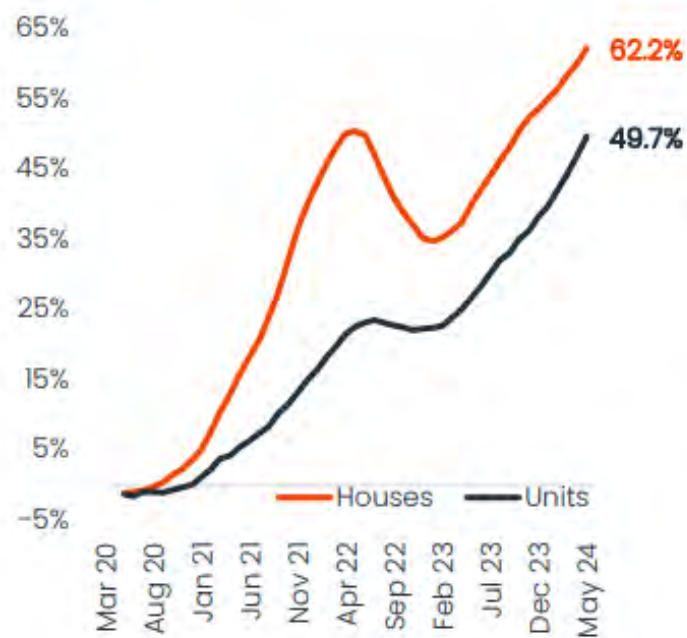


INTERNATIONAL

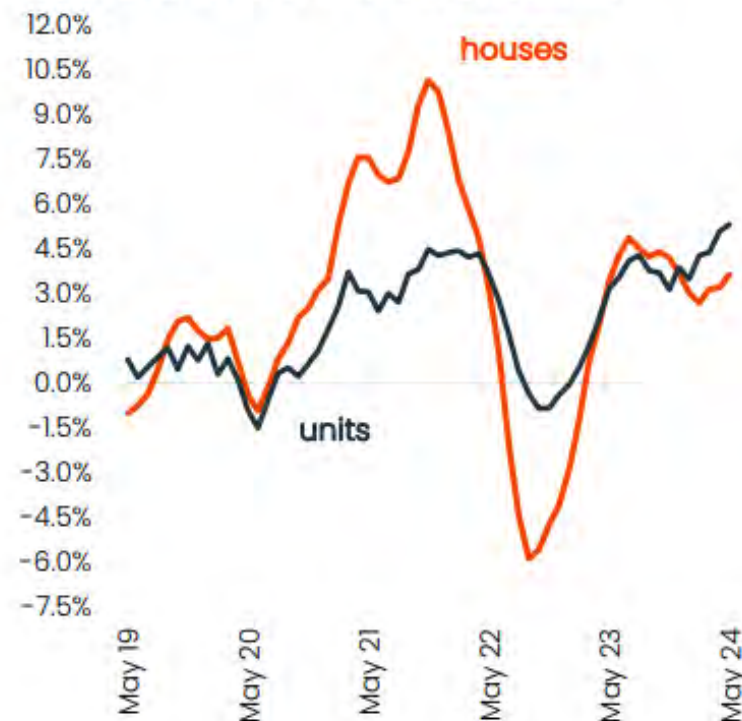


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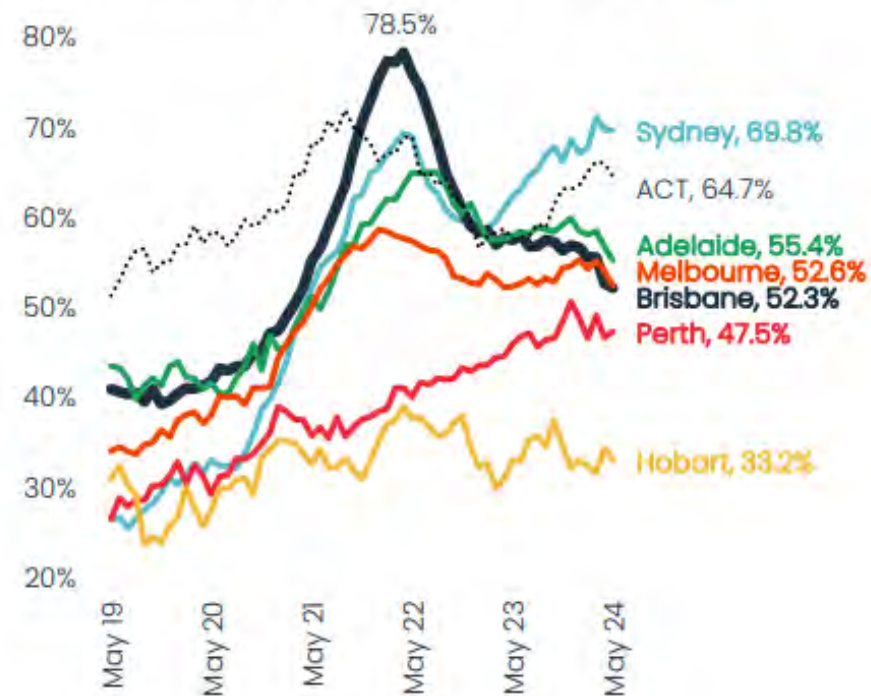
Cumulative change in values since the onset of COVID, Brisbane



Rolling quarterly change in house and unit values, Brisbane



Premium for a house: % difference between median house and unit values



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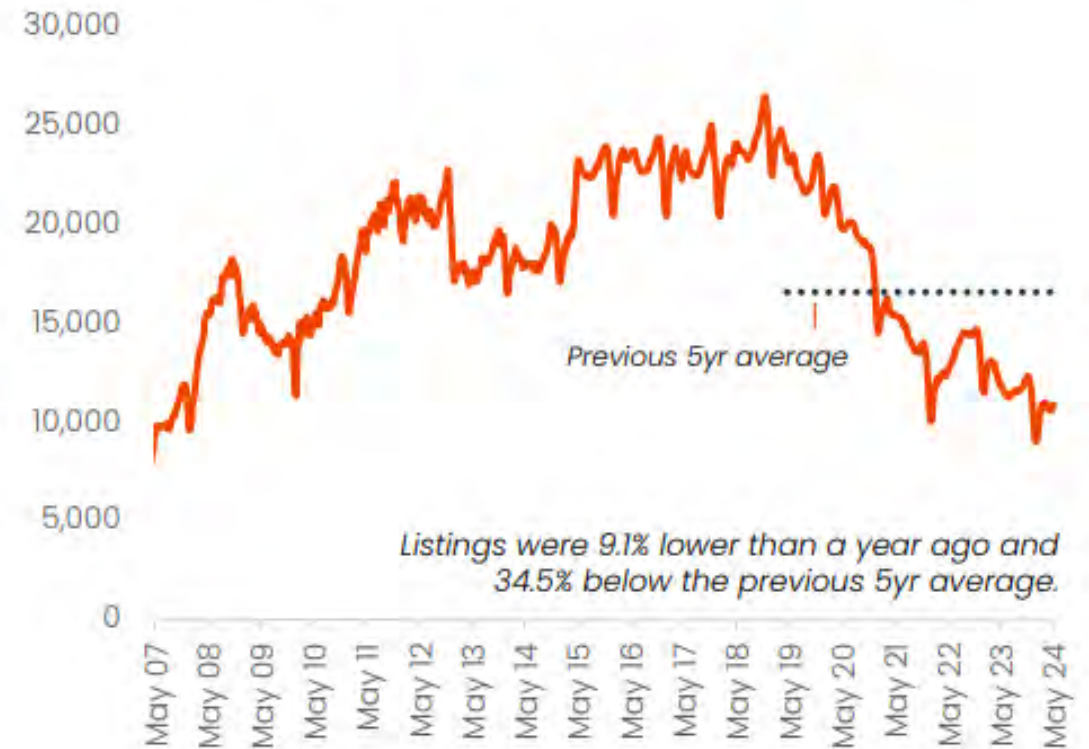
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Rolling twelve month volume of sales, Brisbane



Total listings, Brisbane

Rolling 4 week count of advertised stock



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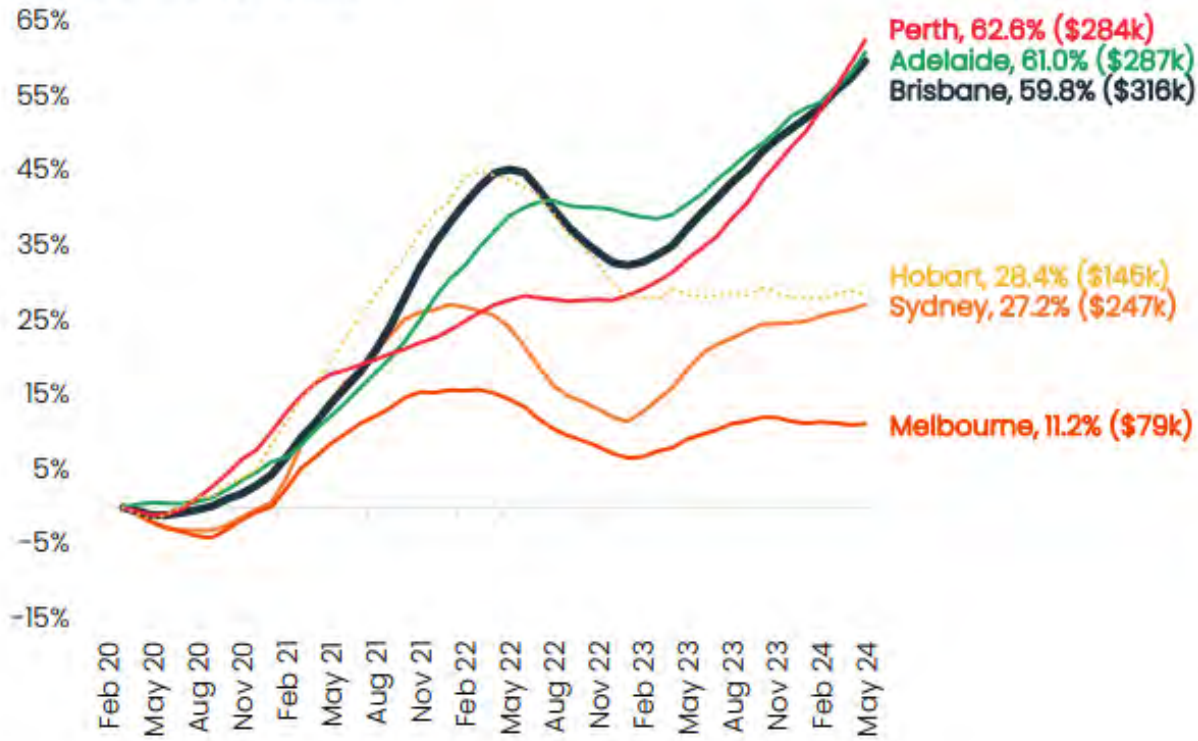


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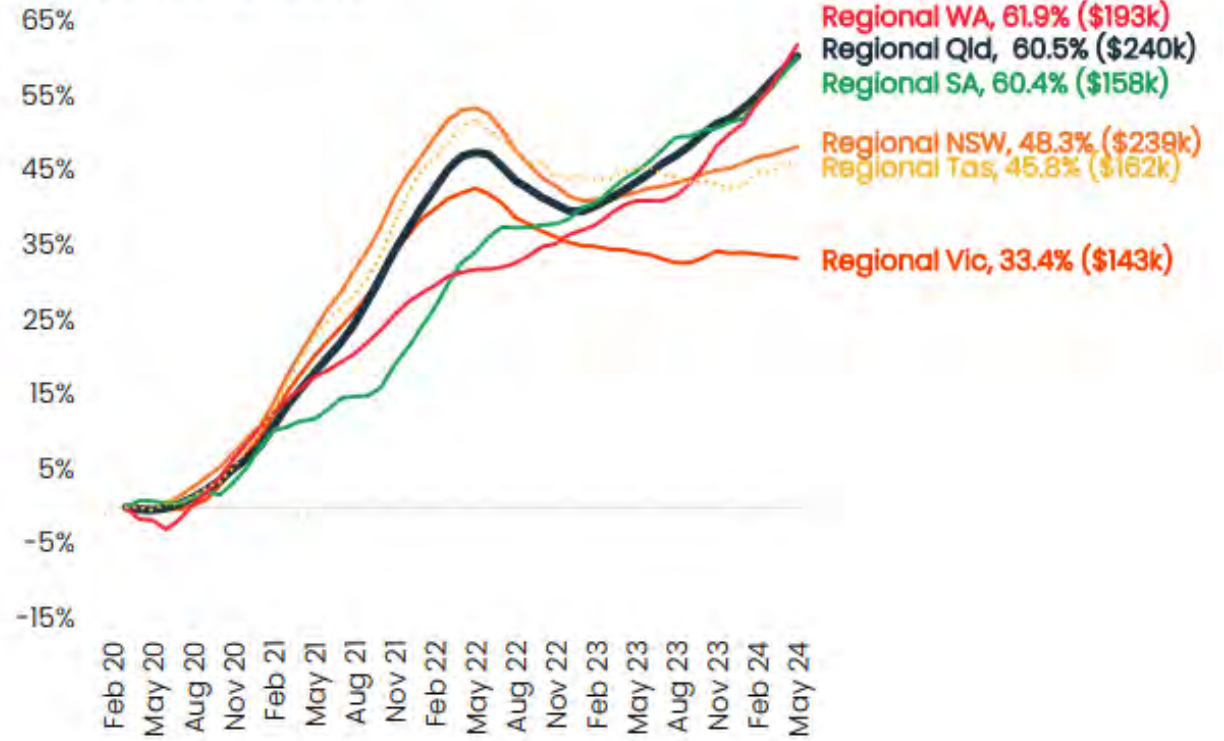


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Cumulative change in capital city dwelling values Pandemic to-date



Cumulative change in regional dwelling values Pandemic to-date



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About Us



Simon Deering, Co-Founder

- 27 years Real Estate experience
- Started when I was 18
- Perth born and raised
- Moved to Brisbane as National Head of Property Acquisitions – R&W
- Looked after 1000 staff and 100 franchise offices throughout QLD and NSW
- Thousands of deals completed through Australia and International



Heath Bassett, Co-Founder

- 17 years buying, selling and investing
- First property bought at 20
- Recently purchased in January 2024
- Defence Force Veteran
- Honest approach
- Working for the client
- Winning is in my blood



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About Us



Tiff Collins, Director of Acquisitions - Queensland

- Experienced buyer's agent in Brisbane with a background as a **practicing solicitor**
- Expertise in off-the-plan and new property purchases, working with **top developers**
- **Strong negotiation skills** for both owner-occupied and investment properties
- Pursuing a psychology degree to better understand client needs and preferences
- Member of the **UDIA Committee** for Property Law and Community Management
- Mentors emerging **property professionals**
- Combines legal expertise, industry knowledge, and ongoing education to provide **exceptional service**



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Organisation Chart

Our Team



Simon Deering
Co-Founder
simon@youandmepps.com.au



Tiff Collins
Director of Acquisitions Qld
tiff@youandmepps.com.au



Heath Bassett
Co-Founder
heath@youandmepps.com.au



Emily Ball
Business Relationships Manager
hello@youandmepps.com.au



Gagan Gill
Acquisitions Manager
gill@youandmepps.com.au



Paul Magiatis
Acquisitions Manager
paul@youandmepps.com.au



Aliah Kavakci
Buyer's Agent
aliah@youandmepps.com.au



Ross Lister
Buyer's Agent
ross@youandmepps.com.au



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W h y U s ?

The residential real estate market is predominantly made up of agents, that work (by law) for the seller's best interest. At no stage on the buying side of the purchasing process does a buyer have someone fighting for them.

You&Me Personalised Property Services was created to tip the scales in the buyer's favour. We wanted to ensure that all our clients are given a passionate, personalised, old-school service and would only ever deal with one of the team members, nothing outsourced.



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We started this business to ensure a truly personalised service where we will be with you from hello to settlement and beyond, we take care of everything from the search, videos, viewings, negotiations, analytics, reports, inspections, fixups, all the way to settlement, we will be by your side.



We have a unique business plan where we only work with 50 clients each, per year.



We do all the research and all the physical inspection ourselves. You have the peace of mind that you are not handed off to a cadet or an assistant.



Over 90 years combined practical experience in buying, selling and investing.



We have helped thousands of people all over Australia and internationally achieve their property aspirations.



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Why Choose Us

Our Core Values

01



Winning

What gets us up in the morning is our burning desire to win! Success for our clients means success for us too! Winning is contagious, get onboard.

02



Persistence

When things are tough and most people want to give up, we roll up our sleeves and find another way. No challenge too big, or small, for the team at You&Me Personalised Property Services.

03



Integrity

We promise to do what we say! We never compromise on our moral compass. we respect every client and treat them the way they wish to be treated, respect goes both ways and we only work with those who share mutual values.



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★★★★★

Our guarantee will give you peace of mind

THE YOU&ME GUARANTEE

If we haven't presented properties that fit the deep dive session criteria to you in the **first 3 months**, you get **20% off the total fee**.

If we don't get it done within **6 months** you **won't pay a fee at all!**

We want to provide guarantees that benefit all our valued clients, by providing a measurable level of commitment, to ensure success for all parties.

- "You&Me Guarantee" - All new clients will be asked to fill out a property criteria for. This is signed off by both the client and co-director to avoid any confusion.
- If we do not present properties that fit this criteria in the first 3 months, the "You&Me guarantee" takes effect.

Why Use Us As A Buyers Agent?

- 1) We Are Experienced Buyers.
- 2) Proven Negotiators.
- 3) Off Market Opportunities.
- 4) Network Of Selling Agents.
- 5) We Sidestep The Stress.
- 6) We Don't Use Emotions When Buying.
- 7) We Save You Money And Stop You From Making Costly Mistakes.



Why Use Us As A Buyers Agent?

WE OPERATE AT A PERFECT 5 STAR GOOGLE RATING FROM
OVER 100 REVIEWS



[Click to see our reviews](#)



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Example of Why You Don't Trust Photos



BRISBANE BUYER'S AGENT SERVICES

WHAT WE DO FOR YOU

1. RESEARCH PROPERTY

We research relevant properties that meet the buyer's criteria.

2. DOOR KNOCK PROPERTIES

We door knock properties located in the areas that meet the buyer's criteria.

3. BID AT AUCTION

If needed, we will bid at auctions.

4. INSPECT PROPERTY

We conduct a thorough inspection of the property, for the buyer.

5. CONTACT SELLING AGENTS

We contact selling agents to find more properties: on and off-market.

6. ENQUIRE TO AUTHORITIES

We determine if any issues affect the use and enjoyment of the property.

7. NEGOTIATE ON THE BUYER'S BEHALF

We negotiate on behalf of the buyer without emotional attachment.

8. OFFER AND ACCEPTANCE

We help the buyer with the wording of special conditions in contracts.

9. EXPLAIN T&C AND ADVISE

We can't provide legal advice. Legal advice can be done by any lawyer.

10. ARRANGE INSPECTIONS

We arrange the building, pest and any other inspection required.

11. MONITOR THE SETTLEMENT

We monitor the settlement process for the buyer.

12. STAY INVOLVED

We liaise with selling agents, contractors and settlement agents.

13. CONDUCT FINAL INSPECTIONS

We oversee the final inspections.



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Choosing The Right Property!



MACRO



MARKET
CYCLE



UNEMPLOYMENT
RATE



SUPPLY AND
DEMAND



POPULATION
GROWTH



ECONOMIC
STRENGTH

MICRO



INFRASTRUCTURE



VACANCY
RATE



AFFORDABILITY



DEMOGRAPHIC



SALES
DATA

PROPERTY



BUILD



PRICE +
RENTAL YIELD



SIZE
(SQM)



FEATURES



LOCATION



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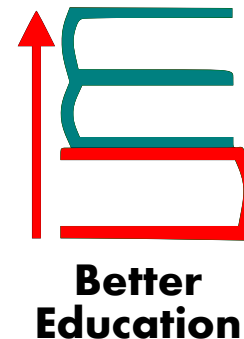


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Examples Of Data Sources We Use



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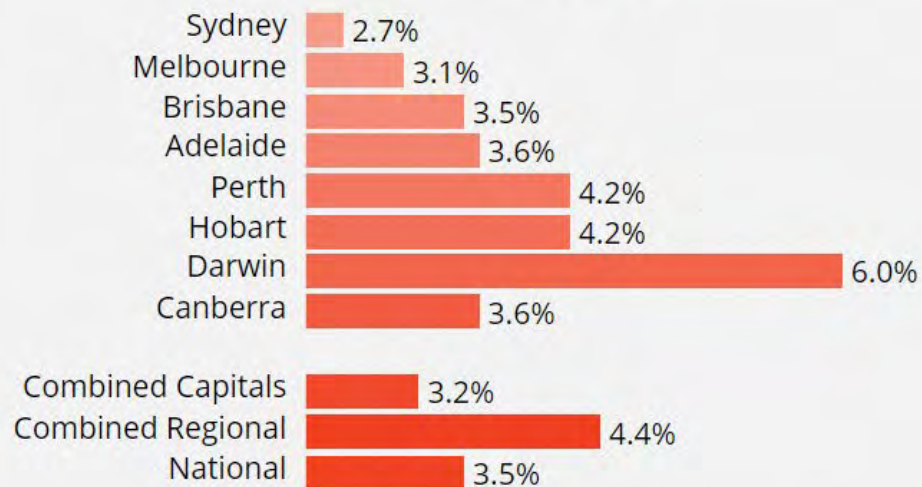


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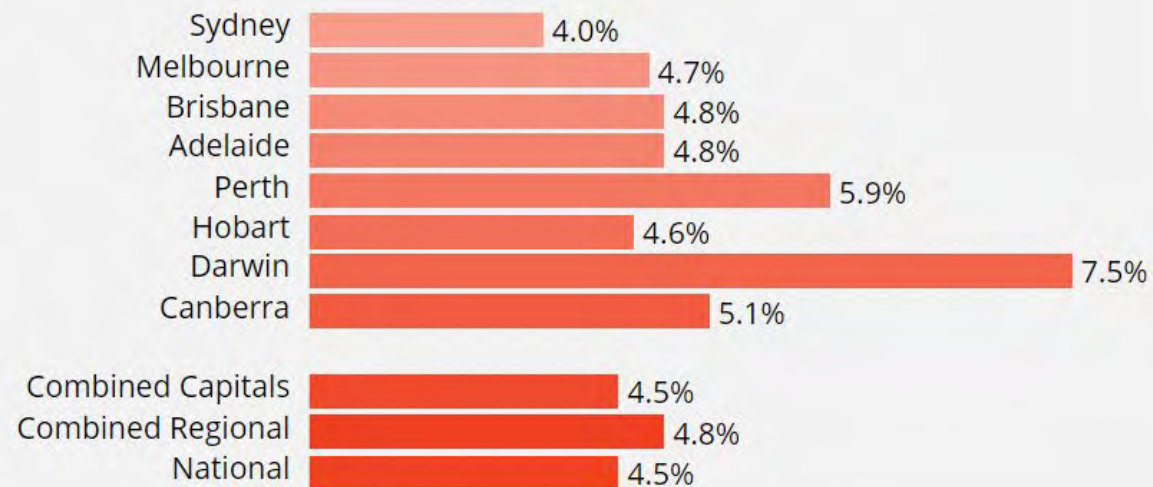
Gross Rental Yields as at 1 July 2024

Month on month change across broad regions of Australia

Houses



Units



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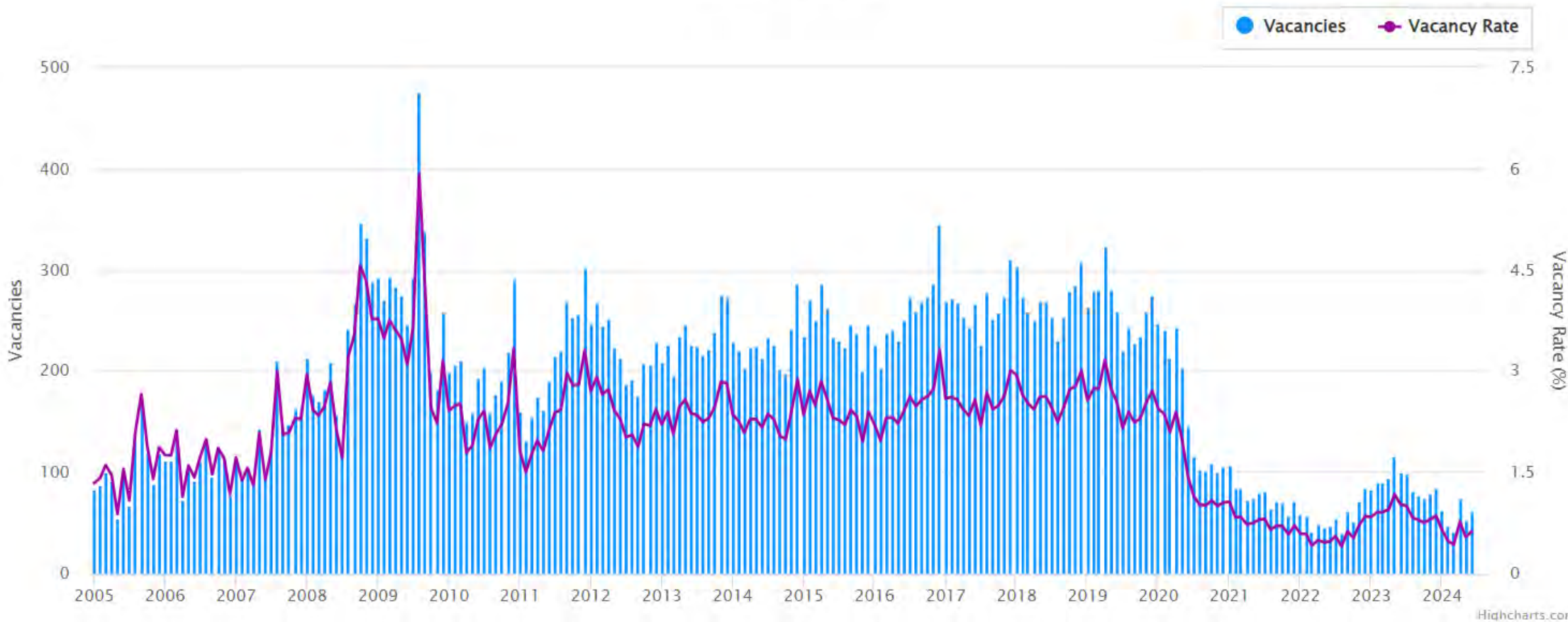
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RESIDENTIAL VACANCY RATES

POSTCODE 4305

Residential Vacancy Rates

Source: SQM Research



Highcharts.com



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Our Reports



PERSONALIZED
PROPERTY SERVICES

GENERAL PROPERTY REPORT



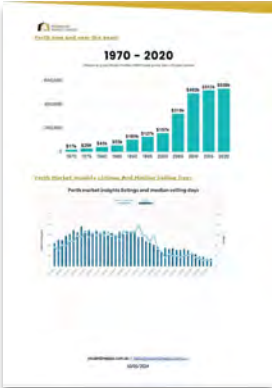
Date: 10/05/2024

Document Title: General Property Report

Property: 1 Farnham Place, Gosnells

youandmepps.com.au | hello@youandmepps.com.au

10/05/2024



Property Details

Property Address	
Bed	4
Bath	2
Car	
Land Size	727sqm
House Size	186sqm
Year Built	1983
Green Title	Yes
Strata	No

Strategy Type

Set and forget/ subdivision

Comments / Notes:

Why We Like This Deal

Renovated, Granny flat potential, subdivision potential

Expected Sale Target Price

\$650,000

Expected Rental Return

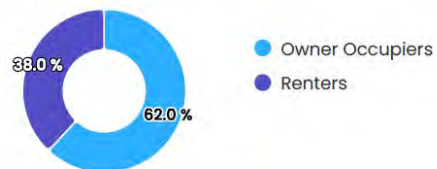
\$720-750pw

Expected Gross Rental Yield

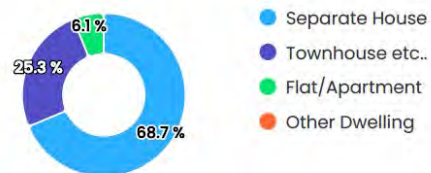
5.8-6%



Tenure Type



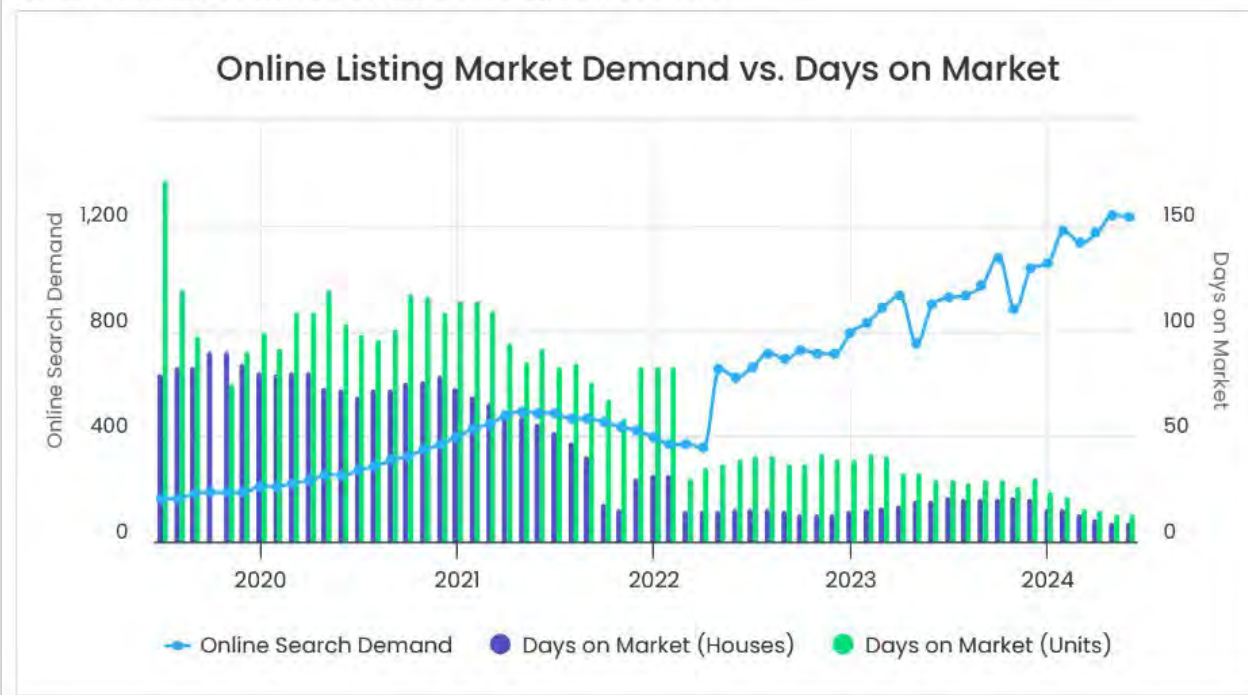
Dwelling Structure



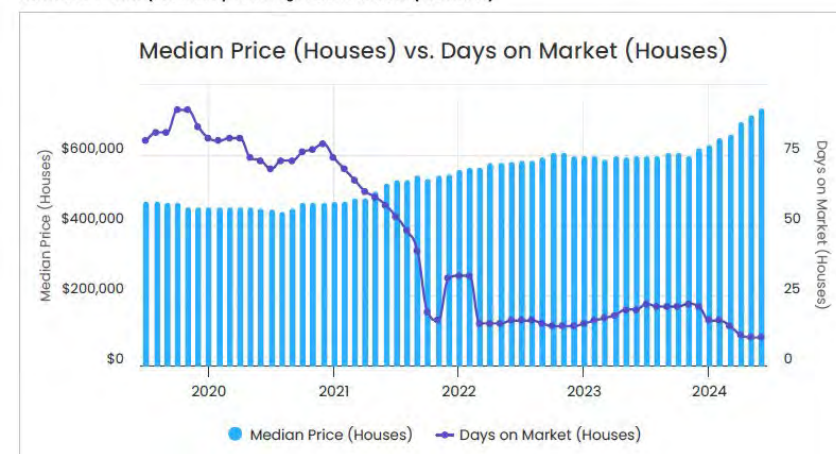
KEY PROPERTY DATA REPORT	HOUSES	UNITS
Median Price	\$735,000	\$375,000
GROWTH REPORT		
3 Month Change	11.36% (\$75,000)	2.74% (\$10,000)
12 Month Change	22.50% (\$135,000)	0.00% (\$0)
36 Month Change	41.28% (\$214,750)	9.49% (\$32,500)
10 years average annual	2.59%	0.80%
Median Rent (per week)	\$600	\$550
Days on Market	10	14
Gross Rental Yield Percent	4.24%	7.63%

GROWTH REPORT (HOUSES)	MEDIAN PRICE	DAYS ON MARKET
Current Month	\$735,000	10
3 Month Change	11.36% (\$75,000)	-28.57% (-4)
12 Month Change	22.50% (\$135,000)	-50.00% (-10)
36 Month Change	41.28% (\$214,750)	-82.46% (-47)

Online Listing Market Demand vs. Days on Market




Median Price (Houses) vs. Days on Market (Houses)



Analytics


CMA-Comparative Market Analysis

<https://withpitch.com/f1de9/example-price-update--a17d9c66-54-three-bears-loop-secret-harbour/>



13 September 2022
**Secret Harbour,
54 Three Bears
Loop**

Hello!



Dear Mike and Ben:

We hope you're well.

The real estate market is often affected by external factors, making it difficult for buyers to accurately assess the current value of their targeted homes.

At You & Me Personalised Property Services we remove the guesswork. This report highlights the appropriate price point by comparing it to recent sales in the area. This is the most effective way to keep in touch with property market movements.

Scroll down to view some surrounding recent sales.

We have every confidence that this property is excellent buying at the price point below:

Depending on the interest in the property and competing offers, we could look at a lower price point, which we will discuss with you via phone call or in person.

If you would like to us to present a formal offer, click the "SEND OFFER" button at the bottom of this proposal.

Our promise to our clients is "Right Property at the Right Price as we do it for you".

We look forward to hearing from you.

Yours sincerely,

Simon Deering
0421 111 566
simon@youandmepss.com.au

Heath Bassett
0418 374 299
heath@youandmepss.com.au

Pricing

We base our market estimates on solid facts.


For most people, buying property is the largest financial transaction of their life, and the difference between buying at a good price and a great price can be life changing.

We determine an accurate value based not only on the sale of local homes, extensive market knowledge, experience and an understanding of buying trends, but also by being upfront and honest in our approach and advice. We take into account the location, views and presentation of this property.


Based upon our inspection of the property, we estimate a target buying price between:

\$820,000 - \$840,000


Recent Sales




32 Lancelands Crescent, Secret Harbour
Land size: 665 m²
Sold \$880,000 in January 2022




26 Holloways Ridge, Secret Harbour
Land size: 650 m²
Sold \$950,000 in September 2021



54 Bancoura Parkway, Secret Harbour
Land size: 720 m²
Sold \$900,000 in August 2022



Agent



Simon Deering
0421 111 566
simon@youandmepss.com.au


"Simon Deering, Co-founder of You & Me Personalised Property Services is a respected, leading real estate authority with a track record of high sales and clients. An outstanding and experienced agent who has won multiple awards, in a career that spans over 25 years.

"Simon's commitment is to put his clients' interest first and the profits himself. As a result, results regardless of how challenging the acquisition may be. A true strategist and highly skilled negotiator. Simon listens to the current market conditions and has targeted an exceptional reputation nationally and internationally.

"Simon's eye for detail, ethical approach and key focus being the relationship with his client, has enabled him to be the preferred agent by long-standing clients and referrals.

A devoted husband and very proud father of three daughters. Simon's passion for community and family is evident with his connections and commitment to his local community.

His promise is "Right property at the right price, experience, or 10 days or less!"



Heath Bassett
0418 374 299
heath@youandmepss.com.au

"I have been buying, selling and investing in real estate for the last 14 years, with the same passion and drive as the day I started. When I am backed by a team of training and expert professionals, my clients don't directly with me throughout the entire sales process, no subliminal agents that don't know your journey or goals.

As your agent, I use my proven track record of high sales and experience in a national real estate company here in WA to get you into the right property for the right price - every time. I know what a difference even an extra few thousand dollars can make to your family, and I work hard with that in mind."

My Keys to success:

- Have a Plan
- Persistence
- Communication
- Integrity
- Win For Your Client
- Have Fun Laughing Along The Way

After moving the family to Australia and trying for a period of time we decided it was time to start a part of beautiful Western Australia. We had no idea where to start and thankfully we were referred to Simon and Heath at You & Me Personalised Property Services. My wife and I were immediately impressed and they made us feel comfortable from the start and put a strategic plan in place to ensure we were able to get the right property at the right price. I can't thank them enough. They are excellent, empathetic and honest about. They purchased the house as if they were purchasing their own. Oh yourself a favour and book in your free discovery meeting with them... You have nothing to lose and everything to gain.

Rizwan Cheek



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Successful Purchases



- ✓ 5X3, FEDERATION HOME, 293SQM BUILD, 1012SQM
- ✓ PURPOSE: LIVE IN
- ✓ PRICE ADVERTISED: LOW \$3MILLIONS
- ✓ PURCHASE PRICE: \$2,900,000
- ✓ BANK VALUATION: \$3,010,000
- ✓ PURCHASED \$110,000 BELOW VALUATION!

CLIENT SAVED
\$110,000



- ✓ 4 BEDROOM, 1 BATHROOM, BUILT 1972, 683SQM LAND
- ✓ PURPOSE: INVESTMENT
- ✓ PRICE ADVERTISED: OFFERS OVER \$399,000
- ✓ PURCHASE PRICE: \$390,000
- ✓ BANK VALUATION: \$415,000
- ✓ RENT OBTAINED: \$460PW

RENTAL YIELD: 6.13%

CLIENT SAVED
\$25,000



- ✓ 5 BEDROOM, 2 BATHROOM, 1.05HA 400SQM BUILD
- ✓ PURPOSE: LIVE IN
- ✓ PRICE ADVERTISED OFFERS FROM \$2,500,000
- ✓ PURCHASE PRICE \$2,250,000
- ✓ PURCHASED \$250,000 UNDER ASKING

CLIENT SAVED
\$250,000



ALEXANDRA HILLS, QUEENSLAND

- ✓ 3 BEDS, 1 BATHROOM
- ✓ CAR SPACES: 2
- ✓ PURPOSE: INVESTMENT
- ✓ SOLD FOR \$840K

RENT
\$650/WEEK



Fee Structure

COMMITMENT FEE

AUD 2,000 (+GST)

- Paid upfront
- It engages us to begin the research phase of the journey
- Confirm strategy and set a deep dive session with you
- Reach out to our network of sellers, selling agents and leads to see if there is a target property they are selling or have coming
- This enables us to go to all door knocking sessions, private inspections and open homes, phone calls, emails, follow ups, the analytics involved in finding you the right property at the right price!

SUCCESS FEE

**2% (+GST) minus
commitment fee**

- Only paid once we have successfully found and settled your property.

EXAMPLE

Property costs \$600,000

Total Fee is \$13,200

\$2,200 paid upfront as
Commitment fee

\$11,000 as success fee

* Minimum Fees Apply



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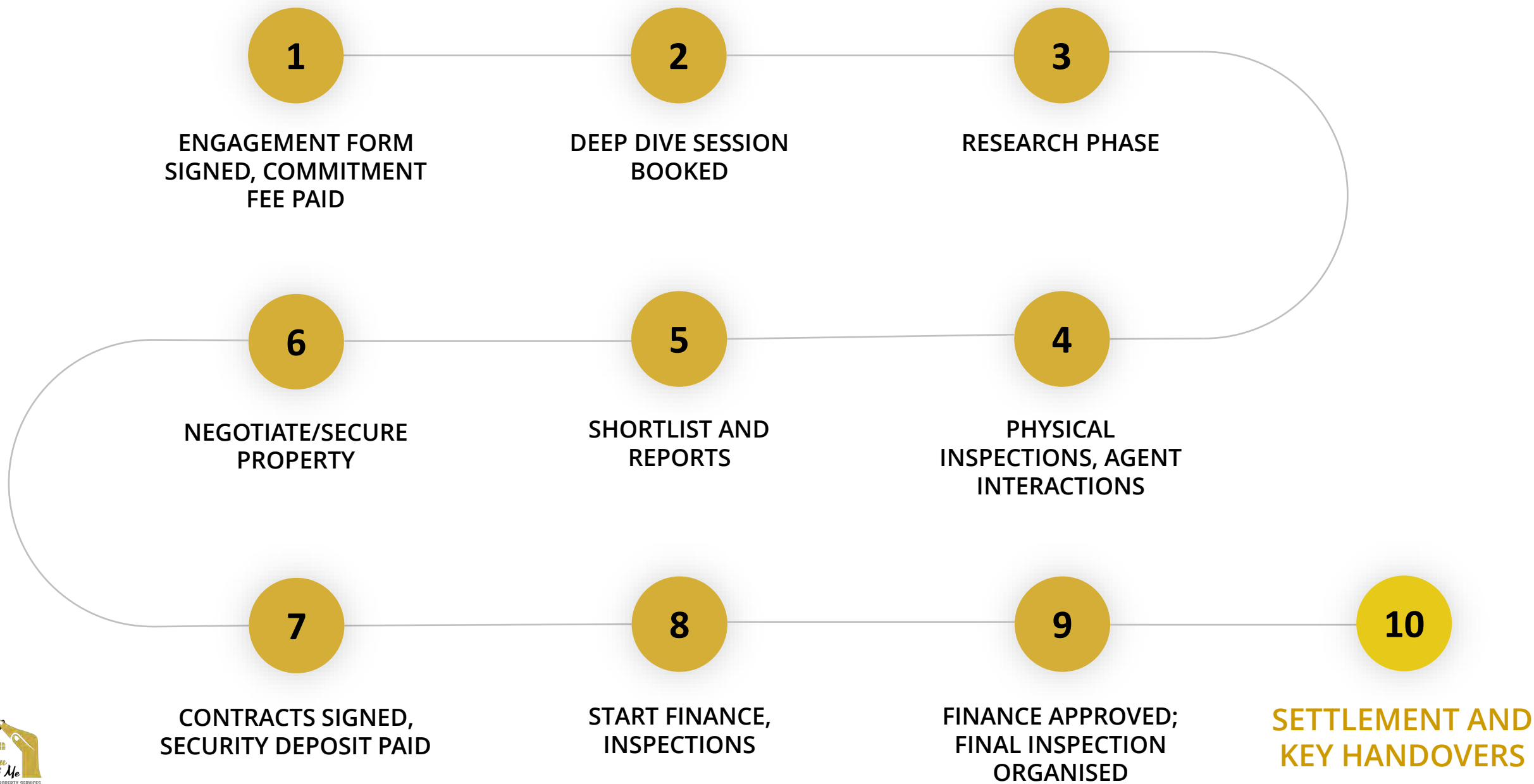
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Questions?

What Happens Next?



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