

101+ Real Estate Agent Deductions

Advertising

Billboard
Brochures /Flyers
Business Cards
Copy Editor Fees
Direct Mail
Email Marketing/Newsletters
Graphic Designer Fees
Internet Ads(Facebook/Google/etc)
Leads/Mailing Lists
Marketing Services
Networking Event Costs
Postcards
Print Ads: Newspapers/Magazine
Promotional Materials
Radio Ads
Signage/Banners
Television Ads
Web Design
Web Hosting & Domain Fees

Agent Improvement

Books(Sales Books, RE Books, Etc)
Continuing Education
Magazine Subscriptions
Newsletter Subscriptions
Sales Training/Coaching
Seminars
Textbooks/Reference Books
Trade Publications

Auto

Business Mileage (55 1/2¢ /mile) or
Actual Auto Expenses

- Car Washes
- Depreciation/Lease Payments
- Gas
- Insurance
- Interest
- Licenses/Registration
- Maintenance
- Repairs
- Repairs
- Tires

Both Methods can deduct

- Parking
- Tolls

Business Travel

Airfare
Car Rental
Dry Cleaning/Laundry
Lodging
Meals
Parking/Tolls
Taxi, Train, Subway, Bus
Tips

Business Meals

Business Entertainment

Communication

Answering Services
Cell Phone Service
Fax Expenses/Efax
Interactive Voice Response (IVR)
Internet Service
Office Telephone/VOIP
Pagers (for those of you that still have one!)
Toll Free Number

Equipment

Briefcase
Calculator
Camera/Lenses
Cell Phone/Smart Phone
Cleaning Equipment (Vacuum)
Computer
Equipment Repair
Flashlight
GPS
Hard Drives/Thumb Drives
Ipad/Tablet PC/Android
Laptop
Lock Boxes/Lock Smiths/Keys
Maps
Printer
Scanner
Staging Items- Furniture
Tape Measure
Video Camera

Employee Wages

Clerical Support
Family Members (Kids/Spouse)
Payroll/Unemployment Taxes
Sales Assistant
Virtual Assistant

Health Insurance

Home Office

Insurance
Mortgage Interest/Rent
Property Taxes
Repairs/Maintenance
Security System
Utilities

Office Expenses

Desk Fees
Client Refreshments(coffee,water,soda)
Copier Fees
Janitorial expenses
Office Furniture

- Bookshelves
- Chair

- Desk
- Filing Cabinets

Office Supplies

- Envelopes
- Folders
- Paper
- Pens
- Postage
- Stationary
- Toner/Ink

Office Rent

Online Storage of Business Files

Software

Professional Fees

Association Dues/Fees

- NAR
- NAIREB
- NAREB
- NAEB
- CREA
- Chamber of Commerce

Bank Fees

Bookkeeping Fees

Business Licenses

E&O Insurance

Franchise/Affiliation Fees

Interest on Business Purchases

Legal Fees

MLS Fees

Tax Prep Fees

Retirement

Defined Benefit Plan

Self Employment Pension (SEP)

Simple IRA

Solo 401k

Selling Expenses

Appraisal Fees

CL100 Fees

Client Gifts (<\$25 per client)

Closing Attorney Fees

Concessions

Courier Services/Delivery Fees

Finder Fees/Referral Fees

Home Repairs to sell listed property

Home Warranty

Inspection Fees

Notary Fees

Open House Expenses

Photo Editing

Staging Fees

Start up Expenses

Costs incurred before going into business.
Also includes organizational costs.