

INVEST IN WESTERN AUSTRALIA



**PERSONALISED
PROPERTY SERVICES**

The Buyer's Agency Made For You

Personalised Experience, Outstanding Results.



Welcome To Your
Discovery Meeting

PERTH

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MELBOURNE

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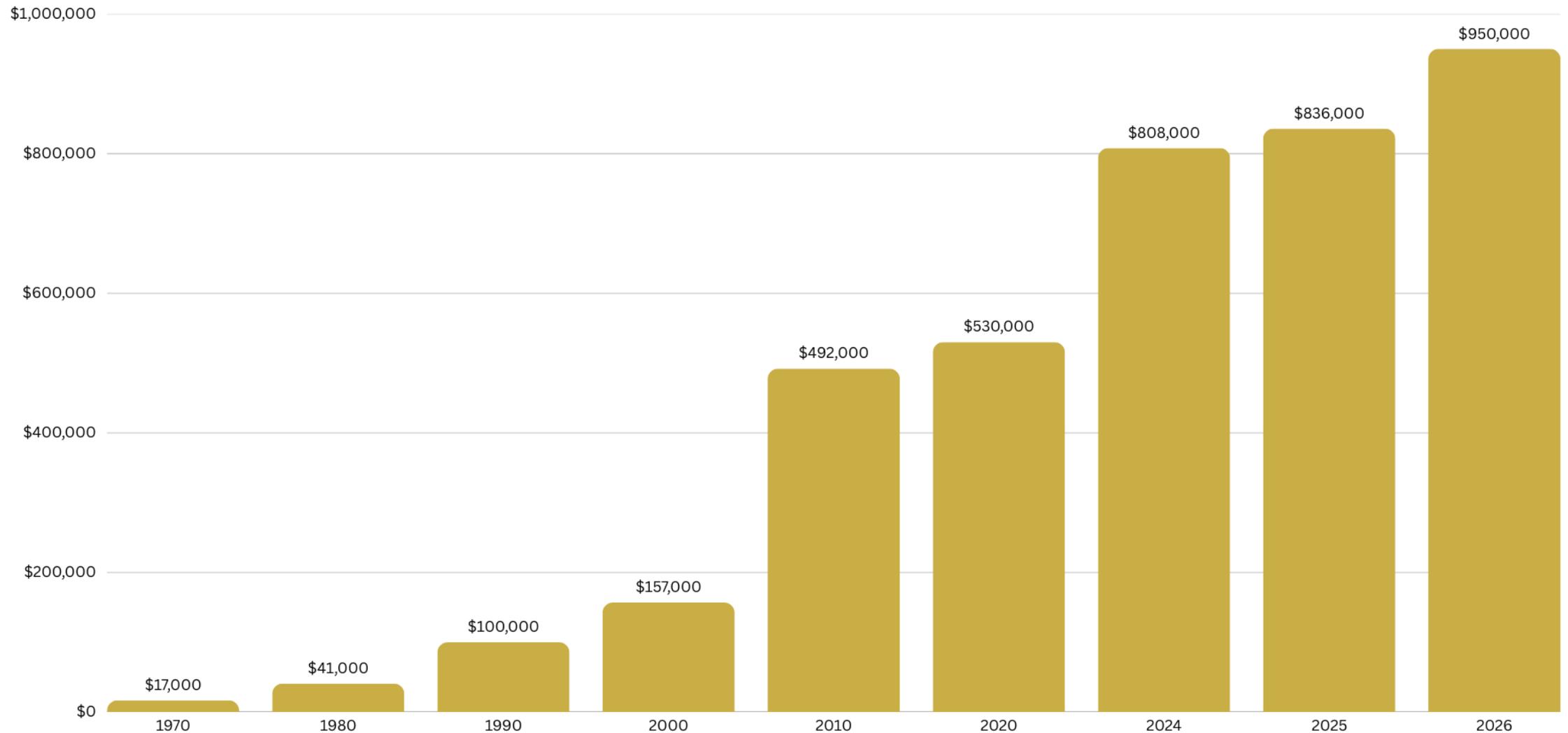
Q&A



Median House Prices in Perth: 1970-2026



The graph below shows median Perth house prices over a 56-year period.



Home Price Index

Median Value

As at December 31, 2025

Source:

PropTrack

Data represents values for dwellings (house and unit combined).
Regions shown are defined by ABS' GCCSA standards.

Region	Median value (\$)
National	\$880,000
Capital Cities	\$987,000
Regional Areas	\$693,000
Sydney	\$1,240,000
Rest of NSW	\$769,000
Melbourne	\$854,000
Rest of Vic.	\$586,000
Brisbane	\$1,013,000
Rest of Qld	\$790,000
Adelaide	\$908,000
Rest of SA	\$489,000
Perth	\$950,000
Rest of WA	\$602,000
Hobart	\$702,000
Rest of Tas.	\$550,000
Darwin	\$578,000
Rest of NT	\$342,000
ACT	\$868,000



Home Value Index

Annual & Quarterly Change
As at 12 January 2026

Source:
Cotality

City	Change Day on Day	Today's value	% Change QTR on QTR	% Change YR on YR
All dwellings				
Sydney	0 —	249.1	0.7%	6.1%
Melbourne	-0.05 ↓	187.3	0.6%	5%
Brisbane*	0.02 ↑	222.5	5.1%	14.1%
Adelaide	0.09 ↑	226.9	5.3%	9.2%
Perth	0.17 ↑	199.7	7.3%	16.6%
5 capital city aggregate	0.02 ↑	222	2.5%	8.6%

*Including Gold Coast

What is the Home Value Index?

The Home Value Index measures movements in the value of Australian housing markets. By incorporating the attributes of properties transacting (such as the number of bedrooms and bathrooms, land area, and geographic location), it provides a more accurate analysis of the true value of movements across specific housing markets and captures compositional changes in consumer buying patterns when measuring capital gains.



About Us



Simon Deering, Co-Founder

A Property Investor, And A Family Man

The best way to get an appreciation for who I am and what I stand for as a human being is to see the relationship I have with my family.

My family is my life! I'm happily married and the father of three beautiful girls, I feel truly blessed. I believe in spending as much time as you can with the ones that matter most to you.

Time is a resource we only have so much of.

Real Estate As A Passion

My other passion in life is Real Estate. In fact, of the 46 years I have spent on this earth, 29 of those years have been in the real estate industry. Being a buyer's agent and real estate have played a huge role in my life!

I started when I was 18 as a sales rep in Perth and moved up to being the head of property acquisitions for R&W, where I looked after 1000 staff and 100 franchise offices throughout QLD and NSW.

Experienced In Real Estate And Property Investment

I have had the privilege of working with some of Australia's most well-regarded Real Estate companies, salespeople, trainers, and developers.

I have had the good fortune of being involved in 1000's of property deals, and I have been trained by the best in the industry.

My passion for Real Estate is driven by my desire to achieve the best results for my clients.

Come and experience the You&Me difference. We are on this journey together!



About Us



Heath Bassett, Co-Founder

A Real Estate Enthusiast

Heath is a passionate Perth buyer's agent, a real estate "go-getter" who thrives for the next challenge. He has bought, sold and invested for the last 18 years, and his key commitment is to achieve the best result for his clients, regardless of how challenging the conditions and he strives to win. He gets a kick out of his client walking away happy.

A Proud Defence Force Veteran

Life has led Heath to being a defence force veteran and also a 6-year stint away in the mining sector. He understands how precious your free time can be, and spending it around loved ones, participating in the important things in life together.

Honest Approach

Self-driven, energetic and enthusiastic, he believes in client love, loyalty, honesty and integrity by always putting clients' interests first when buying. With the same honest, straight forward approach and appreciation of clients' needs, he values relationships, communication and he's dedicated to making the experience as stress-free as possible.

Working For The Client

He aspires to deliver an unprecedented level of service for clients, consistently being described as caring, loyal and a great communicator with excellent negotiation skills.

"With outstanding communication skills, Heath focused on our interests as a customer from start to finish and worked hard to achieve a great result for us, we could not fault his expertise, professionalism and care factor."

Winning For You And With You

His professional approach to winning, allow Heath to be the agent clients and referrals engage. He is an avid sports lover who enjoys life, he plays to win on all occasions, and he applies this winning attitude to every buy, so clients know he will strive to deliver a winning result for them too. Let's win together!

About Our People

A dedicated team of local buyer's agents, directors, and principals with over 90 years of combined experience in the property market.

Known for our integrity and expertise, we provide personalised, high-quality service and hands-on support to clients throughout their property journey.



Our Team

Anchored in the heart of Perth's property market, our accomplished team offers **over 90 years of collective expertise**. Renowned for our **integrity, local acumen, and exceptional results**, we are trusted advisors dedicated to elevating the property journey.

Our bespoke, high-touch service draws on our **extensive negotiation** experience and **healthy industry relationships**. We collaborate seamlessly with selling agents, unlock exclusive off-market opportunities and secure outstanding results **tailored to each client's unique circumstances**.

Our team is committed to delivering a seamless, rewarding, and truly distinguished property experience, strengthened by the unparalleled genuine care, deep expertise, and unwavering **dedication to their client's goals**.



Simon Deering

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Ashleigh Cates

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Sandra

Administration
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Why Do We Exist?



The property market has always been stacked one way... the sellers way!

By law, selling agents act in the **seller's best interest** — leaving buyers to navigate one of the biggest financial decisions of their lives without anyone truly fighting for them.

That's why **You&Me Personalised Property Services** was created in 2019.

Born out of frustration with the imbalance, we exist to **tip the scales back in the buyer's favour**. We're a full-service, data-driven buyers' agency with strong local knowledge, genuine off-market access, and a reputation respected by clients and selling agents alike.

Most importantly, we keep property personal.
No outsourcing. No handballing.

Just old-school service, modern strategy, a passion for real estate and a team that stands beside you from start to settlement, and beyond.

Because buying property shouldn't feel like you're doing it alone.

It should feel like **You & Me.**



A Unique Buyers' Agency: Be Authentic

At You&Me Personalised Property Services, authenticity is at our core. Co-founders, Heath and Simon, built this agency to reflect who they truly are—genuine, honest, and values-driven. By staying true to themselves, they naturally attract clients who share a common outlook.

We're not aiming to be the biggest—**just the best**. That's why we work with only 50 clients a year, ensuring every relationship is meaningful and personal.



We only work with up to 14 client searches at any one time. This ensures full, personalised service without spreading thin on quality.



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



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



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



Directors with over 40 years combined practical experience— buying, selling and investing.

Why Choose Us?

CORE VALUES

We are guided by three core values that shape our approach and culture. Together, these values emphasise authenticity, client partnership, and a relentless commitment to excellence throughout the property buying journey.



Integrity

We commit to doing what we say and never compromise our moral compass. Integrity means doing the right thing even when no one is watching, respecting clients, and only working with those who share mutual values.



Persistence

Our team embraces challenges with determination, rolling up our sleeves to find solutions when others might give up. Persistence reflects our willingness to work hard, especially when faced with setbacks, to achieve the best outcomes for our clients.



Winning

Driven by a competitive spirit, we focus on winning together with our clients. Winning is not about arrogance but about shared success - whether it's securing a great deal, exceeding expectations, or simply making clients happy. This value embodies our passion for achieving tangible results and celebrating every client victory

THE YOU&ME GUARANTEE

If we haven't presented properties that fit the deep dive session criteria to you within 1 month, you get 20% off the total fee.

If we don't present within 3 months you won't pay a fee at all!

***** OUR AVERAGE TIME TO CONTRACT IS 2-6 WEEKS AFTER DEEP DIVE*****

This gives you: peace of mind that we get to work straight away, we do what we say we are going to, you don't sit in a waiting list, and we take on clients we feel confident to exceed with



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 their search. This is signed off by both the client and to avoid any company representative confusion.
- If we do not present properties that fit this criteria in the first month, 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 *(By Preventing You From Making Costly Mistakes)*

EXCELLENT



Based on 202 Reviews - Jan 2026



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

[CLICK TO SEE OUR REVIEWS](#)

Example of Why You Don't Trust Photos

82 Plover Drive,
Yangebup, WA 6164

4 2 2 710m² House

Offers Over \$539,000



[Link To Video](#)





Perth Buyer's Agent Services

WHAT WE DO FOR YOU

1

Conduct Deep Dive Session

In this session, we gather all relevant details—including criteria, budget, and preferences—enabling us to proceed promptly and place offers when the opportunity arises.

2

Research Properties

We research relevant properties that meet the buyer's deep dive, and critique each property based on our 15 pillars of success.

3

Contact Selling Agents

We proactively engage with the top 10 agents in each target suburb, providing a detailed brief tailored to the buyer's specific requirements, ensuring the client never needs to communicate with agents directly.

4

Door Knock Properties

Where appropriate, we undertake targeted door-knocking in carefully selected areas that meet the buyer's criteria.

5

Inspect Properties

We conduct thorough inspections of the properties for the buyer including walkthrough-video and inspection report. This includes on and off-market properties, weekdays and weekends.

6

Conduct Due Diligence

Our due diligence process includes in-depth, multi-page suburb reports, underpinned by up-to-date data and detailed market analytics.

7

Bid At Auctions

Where appropriate, we manage and execute auction bidding on behalf of clients, including onsite and online formats.

8

Negotiate on Buyer's Behalf

We negotiate on behalf of the buyer objectively and without emotional attachment, handling offers, pricing, terms, and conditions while always prioritising the client's best interests.

9

Refer Professional Trades/Parties Needed for Execution and Settlement

This covers all necessary trades, conveyancing services, handyman support, and post-settlement referrals, such as property management. We do not take any referral fees from our preferred professionals.

10

Arrange Contract Inspections

We coordinate building and pest inspections, as well as any other inspections required.

11

Monitor The Settlement

We closely monitor the settlement process on behalf of the buyer, ensuring all timelines are met and any issues are promptly addressed.

12

Conduct Final Inspections

During the final inspection, we check the essential features of the property such as power points, lighting, irrigation, air conditioning, hot and cold water, kitchen appliances, and exhausts are in working order. We also ensure the seller's contractual obligations have been met and that the property is in the same or better condition than at the time of contract.

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

Choosing The Right Property

Success quick stats



Postcode	6164	Population	10,148
Local government	Cockburn	Train station	Cockburn Central
Bus	Bus service to Cockburn Central Station		



Nearby suburb growth



As At Jan 2026

Source:
REIWA

Order	School	Postcode	State Overall Score	Better Education Percentile	English	Maths	Total Enrolments	Trend / Compare	Sector
1	Perth Modern School	6008	100	1%			1460	Trend / Compare	Government
2	Christ Church Grammar School	6010	100	1%			1720	Trend / Compare	Non-government
3	Rossmoyne Senior High School	6148	100	1%			2500	Trend / Compare	Government
4	Willetton Senior High School	6155	100	1%			2610	Trend / Compare	Government
5	Methodist Ladies' College	6010	100	2%			990	Trend / Compare	Non-government
6	International School of Western Australia	6015	99	2%			340	Trend / Compare	Non-government
7	St Hilda's Anglican School for Girls	6012	99	2%			1090	Trend / Compare	Non-government

RESIDENTIAL VACANCY RATES

POSTCODE 6164

Residential Vacancy Rates

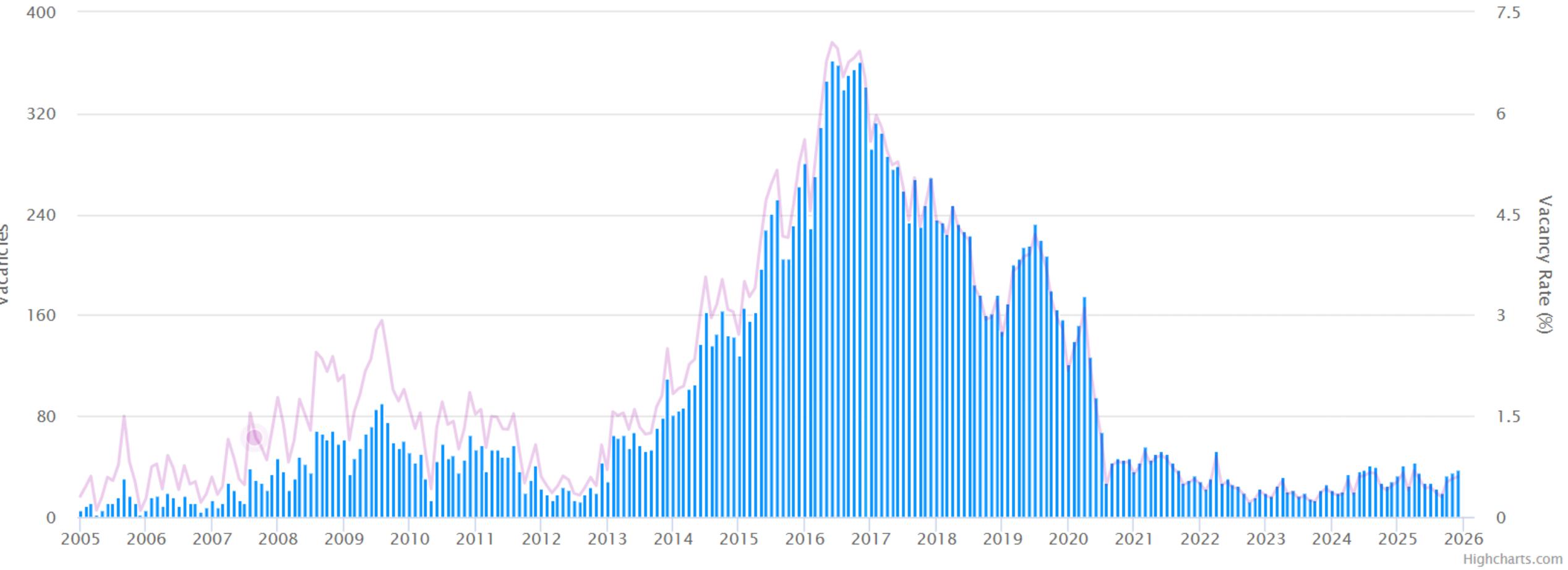
Source: SQM Research



● Vacancies ● Vacancy Rate

Source: SQM Research

● Vacancies ● Vacancy Rate



Highcharts.com

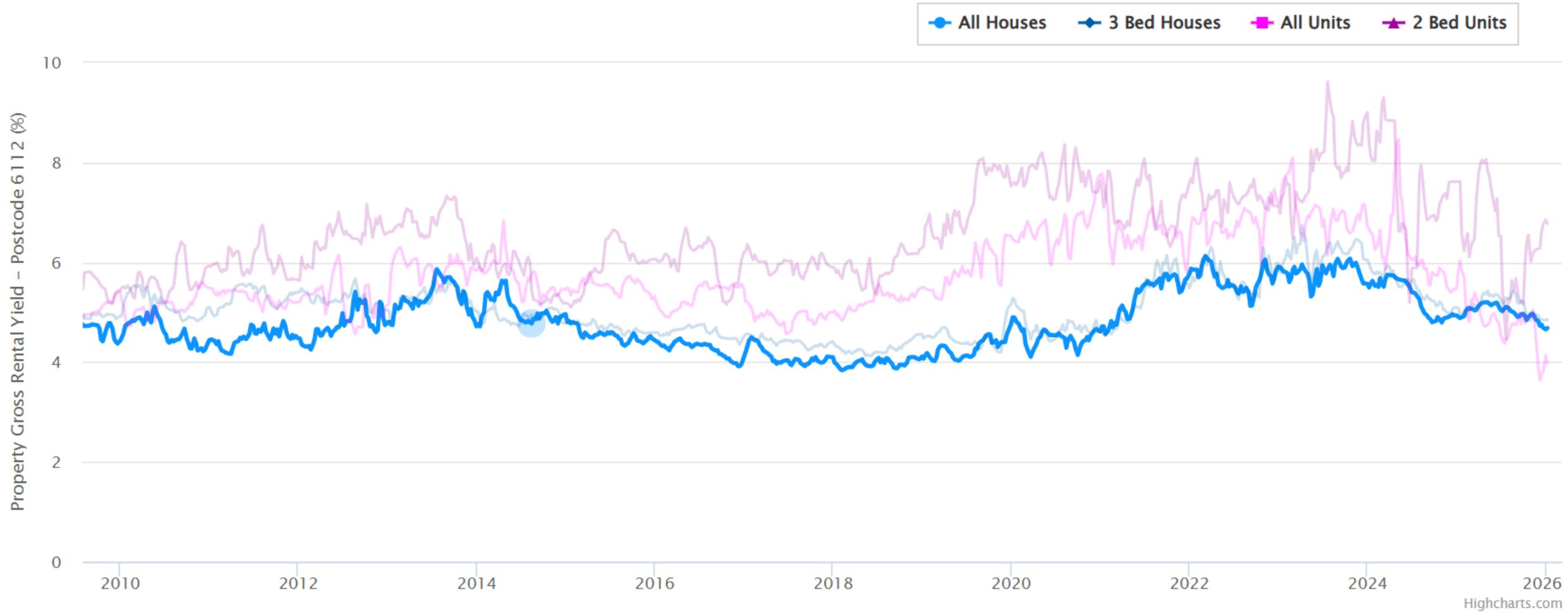
PROPERTY GROSS RENTAL YIELD - POSTCODE 6112

POSTCODE 6112



Property Gross Rental Yield – Postcode 6112

Source: SQM Research



Examples Of Due Diligence Items We Check

Zoning & Development

Bushfire Risk

Flood Risk

Heritage Listing

School-Zones

Underground Service Checks

Local Government
Planning & Rules

Proximity To Public Transport

Nearby Amenities

Title & Landgate Checks

Western Australia floodplain mapping



Government of Western Australia
Department of Water and Environmental Regulation



GOVERNMENT OF
WESTERN AUSTRALIA

Department of
Education

Map of Bush Fire Prone Areas



GOVERNMENT OF
WESTERN AUSTRALIA

DFES
Department of Fire &
Emergency Services



HERITAGE
COUNCIL



Our Research & Reports

My Folders Manage WorkDrive 5.0 abcjvd

3 Hopbush Lane, Yanchep, WA 6035

Record + New

1 folder selected Share Copy link Download

- Certificate Of Title & Plans
Uploaded by Ish Sikka Jun 26 by Ish Sikka
- Post-Inspection- Due Diligence #2 Checklist.pdf
Uploaded by Ish Sikka Jun 26 by Ish Sikka
- Pre-Inspection- Due Diligence #1 Checklist.pdf
Uploaded by Ish Sikka Jun 26 by Ish Sikka
- Suburb_Report_Yanchep_WA.pdf
Uploaded by Ish Sikka Jun 26 by Ish Sikka
- Property_Report.pdf
Uploaded by Ish Sikka Jun 26 by Ish Sikka
- Video.mp4
Uploaded by Ish Sikka Jun 26 by Ish Sikka
- Floodplains.png
Uploaded by Ish Sikka Jun 26 by Ish Sikka
- Bushfire Zone.png
Uploaded by Ish Sikka Jun 26 by Ish Sikka
- Capricorn Coastal Village - Zamia Rise Stage 8 - 9.pdf
Uploaded by Ish Sikka Jun 26 by Ish Sikka
- City of Wanneroo Metropolitan Region Planning Scheme Map.pdf
Uploaded by Ish Sikka Jun 26 by Ish Sikka
- City of Wanneroo District Planning Scheme Map.pdf
Uploaded by Ish Sikka Jun 26 by Ish Sikka
- Document & Resource Checklist.pdf
Uploaded by Ish Sikka Jun 26 by Ish Sikka
- BYDA Responses - Enquiry 50522013.pdf
Uploaded by Ish Sikka Jun 26 by Ish Sikka

PERSONALISED PROPERTY SERVICES Thursday, June 26, 2025

Document & Resource Checklist

Property Address 3 Hopbush Lane, Yanchep, WA 6035

Answer Y or N to indicate whether you have attained and reviewed a copy of the listed document in relation to the subject property (as applicable):

	Yes - Uploaded	No - Provide Reason	Not Applicable	Notes/Comments
Rental appraisal (if investment purchase)		✓		Requested.
Titles and notifications/attachments		✓		Requested.
Structures Approved by Council (ask selling agent)			✓	Not provided.
Property Interest Report (if available by selling agent)		✓		Not provided.
Any maintenance records (if available by selling agent)		✓		Not provided.
Any sellers disclosures made available by selling agent		✓		Requested.
Dial Before You Dig (if relevant)	✓			Attached in folder.

Upload Files & Attachments Below

BYDA Responses - Enquiry 50522013.pdf

Buyer Agent Name Ish Sikka

Buyer Agent Email ish@youandmepps.com.au

Signature

PERSONALISED PROPERTY SERVICES Thursday, June 26, 2025

Post-Inspection: Due Diligence #2 Checklist

To Be Completed Subsequent To Conducting Initial Property Inspection.

Post Inspection - Inspection Items x Due diligence 2

- Conduct Property Inspections: Thorough examinations of the property's physical condition, including building and pest inspections.
- Market Research: Evaluating the property's value through market research and comparative market analysis (realist and property reports)
- Title Searches: Verifying property ownership, encumbrances, covenants, financial disclosures/aveats, or other legal restrictions
- Compliance and Approvals: Ensuring the property complies with local zoning laws and has necessary permits. Ask the selling agent for these details.
- Disclosure of Defects: Identifying and addressing any known defects or issues with the property, ask the selling agent.
- Reviewing the terms and conditions of the sale (provided by selling agent)

Inspection ID 0004

Property Address 3 Hopbush Lane, Yanchep, WA 6035

Date Of Inspection Wednesday, June 25, 2025

External Items

Streetscape

	Inspection Status	Inspection Notes/Comments
Surrounding properties/neighbourhood conditions	Inspected - Present	
Property position (cul-de-sac/main or busy street etc)	Inspected - Present	Off main road with large verge and rear access lane.
Visual of powerlines/power station/industrial buildings etc	Not Present	

Front Yard

	Inspection Status	Inspection Notes/Comments
Driveway condition	Inspected - Present	No driveway in front of house - Rear garage.
Condition of front yard	Inspected - Present	
Reticulation	Not Inspected (Provide Reason in Notes Box)	Artificial Turf throughout
Roof, gutters, downpipes and eave condition	Inspected - Present	

[Click Here For Example Example Of Property Report](#)

Excellence in Property Acquisition



PURCHASES
Over 450



IN PROPERTIES PURCHASES
Over \$378,000,000



OFF-MARKET PROPERTIES
42% to 46%



AVERAGE PURCHASE
PRICE
\$838,000



Settlement Fees (\$800k Purchase)



	CHARGES	
PROFESSIONAL SETTLEMENT SERVICE FEE	\$	1,000.00
GST (10%)	\$	100.00
TOTAL PROFESSIONAL SETTLEMENT FEES (including GST)	\$	1,100.00
 <i>GOVERNMENT, STATUTORY AND ADDITIONAL SETTLEMENT CHARGES</i>		
(1) Title Search Fee & Copy of Certificate of Title (pre & post settlement)	\$	63.20
(2) EAS - Electronic Advice of Sale 2 Search [estimated]	\$	255.00
(3) Office Disbursements, File Establishment and Account Management Fees	\$	169.95
(4) Landgate - Registration of Transfer of Land	\$	340.30
(5) E- Conveyancing PEXA Fees/Paper Settlement Fee	\$	137.39
(6) Fee payable to Strata Management. for \$110 and Certificates	\$	-
(7) Bank Cheques @ \$30 per cheque	\$	-
(8) Company ASIC Search @ \$10 per search	\$	-
(9) Council Rates, Water Rates, Land Tax and Strata Rates [estimated]	\$	1,200.00
(10) Transfer Duty Payable [General Rate] **excluding Foreign Duty**	\$	32,315.00
 GST (10%)	 \$	 16.99
Estimated Government, Statutory and Additional Settlement Charges (including GST)	\$	34,480.84
ESTIMATED TOTAL SETTLEMENT COST AND FEES (including GST)	\$	35,580.84

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.

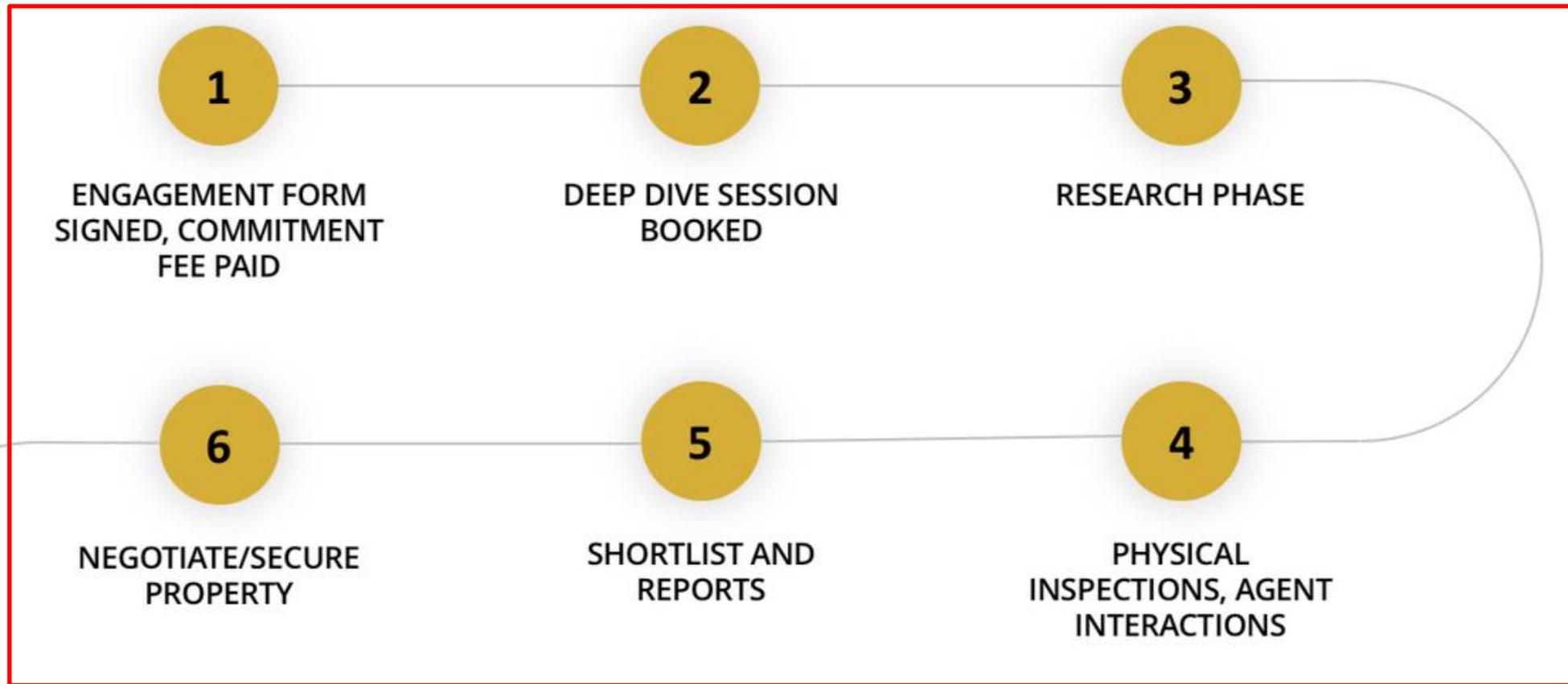
EXAMPLE

**\$800k Purchase =
\$17600 total fee**

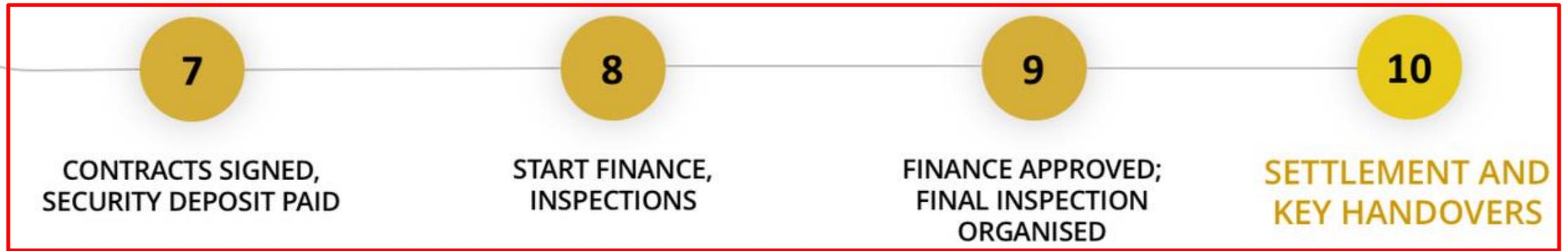
\$2200 Commitment Fee

\$15400 Success Fee

- Minimum Fees Apply (\$10,000 + GST)
- Pest & Building-Approx. \$550



2-6 weeks generally



4-6 weeks



Questions?

What Happens Next?