VANCOUVER / BRITISH COLUMBIA

THE LEXUS BUYER'S GUIDE

2027 EDITION

CHOOSE THE RIGHT MODEL.

UNDERSTAND THE REAL COST.

BUY WITH CONFIDENCE.



BY FRANK QIAN

Multi-Year Top Lexus Sales Professional

Regency Lexus Vancouver

FRANKQIAN.CA

A NOTE FROM FRANK

Buy smarter, not faster

A practical guide for Metro Vancouver drivers - with no pressure to buy today.

WHO THIS GUIDE IS FOR

Whether you are buying your first Lexus, returning from a lease, or weighing a hybrid against a plug-in hybrid, this guide gives you a clearer starting point.

HOW I APPROACH A CAR PURCHASE

Start with your lifestyle, ownership horizon and total cost - not a monthly payment. Your ideal Lexus depends on how many people you carry, where you park, what you drive and how long you intend to keep it.

WHAT TO EXPECT

A model shortlist, powertrain comparison, payment questions, British Columbia tax basics and a checklist you can bring to any dealership.

ABOUT FRANK

I work with Lexus guests at Regency Lexus Vancouver. My goal is to make the details easy to understand and help you choose confidently - even if the right move is to wait.

MY RULE: A good deal is not just a discount. It is the right vehicle, fair terms and no expensive surprises.

FIND YOUR FIT

Which Lexus fits your life?

Use these as starting points, not trim-by-trim specifications.

UX / NX

Easy-to-live-with luxury

Smaller footprints for urban driving. Compare passenger space, cargo room and electrified options.

RX

Everyday comfort

A useful starting point for two-row SUV shoppers who prioritize a calm, comfortable daily drive.

TX

More seats and flexibility

Worth exploring for larger families or guests who regularly need a third row.

GX

Capability and presence

A body-on-frame SUV for drivers who value rugged capability; consider ride, fuel and parking trade-offs.

LX

Flagship SUV experience

Consider if a large luxury SUV, towing needs or flagship-level appointments justify the extra cost.

Ask before choosing: Do you need a third row? Can you park it easily? What will insurance, tires and fuel cost?

POWERTRAIN DECISION

Gas, hybrid or plug-in?

The best answer depends on your driving and charging habits - not just the badge.

GASOLINE

Straightforward refueling and no charging routine. Compare the fuel expense against how much you drive each year.

HYBRID (HEV)

Fuel and electric propulsion work together; you do not need to plug it in. Particularly worth considering for mixed daily driving.

PLUG-IN HYBRID (PHEV)

Can cover some trips on electricity when charged. Savings depend on home/work charging, electricity prices, distance driven and how frequently you use the battery range.

BATTERY ELECTRIC (BEV)

No gasoline needed, but your charging plan and longer-trip routine matter. Compare home charging availability and highway range in colder weather.

THE TWO QUESTIONS I ALWAYS ASK

1. Can you conveniently charge overnight?
2. How many kilometres do you drive on a typical day?

Model-year availability and published range ratings change. Verify the exact Canadian vehicle and package.

MONEY DECISIONS

Lease, finance or cash?

Compare total cost and flexibility first. The lowest monthly payment may not be the cheapest choice.

LEASE

Often attractive if you want predictable replacement cycles. Check annual kilometre allowance, excess-wear terms, lease-end options, payments and the full amount paid over the term.

FINANCE

More ownership flexibility once the loan is paid. Compare term, interest rate, interest cost, down payment and expected vehicle value against your balance.

CASH

Avoids borrowing interest, but uses capital you may want for liquidity or other goals. Compare the opportunity cost rather than assuming cash is always best.

REQUEST THESE SIX NUMBERS IN WRITING

- [ ] Selling price and itemized fees
- [ ] Trade-in allowance and any loan payout
- [ ] Down payment / due on delivery
- [ ] Annual percentage rate and term
- [ ] All taxes and total amount paid
- [ ] Lease residual / kilometre allowance, if relevant

BRITISH COLUMBIA

Know your taxes & fees

The out-the-door figure can differ substantially from the advertised vehicle price.

GST AND PROVINCIAL SALES TAX

GST generally applies to vehicle purchases. BC PST on passenger vehicles is tiered by vehicle price/value and transaction type; do not assume every purchase has the same PST rate.

HIGHER-PRICE VEHICLES

BC has higher PST tiers for some expensive passenger vehicles. A separate federal luxury tax may apply to qualifying vehicles over the federal price threshold. Ask for both to be shown clearly.

LEASES AND TRADE-INS

Lease taxation and trade-in treatment can differ from a straightforward cash purchase. Have the retailer calculate your specific scenario in writing.

BEFORE SIGNING

Ask for an itemized quote showing selling price, fees, applicable taxes, optional products, credits, trade-in allowance and the complete due-on-delivery amount.

Reference check: BC PST Bulletin 116 (Motor Vehicle Dealers and Leasing Companies), Canada Revenue Agency luxury-tax guidance and the Lexus Canada configurator.

Rules and rates can change. This guide is general education, not tax or legal advice.

AVOID THESE TRAPS

7 mistakes Lexus buyers make

A useful purchase is the one you still feel good about 24 months later.

01 **Shopping by payment alone**

Compare total paid and finance/lease structure.

02 **Choosing a model before checking fit**

Test parking, child seats, visibility and real cargo use.

03 **Assuming all electrified vehicles save equally**

Match powertrain to distance and charging habits.

04 **Ignoring insurance and operating costs**

Quote coverage, tires, maintenance and fuel.

05 **Overlooking the trade-in difference**

Compare purchase price, allowance and payout separately.

06 **Treating an estimated arrival as a guarantee**

Get a clear explanation of allocations and uncertainty.

07 **Not reviewing the complete written quote**

Confirm fees, taxes, accessories and optional products.

YOUR NEXT STEP

The buyer's checklist

Save this page or bring it to your next vehicle consultation.

- [ ] My realistic purchase / monthly budget is: _____
- [ ] My annual driving is approximately: _____ km
- [ ] My preferred ownership horizon is: _____ years
- [ ] I need _____ seats; my must-have features are: _____
- [ ] I have / do not have reliable overnight charging
- [ ] I have compared insurance, taxes and total cost
- [ ] I understand wait-time / allocation uncertainty
- [ ] I have reviewed a complete written quote

LET'S FIND THE RIGHT LEXUS FOR YOU

Frank Qian | Regency Lexus Vancouver

frankqian.ca | Text or call: 778-686-5222