

hjbyrne
ESTATE AGENTS

TRUSTED SINCE 1857



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ABOUT US

HJ Byrne Estate Agents are an independent Estate Agency designed for the 21st Century.

Our story began in 1857 in Bray, Co. Wicklow and with every sale and letting since then our reputation is further strengthened. That reputation is built on offering a tailored and personalised client service. We achieve this by combining experience, local knowledge, expert valuations and an individualised marketing strategy for all properties entrusted to us. Our business has grown significantly in recent years with branches now located in Phibsborough, Clondalkin and Sandyford, as well as our original location in Bray.

Our promise is that we will maximise the value of each and every property handled by us, whether that is a sale or a letting, residential or commercial.

HJ Byrne Estate Agents are innovative, enthusiastic, trustworthy and transparent. Our focus is on delivering modern market-driven solutions, coupled with a history steeped in success.



MEET THE TEAM

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TESTIMONIALS

Buying a house can be very draining but Peter was very nice and kind to us throughout the whole process and always made himself available to answer all our questions and explain us everything.

- Marta L

An absolute pleasure to deal with, professional and knowledgeable. Would definitely recommend.

- Mel Grant

Fantastic service. Staff are extremely experienced and a pleasure to deal with.

- Lisa Mcveigh

I have worked with Anne at HJ Byrne in Clondalkin for years now and she will do her very best to find the exact right property for you. And the exact right buyer for sellers. Excellent work ethic and great people skills also, highly recommend.

- Intelligent Property Training

Outstanding service from the very first call. The team are super-efficient whilst providing a first class service. It is obvious that the team work closely together so that everything is seamless I am more than impressed. I have just successfully closed on a sale today and I don't believe it would have been so easy if it hadn't been for HJ Byrne.

Thank you Brian Lynch and team.

- Louise Lawlor



WHY SHOULD YOU CHOOSE US?

Selling your property is one of the most important financial events of your life and so it is only right that you choose an Estate Agent that has your best interests at heart.

Everything we offer is designed to achieve the best possible price for your home and we will not settle for anything less than what your property deserves.

Our friendly, professional staff will be with you from start to finish, bringing their years of experience to the table and ensuring that your sale goes through smoothly and promptly.

Take a look further into our brochure to see what we can offer you.



SOCIAL MEDIA MARKETING

We will advertise your property prominently on our own website, which can be easily found and is easy to navigate. We will also advertise within portal websites such as Myhome.ie and Daft.ie, as well as listing your property on our Facebook, Instagram, LinkedIn and Twitter pages, therefore giving you maximum exposure in the digital world.

AERIAL PHOTOGRAPHY

We use locally based CAA licenced pilots to fly drones which capture high quality videos and images outside your property as well as inside the house. Our film industry experts produce high quality video presentations of all around your home.

With today's buyers using the internet far more to find their next home, they demand more online tools at their fingertips, especially video to appreciate a real life feel for your property.

Aerial photography is revolutionising the property market. Buyers can easily see your property, its grounds and the surrounding area all at the same time. This cutting edge photography really can make your property stand out from the crowd.

PROFESSIONAL PHOTOGRAPHY

The use of high quality photographs is vitally important in order to ensure it appeals to as many viewers as possible and also to make sure that your property stands out from others on the market.

After viewing a property, buyers often return to view the online listing and so it is important that positive first and lasting impressions are made through crisp, well-lit photos that enhance each room's potential.

As an estate agent, we continually invest in the latest equipment and software to ensure that your property is marketed at its best. We pride ourselves on attention to detail and our ability to advise on how to prepare your property for its photoshoot.

ONLINE VIRTUAL TOUR

It is important that buyers find it easy and straight-forward to view your property at its best. Our interactive virtual tours allow potential buyers to take a tour of your property without having to move an inch! This allows the buyer to view rooms at their own leisure.

OUR GUIDE TO SELLING YOUR PROPERTY

Our strong local knowledge and our even stronger customer relationships mean no detail is overlooked. We are proactive throughout the entire sales process from start to finish, working together with our clients to achieve their goals and aiming to exceed client expectations.

THE VALUATION

Your home is important to us. We visit your property and carry out market research to formulate a realistic valuation marketing price on your home.

FIRST IMPRESSIONS

Creating the right first impression is very important when selling your property. We can give you advice and guidance on how to create the best ambience within your home.

PHOTOGRAPHY

The best agents will only use the highest quality images to present your home. First impressions do count, therefore, we want to ensure the photographs leave a lasting impression with potential buyers.

MARKETING YOUR HOME

Marketing your home well is essential to us. A variety of property brochure styles are available if this is something you are interested in, and details of your property will be placed in our office window display.

FLOOR PLANS

We create individual floor plans for each property to allow buyers to visualise the layout of your home and envisage how they would live there.

SALE BOARDS

We understand that the 'For Sale' board still proves itself as a strategic way of advertising your home. It generates interest through word of mouth from neighbours and passers-by to potential buyers.

EMAIL MARKETING

We have a database of our clients and are able to match potential buyers with your home. This proactive approach ensures each prospective buyer is contacted by a personal call or email to let them know your property is on the market.

ACCOMPANIED VIEWINGS

We believe that accompanied viewings are the best way to sell your home. Our experienced team understand the skills involved in showing your property with maximum effect to a potential buyer.

All viewers are screened before they view your property to establish their name, contact details and buying position. Viewings arranged in advance and at a mutually agreed time and will be followed up for feedback.

OFFERS

When we receive an offer from a potential buyer, we will let you know immediately and will negotiate on your behalf to reach a price that is acceptable to you. We will always give you our honest recommendations on each offer made.

CONTRACTS FOR SALE

Early instructions to your appointed solicitors to prepare contracts for sale and ensure Title Deeds are accessible, can greatly speed up the conveyancing process.

ACCEPTING AN OFFER

When an offer is accepted, respective solicitors are then notified and will begin the conveyancing process. If you do not have a solicitor, we will be happy to make recommendations.

COMPLETION DAY

From having your offer accepted to the date of completion usually takes several weeks. Within that timescale, lawyers perform their searches, and then the bank finance can all be put in place, if a mortgage is required.





WHY DO WE NEED FLOOR PLANS

Floor plans are just as important as images, if not more so. A floor plan is a fact that potential buyers can rely on. Images of rooms can be altered, enhanced, taken in flattering light or taken at good angles to make the property appear more attractive or spacious than it actually is. Because of this, buyers may be more inclined to view a property if they have had sight of a floor plan and therefore this is preferable when marketing a property.

Potential buyers / tenants want as much relevant information as possible when they are looking for a property and giving the dimensions of a floor plan can be essential. Floor plans showing room measurements, window and door placements allow potential buyers to imagine where their own furniture will go, and how they would use the space. Once they have started envisioning their life in this home, an emotional attachment to the property is more likely to form, making the decision one step closer!

Floor plans with dimensions are not only useful in the viewing stage, it can be useful once the property is either purchased or rented for furnishing.

THE IMPORTANCE OF KERB APPEAL

FIRST IMPRESSIONS COUNT

The front of your home is the first thing that buyers will see when they arrive. Buyers will immediately start assessing the property, starting with your kerb appeal; this includes your front door, front garden, right down to the gutters and pointing on the exterior.

The initial reaction is probably one of the most important. It sets the tone for the viewing and will have an effect on how buyers perceive the rest of the property.

If the first impression of the property is a negative one, the rest of the home will be tarnished with the same brush!

MIRROR IMAGE

The condition of the exterior usually mirrors the interior. This means that if you have an unmaintained garden with long grass and weeds, the interior decoration, such as paint, is most likely faded or peeling and the plaster most likely cracking. The maintenance gives the buyer an idea of the type of person that has been living in the house before them and whether they have been taking care of it or neglecting it.

DEAL BREAKER

There will be buyers that will not even bother entering a property to see the rest of the home if they aren't happy with the kerb appeal. If the exterior is unimpressive then the buyers are likely to assume that the interior will not be worth seeing.

STAND OUT FROM THE CROWD

If your kerb appeal is bland then it will make the property forgettable. However, if your kerb appeal looks great with vibrant landscaping and a freshly painted exterior then it will stand out from all of the other listings.

INCREASED VALUE

It's the small details that can reduce the perceived value of a property, so don't overlook the weeding and the extra hanging basket that might just make all the difference. Buyers look at everything as they are walking up to the front door, so if the kerb appeal has any issues, you can bet that they will notice them! Any problems will register in a buyer's mind as reducing the value of the home.



PREPARING YOUR HOME FOR SALE

When buyers are looking for a new home, you want to do everything you can to show them your property's potential.

Helping buyers to picture themselves living in your home not only means you receive better offers, but that you sell more quickly too. Here we share our top tips to prepare your home for sale:

DECLUTTER

Buyers can often struggle to see past furniture and personal items, and these things can make rooms feel small. Consider renting some external storage space to house items until you move, but try to strike a balance – remember, people often buy into a lifestyle. Try and show them your home life at its best.

A FRESH LICK OF PAINT

Creating the right first impression is very important when selling your property. Giving your walls a fresh lick of paint is all it takes to brighten up your room and can make all the difference when it comes to creating the right first impression.

FIRST IMPRESSIONS COUNT

Buyers will often drive past a property to rate its kerb appeal before they express any interest. Tidy up the garden or driveway, clean the windows, and give the front door a spruce with some fresh paint.

FIX, FIX, FIX

Small outstanding repairs can be easy to ignore when you see them every day, but when a buyer comes to look around your property they can make the place look quite tired. Look around every room in your home, make a list of quick-fixes and get them sorted.





CONSIDERING & ACCEPTING AN OFFER

CONSIDERING THE OFFER

It is normal practice for buyers to offer 5-10% less than the advertised asking price so don't be surprised if initial offers are a little low.

There is no need to accept or reject an offer straightaway, it is perfectly normal to think things over for a day or two.

It is a good idea to find out from your estate agent the buyer's position first before making any decisions as there are other important factors to keep in mind when deciding who to sell your house to:

WHAT IS THE FINANCIAL POSITION OF THE POTENTIAL BUYER?

- Do they have to sell a home in order to move?
- Are they a cash buyer?
- Do they have a mortgage approved in principle?

WHAT ARE YOUR BUYER'S TIMESCALES FOR MOVING?

- Do they need to move quickly?
- Are they part of a chain?
- Are they flexible on a move date?

ALSO CONSIDER YOUR OWN POSITION

- Do you have to move quickly in order to secure your next house? If so, then you may be more interested in accepting an offer from buyers who are not part of a chain.
- If you are in no hurry to move, then you could hold out for a higher offer.

A buyer who is not part of a chain and who already has a mortgage approved is a more favourable purchaser than someone who needs to sell their own home in order to fund the purchase, and who hasn't yet got a mortgage approved.

ACCEPTING THE OFFER

If you do accept an offer it is usually 'subject to survey or engineers report,' which means as long as the survey doesn't throw up any surprises, the buyer will keep their offer.

The accepted offer is not legally binding until contracts are exchanged.



THE BUYING PROCESS

ARRANGING YOUR MORTGAGE

Before you begin the search for your ideal property, it is recommended that you speak to a mortgage advisor to obtain information on what price range you can search. We can recommend a local broker to help you with this.

ARRANGE VIEWINGS ON SUITABLE PROPERTIES

Once you have decided what type of property and the price range you are searching for, you can then start arranging to view some properties you are interested in. You may wish to second view the property before making an offer to ensure it is the right property for you.

MAKE AN OFFER

Once you have decided which property you want to buy, you can then make an offer to the estate agent. The estate agent will most likely require information from you including your mortgage details. If you have sold your property, you may be asked for details regarding your sale.

INSTRUCT A SOLICITOR

Once you have had an offer accepted on a property, this is the stage you instruct a solicitor to act for you. We can recommend you a couple of local solicitors to help you with this if needed. Once both the buyer and seller have instructed a solicitor, the estate agent will then send a memorandum of sale to all parties involved to initiate the start of the sale.



APPLY FOR MORTGAGE

Once you have instructed your solicitor, you will then need to arrange another visit with your mortgage advisor. This will be to apply for your mortgage. The mortgage company will instruct a valuation survey on the property you are purchasing.

CONVEYANCE

While applying for your mortgage, your solicitor will begin the conveyance process. Once your solicitor has completed the relevant paperwork and they are happy with the purchase, they will ask you to sign the contracts. The conveyance process can vary dramatically in regards to time frames due to every purchase being different.

EXCHANGE OF CONTRACTS

Once your solicitor has received your mortgage offer and both solicitors hold signed contracts, they can exchange contracts. A moving / completion date must be agreed before exchange of contracts. Once you have exchanged contracts you will be in a legally binding contract to buy the property.

COMPLETION

This is the day that you legally take ownership of your new property. You will generally collect the keys for your new property from the estate agent.



SELLING, BUYING & ONGOING COSTS

SELLING COSTS	SALE PRICE €	ESTIMATED COSTS
Solicitors Fees		€
Estate Agents Fees		€
Marketing Fees		€
Pre-marketing work / storage / cleaning required		€
TOTAL SELLING COSTS		€

BUYING COSTS (INITIAL)	PURCHASE PRICE €	ESTIMATED COSTS
Deposit		€
Stamp Duty		€
Mortgage Lender's Valuation		€
Homebuyers Report or Building Survey		€
Solicitors Fees		€
Legal Searches		€
Mortgage Lender Fees (if applicable)		€
Land Registry Fee		€
Mortgage Advisors Fee		€
Buyers Protection Insurance		€
Removals Costs		€
Other		€
TOTAL BUYING COSTS		€

ONGOING COSTS (MONTHLY)	ESTIMATED COSTS
Mortgage Payments	€
Repayment Plan (interest only mortgages)	€
Personal Insurance, Including Life Assurance, Critical Illness Cover Family Protection and Income Protection Benefit	€
Building & Contents Insurance	€
Childcare	€
Local Property Tax	€
Travel Costs (car, petrol, rail, other)	€
Utility Bills: gas, water, phone, broadband, electricity, loans & credit cards	€
TOTAL ONGOING COSTS	€

MOVING CHECKLIST

Moving your life into a new home can be stressful, making it hard to remember all of the important tasks that need completing before the big day. Our moving checklist will hopefully relieve some of that stress, helping to make your move the enjoyable experience that it should be.

2-3 MONTHS BEFORE YOUR MOVE

- Ask your employer if they offer relocation assistance.
- Look for a new school and transfer your children's records.
- Conduct research on removal companies. Obtain quotes from at least three companies.
- Start decluttering. Go through each room, one by one and identify items to sell, donate or throw away.
- Create a folder with important documents, company quotations, contact information, contracts significant dates etc.
- Check your life and home insurance policies to ensure you are covered.

5-6 WEEKS BEFORE YOUR MOVE

- Decide on a removal company.
- Gather packing materials from the removal company or from an alternative source.
- Make a complete inventory of your belongings.
- Begin packing, working room by room. Start with items that are not immediately necessary.
- Check for parking restrictions in the area of your current and new home.

1 MONTH TO GO

- Book time off work for before and after your move.
- Give notice to cut off certain services such as television, telephone and internet to avoid extra charges (after exchange of contracts).
- If you are renting, inform your landlord of your moving date.
- Make arrangements for childcare and pet care during your moving day.
- Start emptying your fridge, freezer etc.
- When you have exchanged, confirm the moving day with your removal company.
- Inform utility companies, banks, friends and family of the move and change of address.
- Create an information pack for the new owners. Include instructions for appliances, contact information for utility companies, rubbish collection schedules etc.

2 WEEKS BEFORE YOUR MOVE

- Look at potential new utility providers at your new home for better deals.
- Pay outstanding bills and cancel or relocate your subscriptions for newspapers, magazines etc.
- Redirect your post.
- Continue packing as much as possible. Don't be afraid to ask for help from friends and family.



1 WEEK BEFORE

- Confirm the final details of the moving day with your movers.
- Create a list of boxes corresponding with rooms. Match via colour labels to your boxes.
- Clean and defrost your fridge and freezer.
- Do as much laundry as possible.
- Pack your most important documents in a safe assessable place. This includes passports, driving licences, birth certificates and insurance papers.
- Pack an essentials box for your first few days at your new home.

1 DAY BEFORE YOUR MOVE

- Take a thorough walk around your house. Take your time and check all areas.
- Pack a box with tools, scissors, pens etc that you may need on the day.
- Make sure your mobile phone is fully charged.

ON YOUR MOVING DAY

- Strip the beds and pack the linen in clearly marked boxes.
- Record your meter readings to ensure that you are not charged for usage that is not yours.
- Be present when the movers arrive.
- Take one last look around your house for forgotten items and to make sure all appliances are switched off.
- Give your movers emergency contact information and make sure they know the address of your new home.

ONCE YOU ARE IN YOUR NEW HOME

- When the movers unload your valuables, check for damage.
- Start unpacking your belongings, starting with items you immediately need.
- Reference your inventory list to assess any damage and missing items.
- Take note of the utility meter readings in your new home.
- Make sure all keys to your property work properly.
- Plug in all appliances and electronics.
- Check that the hot water and heating in your new home is working.
- Introduce your children and pets to their new home.

DAYS AFTER YOU HAVE MOVED IN

- If you notice any damage or faults that did not previously exist or were missed, contact the removal company or surveyor immediately.
- Involve your children in organising their new rooms.
- Meet the neighbours.
- Take your time unpacking.
- Explore your new area.
- Relax and enjoy your new home!





LETTINGS

Moving your life into a new home can be stressful, making it hard to remember all of the important tasks that need completing before the big day. Our moving checklist will hopefully relieve some of that stress, helping to make your move the enjoyable experience that it should be.

QUALITY TENANTS

We aim to maximise our landlords' investment return by letting their property to both good quality corporate and private tenants, many of whom we have dealt with before. We understand the importance of looking after and retaining good tenants.

MARKET KNOWLEDGE

Letting a property successfully is all about market knowledge. We know our market better than anyone and we take the time and put our energy into getting to know you and your property. We will help you navigate the multiple legal and regulatory responsibilities that go with being a landlord.

HASSLE FREE SERVICE

Our focus is on delivering a seamless and hassle-free service that starts the moment you pick up the phone to request an appraisal on your property.



PROPERTY MANAGEMENT

We manage one of the largest portfolios of properties across Dublin and beyond for single property landlords, high net worth individuals and funds. We know and understand the Dublin rental market better than any other agent.

WHAT CAN YOU EXPECT FROM US?

Tenant retention

High tenant turnover is very expensive for landlords. We will help you retain tenants in the following ways:


- A smooth move in.
- We will deal with any maintenance issues quickly.
- We identify any concerns before it's time to renew, which will increase your retention rates.


A DEDICATED POINT OF CONTACT

When letting a property with us you will have one dedicated point of contact within our lettings team from the start and they will begin by learning as much as they can about your property, what you want to achieve from the tenancy and will provide you with valuable, experience-led letting advice.

INDEX OF LOCAL BUSINESSES

BUSINESS NAME	BUSINESS TYPE
Aidan T. Stapleton Solicitors	Solicitors
Buckley Partnership Architects	Architect
Decor 24	Bathrooms / Tiling & Flooring / Painting & Decorating
Get House Survey	Building & Land Surveyors
Lawplus Solicitors LLP	Conveyancing Services / Solicitors / Mortgages
Prendergast Maguire Financial Services Limited	Financial Services / Mortgages





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T: 01-6797939

ATS is a fresh, dynamic, results driven legal practice conveniently based in Dublin City Centre. We act with honesty, integrity and diligence, and we constantly strive to meet and exceed our clients' expectations.

**WHEN IT MATTERS MOST, WE'RE HERE TO HELP.
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ATS: Suites 130 – 132, The Capel Building, Mary's Abbey, Dublin 7, DO7 R7DF
E: info@astapleton.com **W:** www.stapletonsolicitors.ie



At **DECOR24**, we pride ourselves on exceptional quality and trustworthy services. We believe that every installation and renovation should be aesthetic and functional to your home and individual requirements.

We are a tight knit company, therefore you will deal with our team from start to finish on your project. We are a fully licensed, fully insured and registered bathroom installation company.



BATHROOM RENOVATIONS

We understand that trying to design a new bathroom or renovate your existing bathroom can be difficult and stressful. At Décor24 we take the stress and hassle out of the process.

Our bathroom installations and renovations are done with utmost skill and attention to detail, we make sure that your newly fitted bathroom is luxurious yet functional, exceeding your expectations in every way.



0861707014
DAVE



0861707014
DAVE

HOME RENOVATIONS

TILING AND FLOORING

Décor 24 provides tiling and flooring services for both residential and commercial projects. We believe in providing exceptional customer experience by working with you to find the best solution to fit your needs right from consultation through to the completion of your project. With over 20 years' experience to offer, **we specialise in:**

- Bathroom tiling
- Kitchen tiling
- Outdoor tiling, plus more outdoor services
- Floor tiling
- Wall tiling
- Natural stones
- Mosaic tiles
- Adhesive and finishing
- Laminate flooring
- Luxury vinyl
- Herringbone flooring
- Waterproof flooring
- Lightwood flooring
- Solid and engineered wood flooring
- Gym flooring

PAINTING & DECORATING

Decor24 has been providing interior and exterior painting and decorating services for over 20 years. Our repertoire ranges from small bungalows to large blocks of apartments, schools, churches and retail outlets. We listen to our customers to understand their painting and decorating requirements and endeavour to have minimal disruption to your usual operations while we carry out your project.

**OUR PRICES ARE
EXTREMELY COMPETITIVE!**

**WE WILL ALWAYS BEAT
BIG COMPANY PRICES!**



Prendergast Maguire

FINANCIAL SERVICES LIMITED

• *Mortgages*



Prendergast Maguire Financial Services Ltd are a mortgage broker with an office based in Wicklow, but with a team of mortgage professionals who are available to meet you at a time and location that suits you!

A good mortgage broker will have access to all the market lenders, and we at Prendergast Maguire Financial Services have built up a wealth of knowledge and experience to guide clients through the mortgage process. We are one of a small number of brokers who deal with every mortgage lender in the intermediary market.

We at Prendergast Maguire Financial Services Ltd believe a free no obligation pre application meeting with a mortgage advisor is vital. The meeting will cover all the key areas that banks are looking for and identify the most appropriate lender for your requirements, and also the most appropriate time to submit an application. We'll search all major Irish lenders to find the mortgage that's best for you, guiding you through the whole process.

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Brendan Maguire QFA
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Call: 01-281-9238 | Email: info@pmfs.ie

Prendergast Maguire Financial Services is regulated by the Central Bank of Ireland



LAWPLUS

SOLICITORS LLP

*expertise and excellence in Conveyancing
And we don't say that lightly...*

We say it because we've been doing it since 1989.

Your 'moving experience', in our experienced hands, will be with minimum stress.

Our dedicated Property Team led by Clifford Sullivan Solicitor (Partner in LawPlus) will get you moving without delay.

- SALES OF NEW AND SECOND-HAND PROPERTY
- PURCHASES OF NEW AND SECOND-HAND PROPERTY
- MORTGAGES/ REMORTGAGING/ MORTGAGE SWITCHING
- EXECUTOR SALES
- TRANSFERS INTO JOINT NAMES/
DEEDS OF FAMILY ARRANGEMENT

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- ☑ 5 Star Google Rating! ★★★★★



Pre-Purchase Survey:

- Standard size property
- Up to 200 Sq meters
- €599 incl. VAT

Pre-Purchase Survey:

- Large size property
- 201 to 350 sq meters
- €699 incl. VAT

Snag List:

- Suitable for all new build properties
- €449 incl. VAT

BOOK NOW!

Go to: GetHouseSurvey.ie

Email us: info@gethousesurvey.ie



NOTES AND REMINDERS





Buckley Partnership Architects



hjbyrne
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