

# Pay Less Tax This Year!

## Top 75+ Tax Write-offs For Real Estate Professionals

This is a non-exhaustive list of expenses to make sure you remember to claim for this tax season (if applicable in your situation). Be sure to consult with your tax professional to ensure your eligibility!

You can skip right to the last page to see a simple alphabetized list of these expenses.

### Marketing Expenses

As a Real estate sales representative/Broker, there is a lot of competition in your industry and getting your name out is essential, but it typically comes at a price. This could be your largest sum of expenses when all is said and done...don't let any of these slip through the cracks.

- ☐ Open house signs
- ☐ Website
  - ☐ Hosting & domain
  - ☐ Designer & Site build
- ☐ Print advertisement
- ☐ Vehicle decals
- ☐ Business cards
- ☐ Community advertisements/  
sponsorships
- ☐ Social media
  - ☐ Ad creation/design
  - ☐ Management
  - ☐ Ad costs
- ☐ Direct mail
  - ☐ Creation/Design
  - ☐ Printing
  - ☐ Distribution

### Selling Expenses

After marketing yourself, you also have to spend out-of-pocket on all your listings to ensure they show at their absolute best. I've even heard of agents paying for minor repairs if the sellers were unwilling to put the time/effort in. Maybe not-so relevant in markets that are this hot, though.

You've also got a unique opportunity to expense some household furniture/décor products here, if you're engaged in helping your clients with staging services.

- ☐ Commission rebates
- ☐ For Sale signs
- ☐ Staging supplies/consultants
- ☐ Open house supplies
- ☐ Lock boxes
- ☐ Listing fees
- ☐ Inspection fees
- ☐ Appraisal fees
- ☐ Status certificates
- ☐ Photography and videography
- ☐ Feature sheets
- ☐ Professional reporting -  
Geowarehouse, etc.
- ☐ Packing supplies
- ☐ Repairs/maintenance on seller's  
behalf

## Dues and Memberships

You can deduct annual dues or fees to keep your membership in the trade or any related associations, as well as subscriptions to publications. *Note: You cannot deduct club membership dues (including initiation fees) if the main purpose of the club is dining, recreation, or sporting activities.*

- ☐ MLS dues
- ☐ Board dues
- ☐ RECO fees
- ☐ Royalty or franchise fees
- ☐ License renewal fees
- ☐ Chamber of Commerce membership
- ☐ Networking group membership
- ☐ Magazine or other publication subscriptions

## Education and Training

While there is no specific line item for this on a standard tax return, it can be a large expense for most people in the industry. If it's a legitimate business expense to increase your knowledge of the craft or the industry, it should be included.

- ☐ Audible subscription
- ☐ Coaching
- ☐ Physical books
- ☐ Courses and conferences
- ☐ Continuing education credits

## Vehicle Expenses

You spend a lot of time in your car and probably drive a lot of KMs each year, especially if you're typically acting as a Buying agent. Thankfully, you'll be able to write off a portion of these costs, based on the percentage of KMs you drove for business vs. total KMs driven in the year.

*Note: Driving from your home to your regular office is not an eligible trip. Additionally, you must keep a driving log. Estimating your percentage will NOT hold up in an audit. Ask me how you can keep track easily and compliantly!*

- ☐ Gas (or Electricity for electric cars)
- ☐ Repairs and maintenance
- ☐ Insurance
- ☐ License and registration
- ☐ Interest
- ☐ Car washes and detailing
- ☐ Lease payments
- ☐ Parking
- ☐ Supplemental Insurance

## Office Expenses

This is a bit of a catch-all category. Everything from your traditional stationery like pens, paper, sticky notes, printer ink, envelopes, to more modern and current expenses like software and pandemic-related costs. There will also be some items that need to be expensed/capitalized over a few years such as: Computers, monitors, electronics, office furniture, etc.

- ☐ PPE and Hand sanitizer
- ☐ Client refreshments (in-office)
- ☐ Office stationery
- ☐ Postage
- ☐ Faxing
- ☐ Hard drives
- ☐ Software subscriptions/apps
- ☐ GPS

## Business-Use-of-Home

You can deduct a portion of your home expenses for the business use of a work space in your home, if you meet one of the following conditions: Either it's your principal place of business, OR you use the space only to earn your business income, and you use it on a regular and ongoing basis to meet your clients. What does this mean? If you pay for a separate office space at your brokerage or another facility, you technically can't write off your business-use-of-home.

- ☐ Utilities - heat, hydro, water heater
- ☐ Home insurance
- ☐ Mortgage interest
- ☐ Property taxes
- ☐ Security system fees
- ☐ Snow removal services
- ☐ Cleaning supplies

## Other Services or Fees

This isn't its own category, but in the spirit of consolidating, here are my last few expenses.

*Notes: When it comes to Meals & Entertainment, it's easy to be tempted to take advantage of this category, which can be a red flag for CRA. The true intention is clear: you must be able to prove you were dining with/entertaining someone for the purpose of earning income. Grabbing your morning Timmies, or lunch because you're on the road all day - not a business expense.*

*Shameless plug for Professional Services - our bookkeeping and tax services are a 100% write-off and save you so much time and headache!*

- ☐ Meals and Entertainment
- ☐ Business banking fees
- ☐ Business credit card fees
- ☐ Interest on business purchases
- ☐ Cell phone service
- ☐ Internet service
- ☐ Charitable donations
- ☐ Employees and/or subcontractors
- ☐ Health Insurance Premiums
- ☐ Professional services
  - ☐ Legal fees
  - ☐ Accounting
  - ☐ Bookkeeping

- |  |  |  |
|--|--|--|
| <input type="checkbox"/> Accounting                      | <input type="checkbox"/> For Sale signs                              | <input type="checkbox"/> Postage                                     |
| <input type="checkbox"/> Appraisal fees                  | <input type="checkbox"/> Gas (or Electricity for electric cars)      | <input type="checkbox"/> PPE and Hand sanitizer                      |
| <input type="checkbox"/> Audible subscription            | <input type="checkbox"/> GPS   | <input type="checkbox"/> Print advertisement                         |
| <input type="checkbox"/> Board fees                      | <input type="checkbox"/> Hard drives                                 | <input type="checkbox"/> Professional reporting - Geowarehouse, etc. |
| <input type="checkbox"/> Bookkeeping                     | <input type="checkbox"/> Health Insurance Premiums                   | <input type="checkbox"/> Professional services                       |
| <input type="checkbox"/> Business banking fees           | <input type="checkbox"/> Home insurance                              | <input type="checkbox"/> Property taxes                              |
| <input type="checkbox"/> Business cards                  | <input type="checkbox"/> Inspection fees                             | <input type="checkbox"/> RECO fees                                   |
| <input type="checkbox"/> Business credit card fees       | <input type="checkbox"/> Insurance                                   | <input type="checkbox"/> Repairs and maintenance                     |
| <input type="checkbox"/> Car washes and detailing        | <input type="checkbox"/> Interest                                    | <input type="checkbox"/> Repairs/maintenance on seller's behalf      |
| <input type="checkbox"/> Cell phone service              | <input type="checkbox"/> Interest on business purchases              | <input type="checkbox"/> Royalty or franchise fees                   |
| <input type="checkbox"/> Chamber of Commerce membership  | <input type="checkbox"/> Internet service                            | <input type="checkbox"/> Security system fees                        |
| <input type="checkbox"/> Charitable donations            | <input type="checkbox"/> Lease payments                              | <input type="checkbox"/> Snow removal services                       |
| <input type="checkbox"/> Cleaning supplies               | <input type="checkbox"/> Legal                                       | <input type="checkbox"/> Social media ad costs                       |
| <input type="checkbox"/> Client refreshments (in-office) | <input type="checkbox"/> License and registration                    | <input type="checkbox"/> Social media ad creation/design             |
| <input type="checkbox"/> Coaching                        | <input type="checkbox"/> License renewal fees                        | <input type="checkbox"/> Social media management                     |
| <input type="checkbox"/> Commission rebates              | <input type="checkbox"/> Listing fees                                | <input type="checkbox"/> Software subscriptions/apps                 |
| <input type="checkbox"/> Community sponsorships          | <input type="checkbox"/> Lock boxes                                  | <input type="checkbox"/> Staging supplies/consultants                |
| <input type="checkbox"/> Continuing education credits    | <input type="checkbox"/> Magazine or other publication subscriptions | <input type="checkbox"/> Status certificates                         |
| <input type="checkbox"/> Courses and conferences         | <input type="checkbox"/> Meals and Entertainment                     | <input type="checkbox"/> Supplemental Insurance                      |
| <input type="checkbox"/> Direct mail creation/design     | <input type="checkbox"/> MLS dues                                    | <input type="checkbox"/> Utilities - heat, hydro, water heater       |
| <input type="checkbox"/> Direct mail distribution        | <input type="checkbox"/> Mortgage interest                           | <input type="checkbox"/> Vehicle decals                              |
| <input type="checkbox"/> Direct mail printing            | <input type="checkbox"/> Networking group membership                 | <input type="checkbox"/> Website designer & site build               |
| <input type="checkbox"/> Domain purchase                 | <input type="checkbox"/> Office stationery                           | <input type="checkbox"/> Website hosting                             |
| <input type="checkbox"/> Employees and/or subcontractors | <input type="checkbox"/> Open house signs                            |  |
| <input type="checkbox"/> Faxing                          | <input type="checkbox"/> Open house supplies                         |  |
| <input type="checkbox"/> Feature sheets                  | <input type="checkbox"/> Packing supplies                            |  |
|  | <input type="checkbox"/> Parking                                     |  |
|  | <input type="checkbox"/> Photography and videography                 |  |
|  | <input type="checkbox"/> Physical books                              |  |

I hope this is a helpful list! I'm sure you already knew about most of the items, but if any of this was news to you, or a reminder to find "that" receipt, I'm happy to help!

If you have any questions about a specific expense, or are interested in getting some support with your bookkeeping, feel free to reach out to Beth Longo - [beth@b2bstreamlined.com](mailto:beth@b2bstreamlined.com)