

**What you do not  
know will hurt  
you!**

**HST**

**Simply put**

- **7+5= 12%**
- **Except...**

**HST Registered  
businesses**

- Pay no GST
- Trustees for Government
- Collect HST for all services
- Reduce the amount paid
- Remit the difference

**3 types of HST  
Registration**

- Regular-commercial
- Zero Rated
- Exempt businesses
  - Residential Real Estate
  - Medical practitioners

**HST on real estate**

- Builders?
- Flippers?
- Commercial?
- Multi family?
- Commercial/Multi fam mix
- Single Family?
- Land Transactions

**New homes**

- HST Rebate -5%
- Capped at \$400K
- Reducing thereafter
- Transition period?

### **Buying or selling?**

- HST on Realtor fees
- HST on other costs

### **HST Exempt cost**

- Interest
- Property taxes
- Insurance

### **Watch for traps in**

- Related party transactions
- Management fees
- Renovations/improvements
- Estimate 2% increase in costs or reduction in profits

### **Questions?**

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