

Tax Deductions

FOR REAL ESTATE AGENTS

ADVERTISING

- Billboards
- Brochures/flyers
- Business cards
- Direct mail/postcards
- Email marketing
- Graphic design fees
- Internet ads
- Leads mailing lists
- Marketing services
- Networking events
- Print ads
- Promotional materials
- Radio/television
- Signage/banners
- Web design
- Web hosting

INS/RETIREMENT

- Defined benefit plans
- Roth IRA
- Premiums for health ins
- SEP/simple IRA/solo 401(k)

SELLING EXPENSES

- Client gifts
- Concessions
- Delivery fees
- Listing home repairs
- Home warranty
- Inspections
- Open house expenses

AGENT IMPROVEMENT

- Books (sales/marketing)
- Magazine subscriptions
- News subscriptions
- Sales training/coaching
- Seminars
- Text/reference books
- Trade publications

BUSINESS/TRAVEL

- Airfare
- Car rental
- Dry cleaning/laundry
- Entertainment
- Lodging
- Meals
- Parking/tolls
- Taxi/train/subway/bus
- Tips

OFFICE EXPENSES

- Answering services
- Cell phone service
- Client refreshments
- Copier/fax fees
- Desk fees
- Janitorial expenses
- Mortgage interest/rent
- Office furniture
- Office phone/VOIP
- Office supplies
- Part of prop taxes & utilities
- Repairs/maintenance
- Security system
- Toll free number

AUTO

- Mileage at IRS rate or actual auto expenses:
- Car washes
- Depreciation/lease pmt
- Gas
- Insurance
- Interest
- Licenses/registration
- Maintenance/repairs
- Parking/tolls
- Tires

WAGES/CONTRACTORS

- Clerical support
- Family member help
- Payroll/unemployment Tax
- Staging
- TC/assistant/VA
- Cleaner
- Photographer

PROFESSIONAL FEES

- Association dues
- Bank fees
- Bookkeeping/CPA/tax fees
- Entity fees
- Franchise fees
- Legal fees
- Licensing/E&O
- License education costs
- Membership fees
- MLS/Lockbox fees

This handout is for general informational purposes only and is not tax or legal advice. Consult your accountant for guidance on applicable deductions.