

INVEST IN WESTERN AUSTRALIA



**PERSONALISED
PROPERTY SERVICES**

The Buyer's Agency Made For You

Personalised Experience, Outstanding Results.

Welcome To Your
Discovery Meeting



PERTH

BRISBANE

MELBOURNE

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Q&A

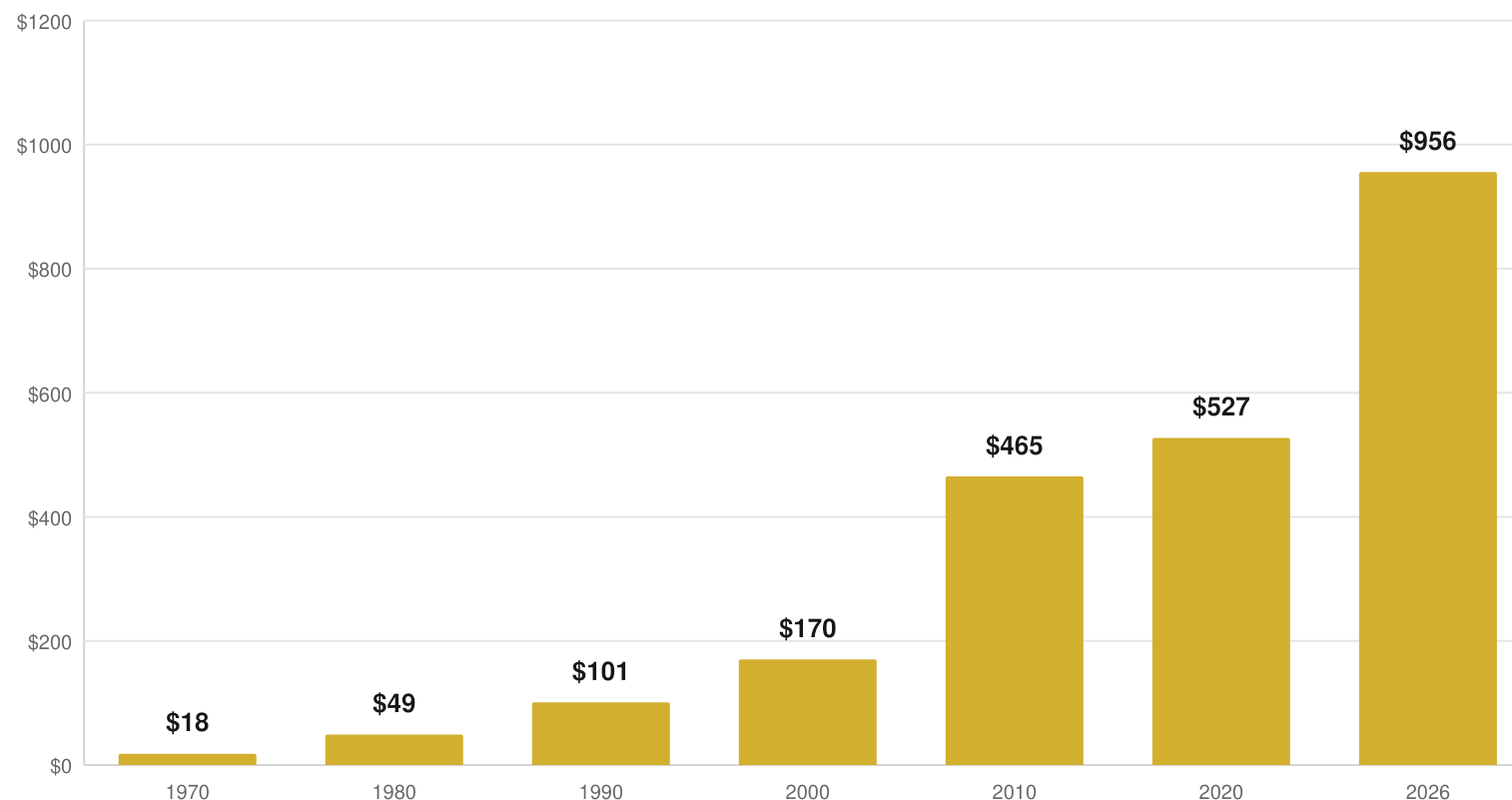


PERTH HOUSE PRICES: THE LONG VIEW



Median house prices at selected milestones; latest REIWA annual median to August 2026.

PRICE (\$000s)



\$956,000

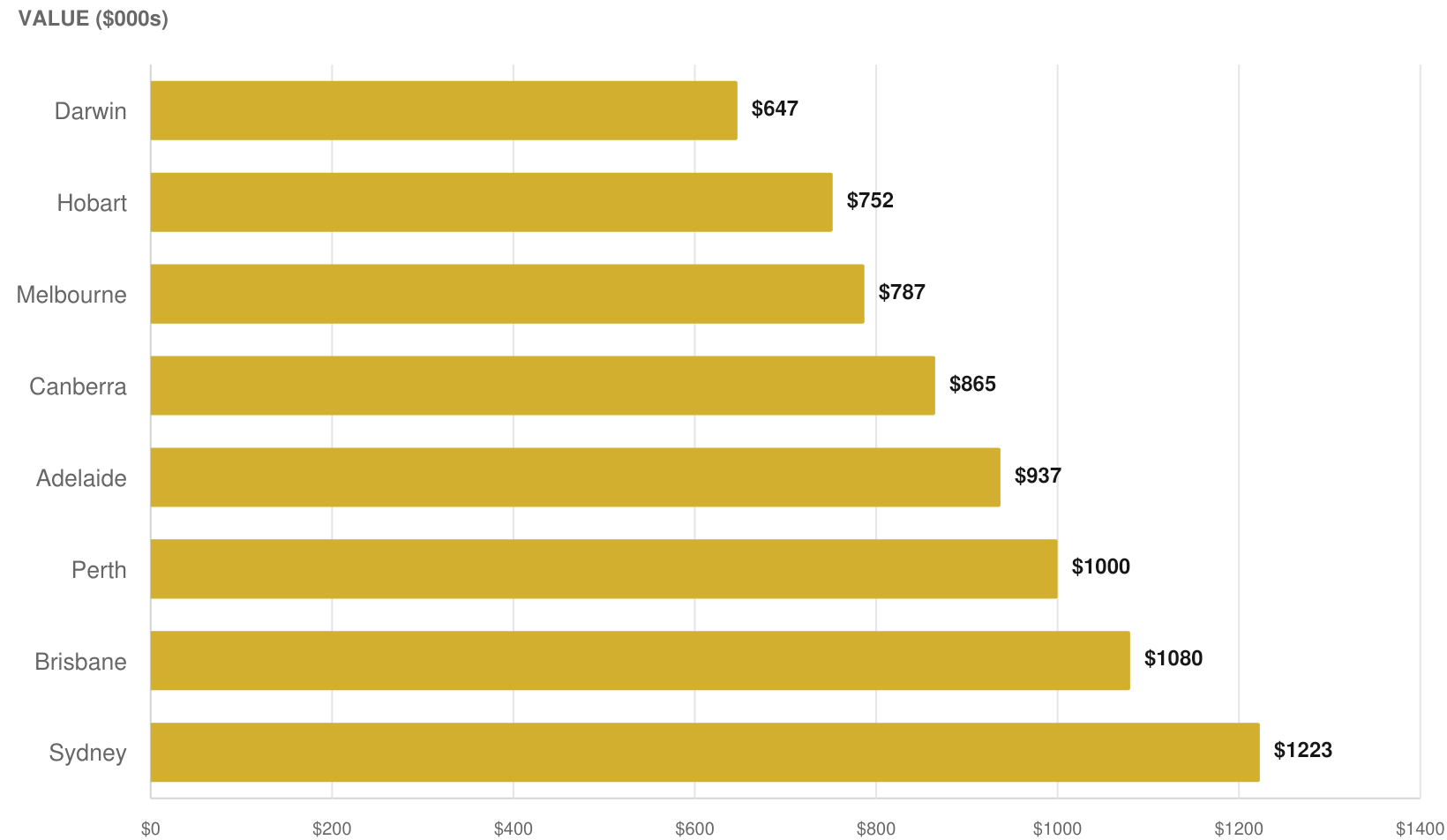
PERTH MEDIAN HOUSE PRICE

**12 months ending August
2026**

Long-run figures are selected historical milestones. Current median is Landgate/REIWA and is revised as transactions settle.

AUSTRALIAN MEDIAN DWELLING VALUES

Cotality Home Value Index, 31 August 2026.



\$999,987

PERTH MODELLED DWELLING VALUE

\$990,394

COMBINED CAPITALS

\$912,885

NATIONAL

HOUSE, UNIT AND DWELLING VALUES



The terms sound similar, but they measure different things.



MEDIAN HOUSE PRICE

The middle price from settled house sales over a stated period. Half of house sales were above it and half were below it.



MEDIAN UNIT PRICE

The middle price from settled unit and apartment sales. It should be compared with other units—not detached houses.



MEDIAN DWELLING VALUE

A combined measure covering houses and units. Cotality's figure is a modelled value, not simply the middle sale price.

WHAT MATTERS FOR A BUYER

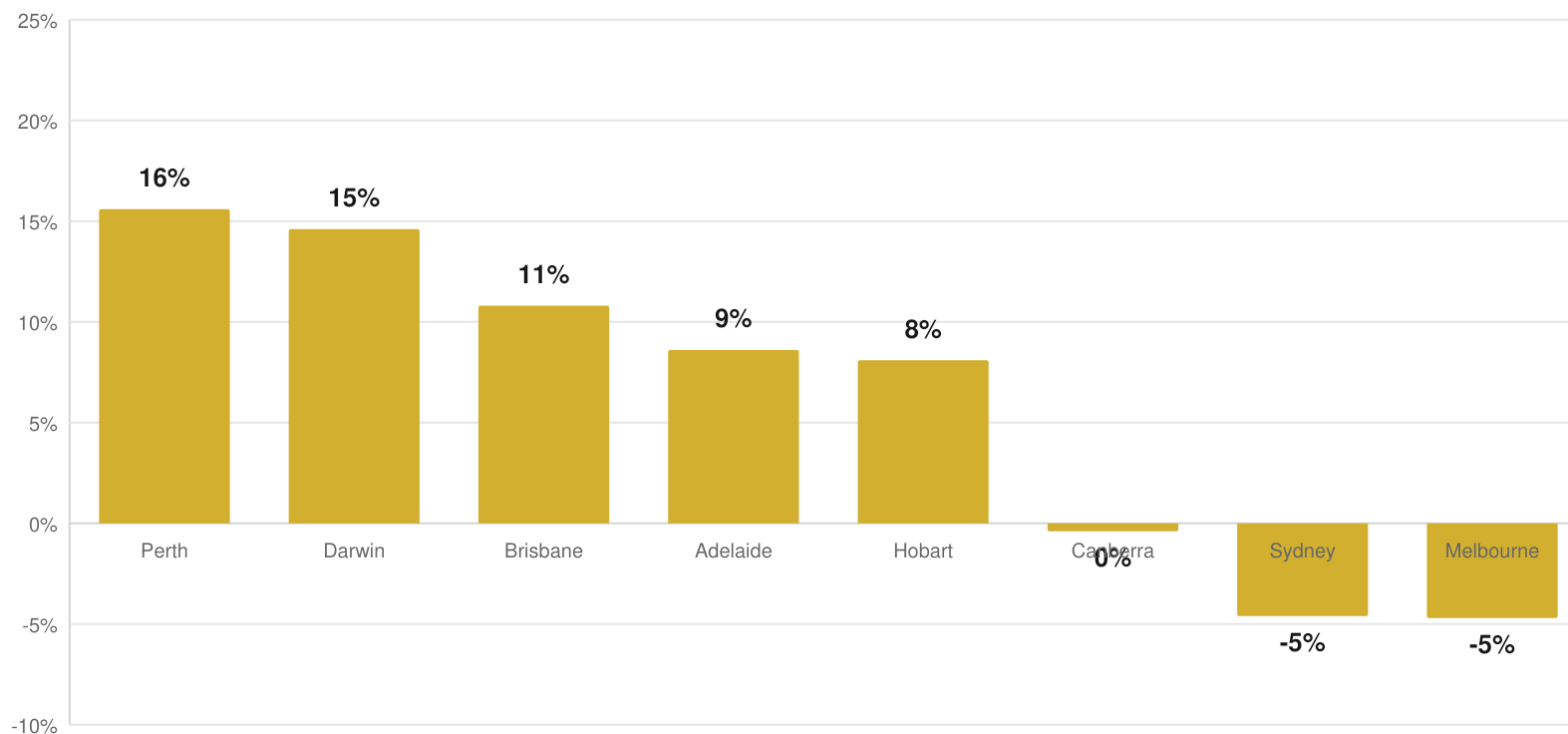
We compare houses with houses and units with units, then test the subject property against recent local sales, land, condition, location and buyer demand.

ANNUAL CHANGE IN DWELLING VALUES

Cotality Home Value Index, year to 31 August 2026.



PERSONALISED
PROPERTY SERVICES



PERTH

+15.6%

Annual change

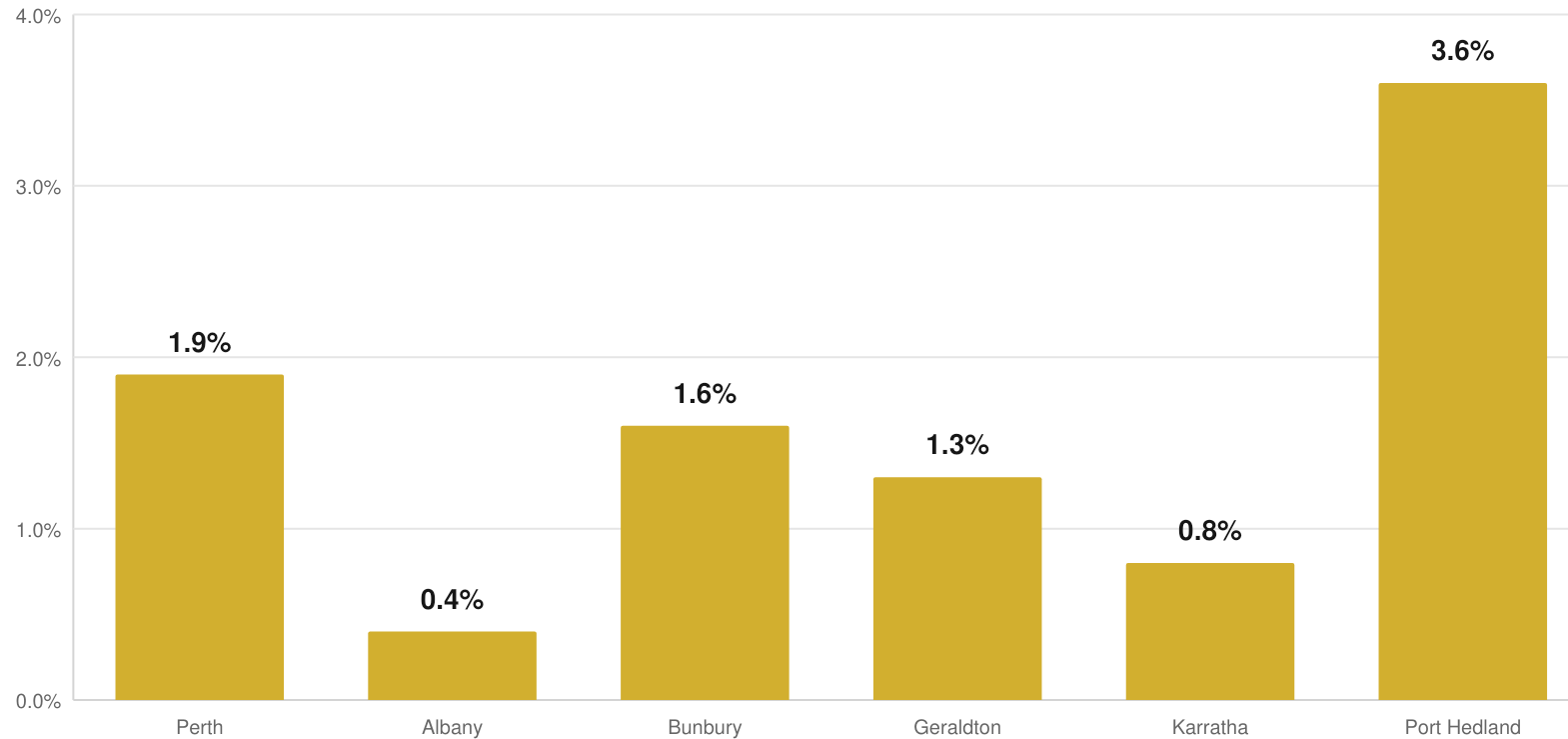
Quarter: -3.2%

Month: -0.8%

WA RESIDENTIAL VACANCY RATES



REIWA vacancy survey, August 2026. A balanced market is typically 2.5%–3.5%.



PERTH

1.9%

July 2026: 2.2%
August 2025: 2.2%

Still below REIWA's
balanced-market range.



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 48 years I have spent on this earth, 30 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!

OUR PEOPLE



PERSONALISED
PROPERTY SERVICES

A focused team with directors involved in strategy, inspection and negotiation.



Simon Deering

Co-Founder



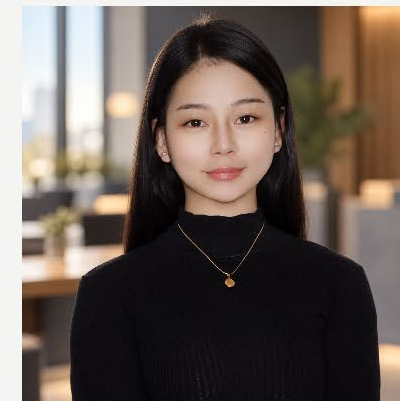
Heath Bassett

Co-Founder



Sofia

Associate Buyers Agent



Sandra

Administration Support

LOCAL KNOWLEDGE • DIRECTOR-LED ADVICE • RESEARCH • INSPECTION • NEGOTIATION

INVESTORS | OWNER-OCCUPIERS | LOCAL | INTERSTATE | INTERNATIONAL | EXPAT | SMSF | MILITARY | FIFO



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 each BA



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 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.**

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.

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

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



OUR GUARANTEE WILL GIVE YOU PEACE OF MIND

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

Personalised Experience, Outstanding Results.

- "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 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.

Gives you peace of mind from the outset — we get to work immediately, follow through on what we promise, and only take on clients whose brief we're confident we can deliver on.

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**

EXCELLENT



Based on 221 Reviews – Sept 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



PERSONALISED
PROPERTY SERVICES

What we do for you—from the first strategy meeting through to settlement.

1

CONDUCT DEEP-DIVE SESSION

Clarify goals, finance, timing and the property brief.

2

RESEARCH PROPERTIES

Assess each option against the client's strategy.

3

CONTACT SELLING AGENTS

Use our network to uncover on- and off-market opportunities.

4

DOOR-KNOCK OPPORTUNITIES

Approach suitable owners when stock is limited.

5

INSPECT PROPERTIES

Complete physical inspections, videos and condition checks.

6

CONDUCT DUE DILIGENCE

Review location, value, rental evidence, title and risks.

7

BID AT AUCTIONS

Prepare strategy and represent the client on auction day.

8

NEGOTIATE ON YOUR BEHALF

Negotiate price, conditions and settlement terms.

9

COORDINATE PROFESSIONALS

Arrange finance, conveyancing, building and pest support.

10

ARRANGE CONTRACT INSPECTIONS

Coordinate agreed inspections and specialist reports.

11

MONITOR SETTLEMENT

Track deadlines and resolve issues through to settlement.

12

CONDUCT FINAL INSPECTION

Check inclusions, condition and agreed rectification work.

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

WHAT WE CHECK FOR EVERY CLIENT



One clear research view, refreshed for the client's target suburb and property.



MARKET PERFORMANCE

- **Median house and unit prices**
- Quarterly and annual growth
- Sales volume and days on market
- Comparable sales and value range



SCHOOLS AND AMENITY

- **School zones and local options**
- Transport, shops and employment
- Walkability and lifestyle demand
- Future infrastructure and supply



RENTAL MARKET

- **Current vacancy rate**
- Median rent and rent growth
- Tenant demand and days to lease
- Competing rental supply



YIELD AND CASH FLOW

- **Gross rental yield**
- Likely management and holding costs
- Interest-rate sensitivity
- Realistic rent and maintenance allowance

The numbers are only the start—we interpret how they affect demand, risk, price and the exit strategy.

OUR RESEARCH AND REPORTS

Evidence you can see, question and keep.



PERSONALISED
PROPERTY SERVICES



SUBURB AND MARKET

Growth history, sales activity, vacancy, rents, yields and supply.



PROPERTY AND VALUE

Comparable sales, land value, condition, features and realistic price range.



PLANNING AND RISK

Zoning, title, easements, flood, bushfire, heritage and nearby development.



INSPECTION AND CONTRACT

Inspection media, building and pest, contract conditions and settlement checks.

Our recommendation links the data, physical inspection and identified risks back to your brief.

Examples Of Due Diligence Items We Check

Zoning & Development

Underground Service Checks

Bushfire Risk

Local Government
Planning & Rules

Flood Risk

Social Housing Presence

Heritage Listing

Nearby Amenities & Proximity To Transport

School - Zones

Title & Landgate Checks

Western Australia floodplain mapping



Government of Western Australia
Department of Water and Environmental Regulation



Department of
Education

Map of Bush Fire Prone Areas



DFES
Department of Fire &
Emergency Services



HERITAGE
COUNCIL

Our Research & Reports



My Folders

Manage

WorkDrive 5.0

abcjvd

Q

Record

New

3 Hopbush Lane, Yanchep, WA 6035

1 folder selected

Share

Copy link

Download

Esc X

☒

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

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City of Wanneroo Metropolitan Region Planning Scheme Map.pdf

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☐

City of Wanneroo District Planning Scheme Map.pdf

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☐

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

Wanneroo Road, Joondanna, WA 6060

Property profile: 2-bed, 1-bath unit in Joondanna, WA 6060.

Estimated rent: \$600 – \$650 per week (we’ve used \$625/week for our modelling).

• Annual rent: ~\$32,500

Major outgoings:

• Council: ~\$1,650 p.a.

• Water: ~\$1,055 p.a.

• Strata levies: \$583.33 per quarter → \$2,333 p.a.

• Reserve fund: \$600 p.a.

Total annual outgoings: ~\$5,638

Annual net rent (pre-tax): 32500 - 5638 = \$26862

That’s roughly \$516/week net after council, water and strata.

• Gross rental yield (assuming a purchase price around \$580k–\$600k): 5.4%

• Effective net yield (after all given outgoings): 4.5%

Because this building appears older and has a separate reserve-fund levy, it’s worth double-checking any upcoming or planned capital works (e.g., roof, facade, common areas), which could temporarily increase special levies (once we receive docs and conduct inspection)

Golf View Street, Yokine, WA 6060

Property profile: 2-bed, 1-bath unit in Yokine, WA 6060.

Estimated rent: \$600/week

• Annual rent: \$31,200

Major outgoings:

• Council: ~\$1,645 p.a.

• Water: ~\$992 p.a.

• Strata fees: \$754.80 per quarter → \$3,019 p.a.

Total annual outgoings: ~\$5,656

Annual net rent (pre-tax): 31200 - 5656 = \$25,544

That’s roughly \$491/week net after council, water and strata.

• Gross rental yield (with the current listing guidance “offers in the \$500,000s”, we’ve used \$540k as a working figure): 5.8%

• Effective net yield: 4.7%

Overall:

The Joondanna unit has a slightly better cash flow and net rent, but carries an extra reserve-fund levy that’s a permanent cost.

The Yokine unit is likely to be a bit cheaper to buy, giving a slightly better gross yield, but its higher strata fees eat more from your weekly rent.

Metric	4/39 Wanneroo Rd, Joondanna	7/54 Golf View St, Yokine
Est. weekly rent	\$625	\$600
Annual rent	\$32,500	\$31,200
Total annual outgoings	~\$5,638	~\$5,656
Annual net rent (pre-tax)	~\$26,862	~\$25,544
Working gross yield	~5.4%	~5.8%
Effective net yield	~4.5%	~4.7%

Properties

8 Honeypot Way Churchlands WA null

Property Documents

Unread (99+)

Record

1

Name	Last Modified
Potential Damage Info & Photos Uploaded by Ish Sikka	Feb 14 by Ish Sikka
Inspection Video.mov Uploaded by Ish Sikka	Feb 14 by Ish Sikka
BYDA Responses - Enquiry 52322379.pdf Uploaded by External User (Guest #1)	Feb 9 by External User (Guest #1)
Amenities.pdf Uploaded by External User (Guest #1)	Feb 9 by External User (Guest #1)
Transportation.pdf Uploaded by External User (Guest #1)	Feb 9 by External User (Guest #1)
School Zone.png Uploaded by External User (Guest #1)	Feb 9 by External User (Guest #1)
Fire Zone.png Uploaded by External User (Guest #1)	Feb 9 by External User (Guest #1)
Flood Zone.png Uploaded by External User (Guest #1)	Feb 9 by External User (Guest #1)
Suburb Profile (Churchlands WA).pdf Uploaded by External User (Guest #1)	Feb 9 by External User (Guest #1)

PERSONALISED PROPERTY SERVICES

Document & Resource Checklist

Thursday, June 26, 2025

PERSONALISED PROPERTY SERVICES

Post-Inspection: Due Diligence #2 Checklist

To Be Completed Subsequent To Conducting Initial Property Inspection.

Thursday, June 26, 2025

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 purchased)		✓		Requested.
Titles and notifications/attach ments		✓		Requested.
Structural 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

Post Inspection - Inspection Items & 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 (read and report)

Title Searches: Verifying property ownership, encumbrances, covenants, financial disclosures, 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

6004

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	

Example Of A Post-Inspection Report

Example Of A Property Research Folder

| INVESTORS | OWNER-OCCUPIERS | LOCAL | INTERSTATE | INTERNATIONAL | EXPAT | SMSF | MILITARY | FIFO

Excellence in Property Acquisition



PURCHASES
Over 500



IN PROPERTIES PURCHASES
Over \$463,000,000



OFF-MARKET PROPERTIES
42% to 46%



AVERAGE PURCHASE
PRICE
\$927,597



INVESTORS | OWNER-OCCUPIERS | LOCAL | INTERSTATE | INTERNATIONAL | EXPAT | SMSF | MILITARY | FIFO

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



Clear fees, with the commitment fee credited toward the total.

COMMITMENT FEE

\$2,200

Including GST

**Paid at engagement and
credited toward the total fee.**

TOTAL SERVICE FEE

2.2%

**of the purchase price
including GST**

The remaining balance is
payable in accordance with the
buyers agency agreement.

\$800,000 EXAMPLE

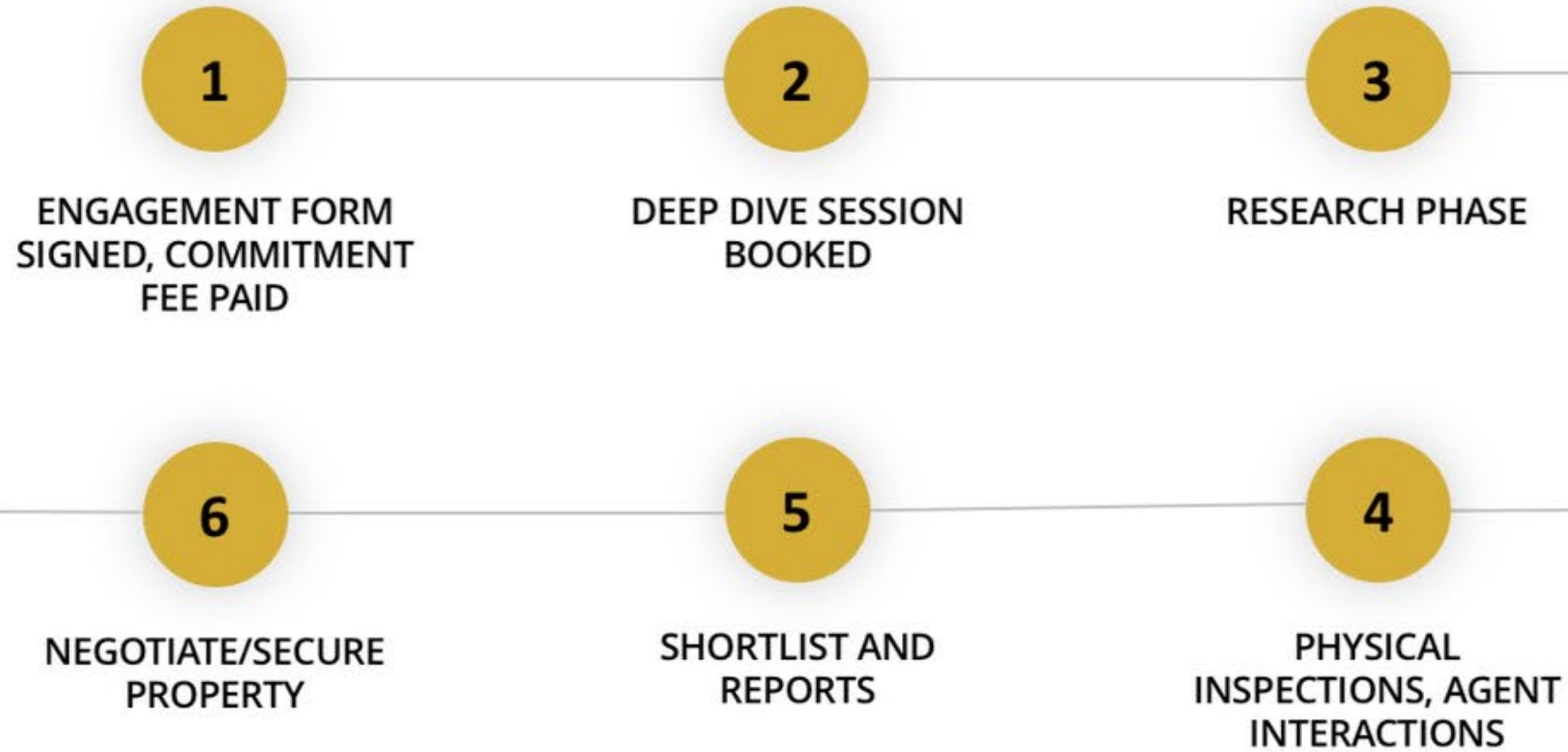
\$17,600

total fee including GST

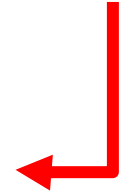
Less \$2,200 commitment fee

BALANCE: \$15,400

Fee terms are governed by the executed residential buyers agency agreement.



2-6 weeks
generally



4-6
weeks



Questions?

What Happens Next?