

REALTOR/REAL ESTATE AGENT - TAX DEDUCTION CHEAT SHEET



ADVERTISING

- Billboards
- Brochures/Flyers
- Business Cards
- Copy Editor Fees
- Direct Mail
- Email Marketing & Newsletters
- Graphic Designer Fee
- Internet Ads (Google, Facebook, etc) Leads/Mailing List
- Marketing Services
- Networking Event Costs
- Postcards
- Print Ads (Newspaper & Magazines) Promotional Materials
- Radio Ads
- Signage/Banners
- Television Ads
- Web Design
- Web Hosting & Domain Fees

AUTO (MILEAGE OR ACTUAL EXPENSES)

- Car washes
- Depreciation or lease payments
- Gas
- Insurance
- Interest
- License and registration
- Repairs and maintenance
- Tires

BUSINESS TRAVEL

- Airfare
- Car rental
- Dry cleaning and laundry
- Lodging
- Meals
- Parking and tolls
- Taxi, train, subway, bus, Uber,
- Lyft Tips

COMMUNICATIONS

- Answering services
- cell phone service
- Fax and EFax expense
- Interactive voice response
- (IVR) Internet services
- office telephone and VoIP Toll-free numbers

EDUCATION

- Books
- Continuing Education
- Magazine Subscriptions
- Newsletter Subscriptions
- Sales Training/Coaching
- Seminars
- Textbooks/Reference
- Books Trade Publications

EQUIPMENT

- Briefcase
- Calculator
- Camera and lenses
- Cell phone
- Cleaning equipment
- Computers
- Equipment repair
- Flashlights
- GPS
- Hard drives and thumb drives
- iPad/tablet/android
- Laptop/Desktop
- Locksmiths/keys
- Maps
- Office Furniture
- Printer
- Scanner
- Tape measure
- Uniforms&Clothing
- Video camera

EMPLOYEE WAGES

- Clerical support
- Payroll and unemployment taxes
- Payroll processing fees
- Sales assistance
- Virtual assistant (VA)
- Staff & Team Members

HOME OFFICE

- Home office
- Insurance
- Mortgage interest/rent

- Property taxes
- Repairs and maintenance
- Security systems
- Utilities

INSURANCE

- E&O insurance
- Liability insurance
- Auto Insurance
- Umbrella Policies
- Medical Insurance

OFFICE EXPENSES

- Client refreshments
- Copier fees
- Janitorial services
- Office furniture (bookshelves, chairs, desks, filing cabinets, etc.)
- Office supplies (envelopes, folders, paper, pens, postage, stationery, toner/ink)
- Office rent
- Online storage of business files
- Business software

PROFESSIONAL FEES

- Association dues/fees (NAR, NAIREB, NAREB, NAEB, CREA, CCIM, Chamber of Commerce)
- Attorney fees
- Bank fees
- Bookkeeper Fees
- Business licenses
- CPA Fees
- Franchise/affiliation fees

- Interest on business purchases
- Legal fees
- Merchant Processing
- Tax strategy fees

RETIREMENT

401(K)

Solo 401(k)

SEP

SIMPLE

Defined Benefit Plans

- Fees associated with setup & maintenance

SELLING EXPENSES

- Appraisals fees
- Client gifts (<\$25/client)
- Closing attorney fees
- Concessions
- Courier services/delivery fees
- Finder fees/referral fees
- Home repairs to sell listed property
- Home warranty
- Inspection fees
- Open house expenses
- Photo editing
- Staging fees
- Sales Commissions

SETUP EXPENSES

- Includes organizational costs for your entity (PLLC, S-Corp, etc.)

BUSINESS OWNERS & SELF-EMPLOYED TAX DEDUCTION CHEAT SHEET



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COST OF GOODS SOLD

- Cost of the items that you "sell" including:
 - Materials
 - Labor
 - Loss (Theft/Damage)
 - Wages

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