# Tax Write-Offs Real Estate Agents Could Overlook:

1. **Broker Transaction Fees**
2. **Transaction Coordinator (TC) Fees**
3. **Office Rent**
4. **Monthly Brokerage Fees**
5. **Parking Expenses** (for client meetings, office, or location-based charges)
6. **Association Dues** (NAR, local MLS, other industry organizations)
7. **Continuing Education (CE) & Licensing Fees**
8. **Business License Fees**
9. **Lead Generation Costs** (marketing platforms, ads, etc.)
10. **Comparative Market Analysis (CMA) Tools**
11. **Website Hosting & Maintenance**
12. **Professional Photography/Videos/Staging/Signage/Lockboxes**
13. **Vehicle Expenses** (mileage, maintenance, registration, repairs, gas)
14. **Home Office Deduction** (utilities, rent, or mortgage percentage for office space)

# Additional Overlooked Tax Write-Offs:

1. **Client Gifts**

* Deduct up to $25 per client for business-related gifts.

1. **Meals & Entertainment**

* Meals with clients or during business travel can be deducted (usually up to 50%).

1. **Marketing Materials**

* Brochures, business cards, flyers, and other printed materials.

1. **Software & Apps**

* CRM subscriptions, virtual tour software, or other tech tools specific to real estate.

1. **Office Supplies**

* Pens, paper, computers, printers, and other general supplies.

1. **Cell Phone & Internet Bills**

* Deduct a portion of your mobile phone and internet bill if used for business purposes.

1. **Lockbox Fees & MLS Access**

* Fees for using lockboxes or getting access to your local MLS.

1. **Health Insurance Premiums** (if self-employed)

* You can deduct health insurance premiums if you’re paying for your own health coverage.

1. **Business Travel**

* Travel for conferences, client meetings, or property scouting can be deducted (flights, lodging, etc.).

1. **Legal & Professional Fees**

* Fees for attorneys, accountants, or other professional services related to your real estate business.

1. **Marketing/Advertising Costs**

* Google Ads, Facebook Ads, online and offline advertising.

1. **Subscriptions to Real Estate Publications**

* Deductions for industry-related magazines, journals, or online memberships.

1. **Postage & Courier Services**

* Mailing out marketing materials or documents to clients or other agents.

1. **Client Closing Gifts**

* Deduct any gifts provided to clients upon closing a deal.

1. **Errors and Omissions (E&O) Insurance**

* Deduct the cost of E&O insurance, which is essential for protecting your real estate business.

1. **Networking & Conferences**

* Attendance fees, travel, and materials for real estate conferences or networking events.

By keeping track of these expenses throughout the year, you can ensure that you're not missing out on any tax deductions. As always, it's recommended to consult a CPA to make sure you’re taking full advantage of what’s available and following IRS guidelines.