

# **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 (\$5 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/Fax  
Interactive Voice Response (IVR)  
Internet Service  
Office Telephone/VoIP  
Pagets (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

**PODRIS**  
TAX SERVICE

- ⊖ 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
- ⊖ NAIRES
- ⊖ NAREB
- ⊖ NAESA
- ⊖ 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.

\*\*\*Use this checklist as a starting point for gathering your deductible expenses. Please note that there are certain rules that need to be taken into account in order to legally write off some of these expenses. Call or email me, Fred Podris, and I would love to help you write off every possible deduction that applies to you.\*\*\*

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# Real Estate Agent S Tax Deduction Guide The

**Léo Pomar**



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