

REALTOR TAX DEDUCTIONS CHEAT SHEET

Real estate agents in the United States and Canada can generally deduct reasonable, ordinary, and directly related marketing and advertising expenses. Proper documentation is required.

EXPENSES FOR REAL ESTATE AGENTS

Marketing & Advertising

- Online ads (Google, Facebook, Instagram, etc.)
- Billboards and outdoor advertising
- Direct-mail campaigns
- Signage, open house signs, and banners
- Print ads (newspapers, magazines)
- Television ads
- Flyers, brochures, postcards
- Branded and promotional materials

Branding & Creative Services

- Branding, marketing, and creative consulting
- Professional photography and videography
- Graphic design services
- Copywriting and editing

Online Presence & Lead Generation

- Website design and development
- Email marketing platforms and newsletters
- Purchased leads and mailing lists
- Website hosting and domain fees
- CRM and lead-management tools

Office Supplies

- Printer ink and toner
- Pens, markers, staplers, tape
- Mailing supplies (envelopes, labels)
- Paper, notebooks, folders
- Business cards

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Office Equipment & Furniture

- Laptop, desktop, monitor
- Printer/scanner
- Phone or tablet
- Desk, chair, filing cabinet
- External hard drives, chargers, and cables

Capital items are claimed over time through depreciation (Capital Cost Allowance).

Home Office Expenses

(if working from home)

- Property taxes (business-use percentage)
- Portion of rent or mortgage interest used for workspace
- Home insurance (business-use percentage)
- Internet (business-use portion)
- Utilities: electricity, heating, water (business portion)
- Repairs and maintenance for the home workspace

Vehicle & Transportation

Expenses related to using a vehicle for business activities such as showings, client meetings, and errands.

- Lease payments or loan interest (business-use portion)
- Car washes related to business use
- Insurance
- Maintenance and repairs
- Depreciation or lease costs (business portion)
- Parking fees and road tolls
- Ride-sharing, taxi, or transit fares for business trips
- Gas and fuel
- License and registration fees
- Tires
- Business mileage or actual vehicle costs

Tip: Keep a detailed mileage log and claim only the business use percentage.

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Meals & Entertainment

Client-related food expenses.

- Client meals and coffee meetings
- Business meetings with meals
- Open house refreshments
- Entertainment directly related to client relationship building

*Claim only the business-use portion of meals and entertainment.
Keep receipts and note the business purpose*

Professional Fees

- Association Dues / Fees
- Legal fees related to business matters
- Accounting and bookkeeping services
- Tax preparation and filing fees
- Business consulting or coaching fees
- Brokerage or desk fees

Education & Training

- Real estate courses & workshops
- Coaching & mentorship programs
- Continuing education for licenses
- Online training & webinars

Bank & Financial Fees

- Business bank account fees
- Payment processing fees
- Credit card fees (business-related)
- Loan interest (business portion)

Employee Wages

- Salaries, wages, and commissions paid to staff
- Employer payroll taxes and contributions
- Payments to assistants or support staff
- Bonuses and incentives
- Benefits provided to employees

This cheat sheet is for general guidance only. Please confirm all deductions with your CPA or tax professional, as tax laws can change. This content is not professional tax advice.