



LcKrealestate.com

My Guide *for* Buyers





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*We should talk!*TM



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About Me... *Bringing the Human Touch*

Before diving into real estate, I was an entrepreneur, and ran an organic food business selling Trinidadian roti, curries, and pepper sauce at Toronto organic farmers' markets. I carried that same passion for community and quality service over when I earned my real estate license, and founded LcK Real Estate.

I derive such joy and excitement helping people buy, sell and invest with confidence. I truly appreciate the power of real estate ownership in creating intergenerational wealth, and I love helping people get to that place for themselves.

At the heart of my work is getting to know you—your family, your lifestyle, your hopes and dreams for this next chapter. From there, I bring the full scope of my expertise to the table, including a deep understanding of current market trends, up-to-the-minute access to thousands of properties, my strong negotiation skills and a search strategy tailored specifically to your needs.

Relationships are everything in real estate. You can count on my professionalism and people skills to create smooth, positive interactions with listing agents along the way. Buyer's agents are called cooperating agents for a reason - we have to work together to steer the ship right!

Working with LcK Real Estate means you're working directly with me. I value inclusivity, authenticity, and genuine connection. My goal is to make sure you feel empowered, informed, and supported—from the first conversation, to the closing day celebration, and long after the keys are in your hand.

We will work together to get you the best deal possible in today's market.

We should talk![™]

Property.ca
Brokerage Inc.

#1 Google-ranked
real estate
website in
Toronto

1.5M+
registered users

2M+
sessions per month

About Property.ca Inc.

Toronto's Real Estate Leaders - More expertise. More insights. More guidance

When you choose to work with me and LcK Real Estate, you are backed by a full-service real estate company, Property.ca, my brokerage.

This company is more than you think – and always more than you expect! We built out two powerful websites from scratch – property.ca, and condos.ca – which are packed with rich market data, get millions of visitors, and have generated billions in sales. That is power at your fingertips.

This company stands at the forefront of Toronto's proptech scene, and brings to you a powerful amalgam of sophisticated web tools and market insights, curated service, and in-house marketing solutions.

Through a blend of state-of-the-art technology, personalized service, and experienced staff who understand the nuances of the market, I'm able to anticipate your needs during the buying journey. I am also fully equipped to address them, so you feel empowered to make informed decisions and achieve your real estate goals.

I am your guide, your partner, your advocate. And Property.ca is the tech-forward, full-service brokerage that's empowering your decisions – and helping you build your future.

I've put together this guide to help you with everything from finding the right neighbourhood, to understanding taxes, and what it looks like for you to buy a property in today's market.



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The Buying Process



STEP 1

Choosing the right REALTOR®

When it comes to choosing a great real estate agent, your best bet is someone who focuses on the job full-time, and who really knows the area, the property type and (if you're buying a condo), the specific buildings you're interested in. You need a full-time agent who has the skills, tools, and expertise to help you navigate today's competitive marketplace.

In me, you'll find all those boxes ticked, as I am immersed in the market every day!

The LcK Advantage

As a full-time realtor, I have experienced the ups and downs of many different markets. My job is to ensure that you get the best possible deal in the current market on your next purchase. Matching needs with market conditions takes some finesse, and I have the hours under my belt, the market experience and the negotiating skills to help you get your deal done, and walk away feeling happy and satisfied that you had a strong advocate in your corner when it counts.

Dedicated team

As an agent of Property.ca, I'm backed by a dedicated in-house team that handles paperwork, marketing, and other essential tasks, allowing me to focus entirely on finding you the perfect property. I also have access to a trusted network of experts you will need, including lawyers, mortgage specialists, contractors, and moving companies, ensuring a seamless and comprehensive experience from start to finish.

What is a Designated Buyer Representation Agreement?

A designated Buyer Representation Agreement is a legal contract that grants your REALTOR® – me, the exclusive right to represent you and offer expert advice. By signing this agreement, you become my client, gaining access to a high level of service and commitment. The document clearly outlines the fiduciary duties and obligations I owe you, ensuring I act solely in your best interest. I will guide you through the terms and conditions to ensure mutual understanding and agreement.

STEP 2

Creating your personalized buying plan

When you choose to work with me, I will design a tailored plan that aligns with your specific property preferences, desired neighbourhoods, and budget. You'll receive custom listing alerts, ensuring you're the first to know about new properties that match your criteria.

STEP 3

Securing your mortgage pre-approval

Getting a pre-approval ensures you know exactly how much you can afford, giving you confidence as you begin your search. We strongly recommend getting pre-approved before starting your property search to avoid the disappointment of falling for homes beyond your budget. Need a mortgage specialist? I can connect you with trusted professionals.



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STEP 4 Choosing the right neighbourhood

Finding the perfect neighbourhood starts with exploring a variety of areas and properties to see what resonates with you. While it's easy to become set on a specific neighbourhood, expanding your search can lead to discovering hidden gems in places you might not have considered. I will provide valuable insights, including average prices, trends over time, comparisons with similar properties, and much more. And remember: you can visit our websites – property.ca, and condos.ca – to conduct your own research.

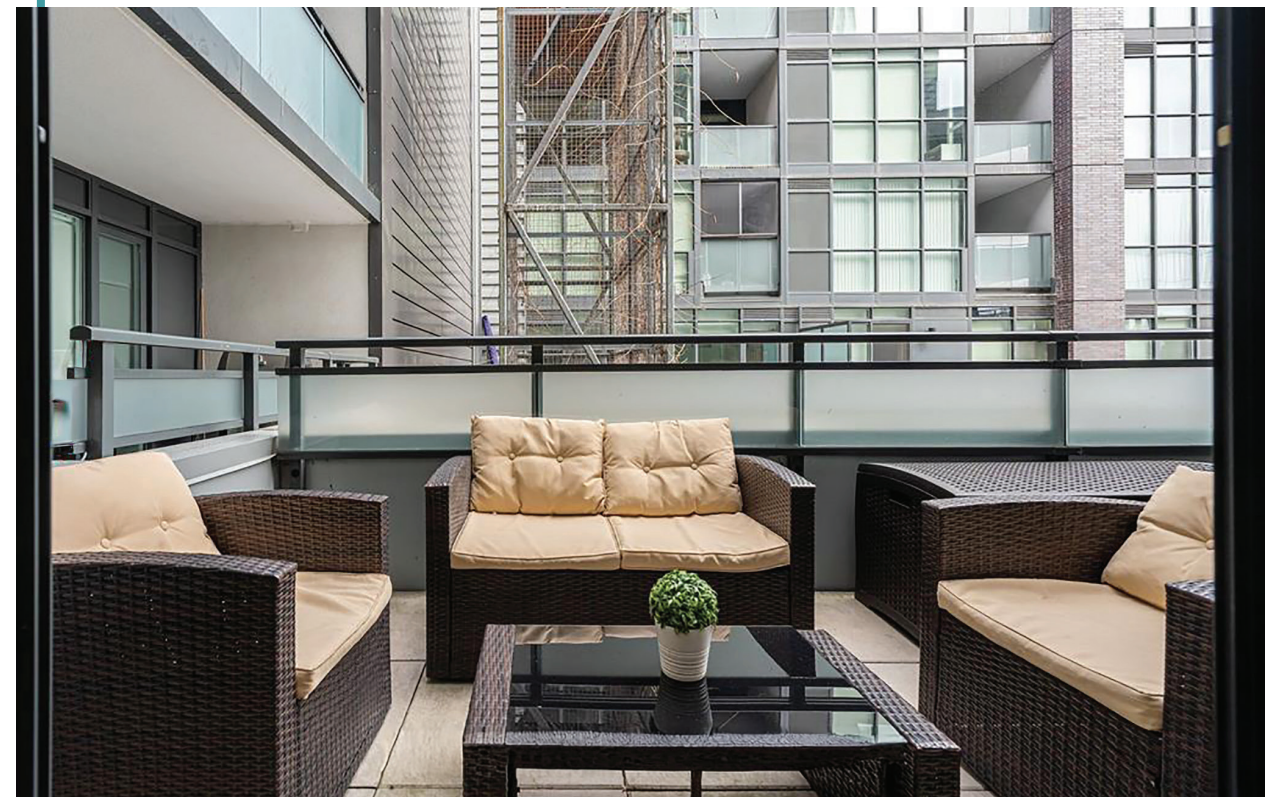
When selecting a neighbourhood, consider what matters most to you. Are local shops and restaurants within walking distance a priority? Do you need access to parks for running or walking your dog? Are good schools a must? Is proximity to transit or highways essential? Here's a quick checklist to help you identify your must-haves:

- Schools and daycare
- Parks and playgrounds
- Transit options
- Highway access
- Walkability
- Proximity to work
- Fitness facilities
- Grocery stores
- Dining and entertainment
- Places of worship

STEP 5 Finding your perfect property

Our info-packed websites make it easy to search by price, property type, size, neighbourhood, and more. You can also use advanced filters for square footage, parking, and condo amenities, and set up alerts for new listings that match your criteria.

I may even know about listings before they hit the market, giving you a competitive edge. Plus, all our sites provide access to values, trends, and historical sold data, so you can make informed decisions and buy smart.



We should talk![™]

STEP 6 Making an offer

Once you've found the right property, it's time to make an offer. I will help you assess the property's market value and develop a strategy based on current conditions and competition.

In a sellers' market, I might suggest offering above asking or making a bully offer to get ahead. In a buyers' market, offering below asking or adding conditions might be possible. I will draft a strong written offer, known as the Agreement of Purchase and Sale (APS), which includes:

- Purchase price
- Deposit amount
- Conditions (i.e., home inspection, financing)
- Set dates (irrevocable, firm, completion)
- Chattels (i.e., appliances, furniture)

After submitting your offer, the seller can accept, counter, or reject it. I will negotiate throughout the process, and it's common for offers to go back and forth before reaching a final decision. The seller must accept within the irrevocable period.

Bidding Wars

In a bidding war, multiple buyers make offers simultaneously, usually in a sellers' market. The highest bid with the fewest conditions often wins. Key points to consider:

- Offer dates: Sellers may set specific dates for reviewing offers. If so, you can only submit on that date unless making a bully offer.
- Blind offers: You will not know competing bids, only the number of other offers. I will guide you in crafting a competitive strategy..
- Bully offers: A pre-emptive offer submitted before the official date, often significantly above asking with a short irrevocable period. Sellers can accept or wait for more offers on the official date.

If the property reaches the offer date, I will update you on the number of bidders and advise on submitting a strong offer to compete effectively.



STEP 7 **Finalizing the sale**

Once the seller accepts your offer, you're nearing the finish line! But a few crucial steps remain before you officially become a homeowner. I will assist in fulfilling any conditions outlined in the offer within the specified timeframe. And, your lawyer will review and sign the final documents, register the property in your name, and ensure all closing costs are properly transferred.

Do I need a real estate lawyer?

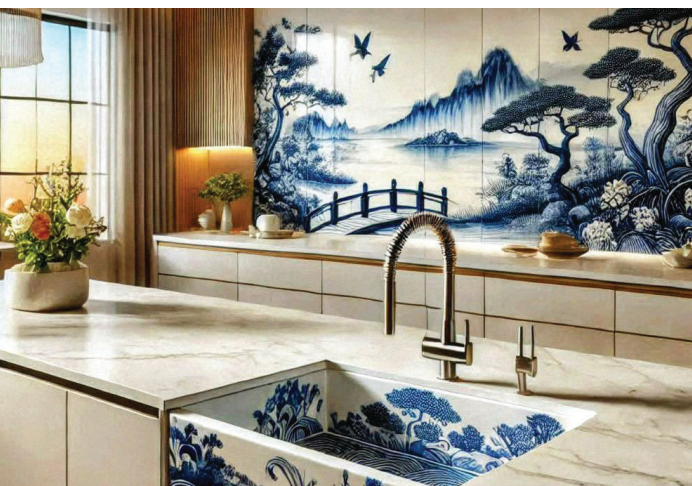
Absolutely – a real estate lawyer is essential! They safeguard your interests and finances and can address any issues with the seller or the property. If you don't already have a lawyer experienced in real estate, I can give you a referral. I can recommend a reliable and proven professional.

Closing checklist

- Submit your deposit (typically within 24 hours)
- Satisfy any conditions included in your offer (i.e., inspection, financing, status certificate review, etc.)
- Conduct a final inspection of the property
- Finalize your mortgage approval
- Purchase home insurance
- Meet with your lawyer to sign all documents and provide the remaining down payment and closing costs
- Collect your keys!



Costs to Consider



When budgeting for a property, don't forget land transfer taxes and lawyer fees, which can add 1.5% to 4% of the purchase price.

Deposit

A deposit, typically 5% of the purchase price, is due within 24 hours of your offer being accepted and goes toward your down payment.

Interest adjustment

Not everyone pays this, but if your first mortgage payment is delayed past your closing date, you may owe interest for that period.

Down payment

The down payment is your initial payment. The more you put down, the lower your monthly payments and interest.

- Under \$500K: 5% minimum
- \$500K to \$999,999: 5% on the first \$500K, 10% on the rest
- Over \$1M: 20% minimum

TIPS FOR SAVING FOR A DOWN PAYMENT

First-Time Home Savings Account (FHSA)

With a tax-free FHSA, you can contribute \$8K per year, up to \$40K, if you haven't owned property in the last four years and plan to live in the home.

The Home Buyers' Plan (HBP)

You can now withdraw up to \$60K from your RRSP (or \$120K combined with a partner) tax-free, to be repaid over 15 years.

Mortgage Default Insurance

Required for down payments under 20%, this insurance is added to your mortgage or paid upfront. Ontario charges an 8% provincial sales tax on the insurance due at closing.

Property tax adjustment

At closing, you reimburse the seller for any property taxes they paid beyond the closing date.



Adjustments for utilities, condo fees, etc.

Prepaid hydro bills or maintenance fees by the seller will appear on the statement of adjustments.

HST on new builds

Buying from a builder includes HST, but rebates are available.

Note: If you're not the end user, you may have to cover the rebate portion upfront and claim it later.

Land Transfer Tax

If buying in Toronto, you pay both provincial and municipal land transfer taxes based on property value.

Ontario Land Transfer Tax

- 0.5% on the first \$55K
- 1% on \$55K to \$250K
- 1.5% on \$250K to \$400K
- 2% on amounts over \$400K

Toronto Land Transfer Tax

- 0.5% on the first \$55K
- 1% on \$55K to \$400K
- 2% on amounts over \$400K

First-Time Buyer Refunds

First-time buyers may get up to \$4,000 in Ontario and \$4,475 in Toronto land transfer tax rebates.

For exact costs, use RateHub's land transfer calculator or ask me for guidance.

Tarion Warranty fees on new builds

This fee protects new home buyers. Some builders include it in the unit price, so confirm if it's covered.

Legal fees

Legal fees range from \$1,200 to \$2,500, depending on the property value and complexity of the transaction.

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Things You need to Know

BUYING A CONDO

Base value on square footage

Understanding price per square foot lets you compare apples to apples. Property.ca websites provide exact square footage and an accurate price per square foot – something no other brokerage or real estate site does. There are other considerations, including the condition of the unit, upgrades, floor level, outdoor space and exposure, which I can fill you in on. But square footage is a great place to start.

Pro tip: Square footage is measured 6 inches into all exterior/shared walls, and excludes outdoor space.

Factor in maintenance fees

Monthly fees cover building operations, repairs, and staff. A portion also goes into the reserve fund, to keep the condo in good financial health so it can handle large capital expenses, like a garage repair. They're based on square footage and vary widely between buildings, ranging anywhere from .50 to \$1.00 psf. Condos.ca shows exact monthly fees plus how they've changed over time. By the way, parking spots and lockers come with their own fee.

It's good to have extra storage

Condos are small, and locker space can be really helpful for seasonal items or bulky gear – and will save on external storage.

Building amenities vary

Some buildings offer pools, gyms, party rooms, pet stations, and co-working spaces; others keep it simple. Choose what you'll realistically use so you're not paying for extras you don't want. Interestingly, more amenities doesn't always mean higher fees. Large buildings often spread costs across more owners, while smaller ones may have fewer amenities but higher per-unit fees.

Parking spots add value

Units without parking may be cheaper but can have lower resale value. If you don't drive, buying with a parking spot and renting it out can help offset costs.

Consider resale value

Developer reputation, building design, location, and outdoor space all influence future value. I'll point out anything that could affect resale before you buy.



BUYING A HOUSE

A home inspection is always a good idea

Inspections flag issues like old wiring, leaky roofs, draughty windows, and structural concerns – saving you from major repair surprises and helping you understand what's ahead.

Get the reno history

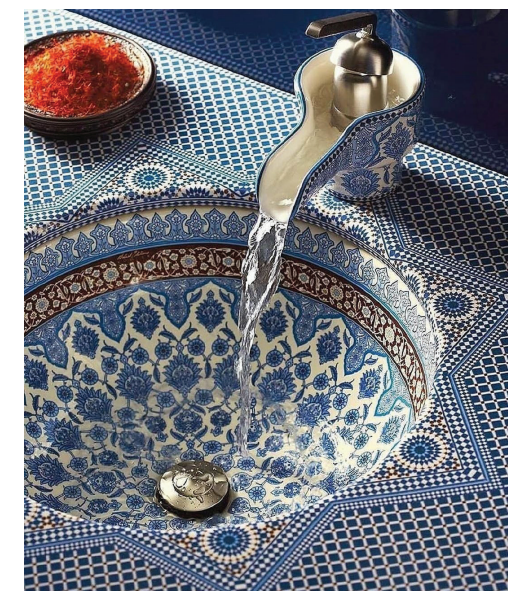
Ask for a record of improvements. For recent renovations, request closed building permits, which confirm that the work was inspected and approved by the city.

What kind of parking do you need?

Urban homes may have garages, shared driveways, laneway or street permit parking – all with different rules. Make sure the parking situation fits your lifestyle and future resale needs.

Heritage homes have their own rules

Designated heritage properties limit what changes you can make, especially to the exterior. If you're considering one, be prepared for stricter guidelines.



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BUYING INVESTMENT PROPERTIES

You'll need 20% down

Lenders require at least 20% for investment properties, and only 80% of projected rental income counts toward your loan qualification.

You'll pay tax on your income

Rental income is taxed, and selling an investment property triggers capital gains tax (unlike a primary residence).

Pre-construction can be a good option

You can get into a pre-construction suite with relatively little cash down. However, keep in mind that pre-construction often costs 20–30% more than similar resale units.

Be careful when flipping properties

Since Jan. 1, 2023, selling any residential property held for less than 12 months is taxed as business income, making flipping much less profitable.

Renting part of your house is also a good option

A home with a basement suite or multi-unit layout lets you live in one part while renting out the rest — a great way to offset the mortgage and build equity.

BEING A LANDLORD 101

I can help you find great tenants

You can rent on your own, but using me means you skip the hassle of listing, showing, and screening applicants, which eats up far more time than you would expect. The fee is typically one month's rent.



Make sure you can legally rent the property

Check local by-laws for zoning, safety, electrical, and fire rules. Condo boards may have additional leasing restrictions — something to confirm before purchasing.

Check our sites to determine market rates

Use [property.ca](https://www.property.ca) and [condos.ca](https://www.condos.ca) to compare rents for similar units by toggling to “Rented.” Consider upgrades, age, exposure, and building features — I'll help you evaluate the true rental value.

Use a lease agreement

A standard lease outlines rent, duration, rules, and termination terms. Most run for 12 months and then automatically convert to month-to-month.

Know the rules about selling

As a landlord, you can't evict a tenant just because you plan to sell. The lease transfers to the new owner. If the buyer wants to move in, you must wait until the tenant is month-to-month and then give 60 days' written notice.

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INTERNATIONAL BUYERS

Looking to pick up a property in Canada if you live somewhere else? It's a popular choice for investors and parents of international students.

Canada's Foreign Buyer Ban

A federal ban introduced in Jan. 2023 prevents non-residents from buying property, extended in 2024 for two more years. Some properties are exempt — including student housing and recreational properties. Stay tuned for updates as we approach Dec 2026!



No impact on immigration status

Buying here doesn't change your immigration or citizenship status; you must qualify through Canadian immigration programs.

Taxes for international buyers

Ontario and BC used to charge additional taxes on purchases: 15% in Ontario and 20% in BC. First-time buyers may qualify for rebates if they meet strict requirements (must occupy the home within 60 days, no co-occupants beyond spouse, must apply within four years and more).

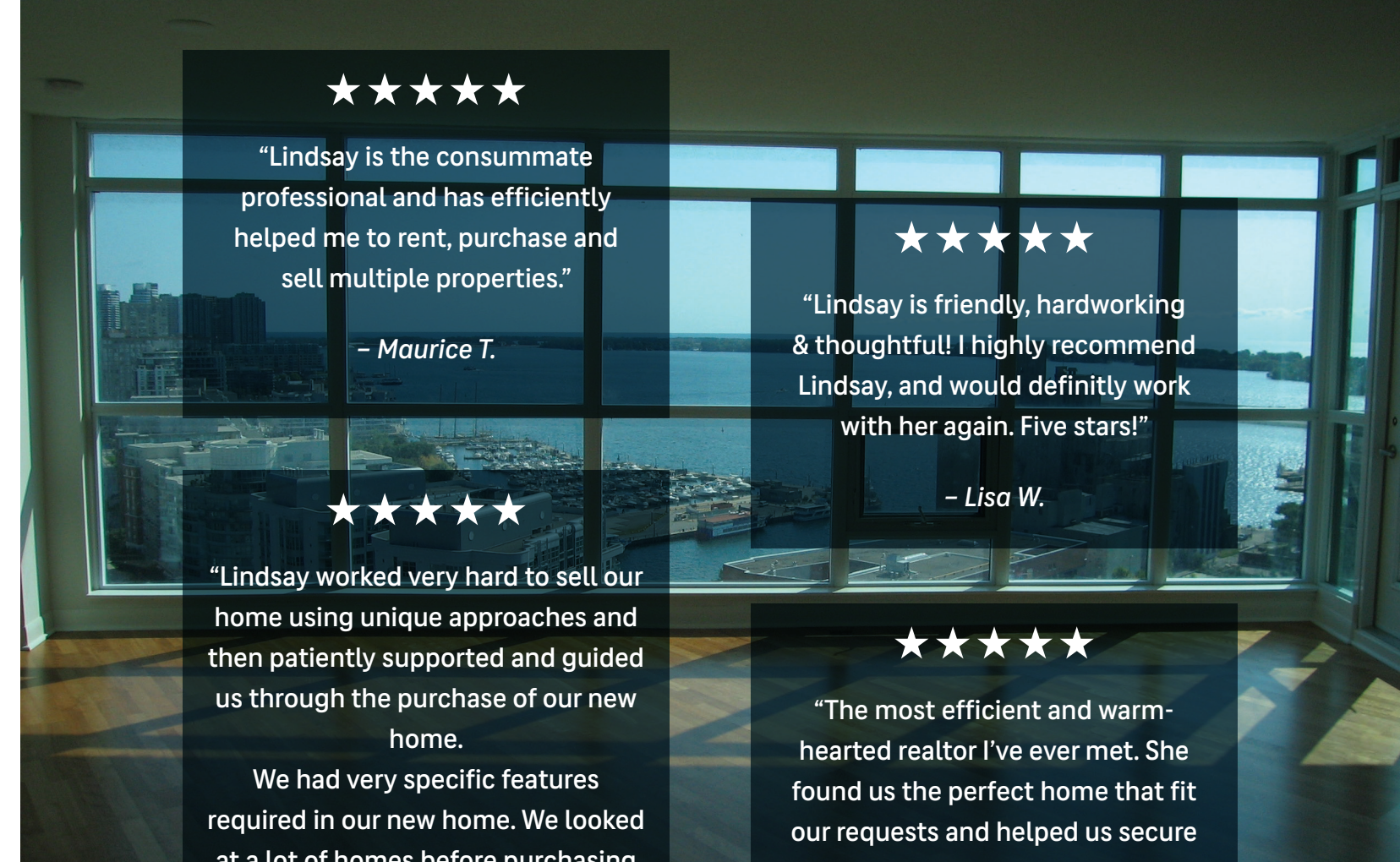
Buyers awaiting Permanent Resident status may get a rebate once approved. A Canadian tax accountant is strongly recommended.

Work with a licensed Canadian REALTOR®

I'll help you navigate local buildings, developers, lawyers, management companies, and banks, and guide you through the process as an international buyer. .

Rental income is subject to income tax

All non-residents earning rental income must file a Canadian tax return. Working with an accountant experienced in international clients is essential.



★★★★★

"Lindsay is the consummate professional and has efficiently helped me to rent, purchase and sell multiple properties."

– Maurice T.

★★★★★

"Lindsay is friendly, hardworking & thoughtful! I highly recommend Lindsay, and would definitely work with her again. Five stars!"

– Lisa W.

★★★★★

"Lindsay worked very hard to sell our home using unique approaches and then patiently supported and guided us through the purchase of our new home.

We had very specific features required in our new home. We looked at a lot of homes before purchasing and Lindsay remained patient and positive throughout, suggesting alternatives where appropriate."

– Carol H.

★★★★★

"The most efficient and warm-hearted realtor I've ever met. She found us the perfect home that fit our requests and helped us secure it with our very first offer. She carefully guided us through every step of the process. Thank you so much for everything, Lindsay – you are amazing!"

– Gulsah E.

★★★★★

"Supportive, Reliable, Friendly Lindsay was always available and responsive, truly dedicated to both her work and her clients. She is empathetic, goal-oriented, and very friendly, which made the whole process smooth and comfortable."

– Anastasiia C.

★★★★★

"Fast, Friendly and Efficient Work with her, no questions asked.."

– Koray O.

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