



Tax Deductions for Real Estate Professionals

This resource is for educational purposes only and does not constitute tax, legal, or accounting advice. Tax treatment varies based on individual circumstances.

Business & Operational Expenses

- Office Expenses (rent, utilities, supplies, equipment, furniture)
- Marketing & Advertising (websites, paid ads, photography, signage, printing, social media promotions)
- Professional Fees & Services (brokerage fees, MLS dues, association fees, legal, accounting, consulting)

Vehicle & Travel Expenses

- Vehicle Costs: Mileage deduction OR actual expenses (gas, maintenance, lease, depreciation)
- Travel Expenses: Airfare, lodging, meals, parking, tolls, rental cars, rideshares

Education & Training

- Licensing fees and renewals
- Continuing education, seminars, conferences
- Coaching, mentorship, mastermind groups
- Books, audiobooks, podcasts (business-related)

Client & Networking Expenses

- Client gifts (up to \$25 per client per year)
- Meals with clients (50% deductible)
- Open house expenses (staging, refreshments, decor, cleaning)
- Networking event costs

Technology & Software

- CRM systems
- Real estate software (DocuSign, Dotloop, ShowingTime)
- Cloud storage & collaboration tools
- Business apps (QuickBooks, project management tools)

Insurance & Compliance

- Errors & Omissions (E&O;) insurance
- General liability insurance
- Health insurance (if self-employed)
- Business interruption insurance



Real Estate Investment-Specific Deductions

- Mortgage interest, property taxes
- Depreciation (buildings, improvements, appliances)
- Repairs and maintenance
- Property management fees
- Tenant screening costs, leasing commissions
- Utilities, HOA fees, insurance
- Cost segregation studies (accelerated depreciation)

Interest Deductions (Often Forgotten)

- Mortgage interest on business property and rental properties
- Home office mortgage interest (portion tied to business use)
- Business loans & credit card interest (business expenses only)
- Auto loan interest (business-use percentage)
- Lines of Credit/HELOC interest used for business purposes

Commonly Forgotten Deductions

- Bank fees (service charges, wire fees, credit card processing)
- Parking & tolls, car washes, business travel internet charges
- Client refreshments at office/open houses
- Professional photography for branding/headshots
- Books, courses, leadership/negotiation training
- Lockboxes, keys, security systems
- Utilities on vacant properties
- Staging materials
- Home office cleaning, repairs, HOA fees (business-use portion)
- Startup expenses (up to \$5,000 in first year)
- Casualty & theft losses
- Charitable contributions of related business expenses (not time)

Ready for Next Steps?

This cheat sheet highlights common tax deductions for real estate professionals but does not evaluate your specific tax situation.

If you want to better understand how these deductions may apply to your real estate business, you can book a **Tax Savings Strategy Call** with Fulton Brown & Co.

If you're ready to move forward with filing, Fulton Brown & Co. also offers professional **tax preparation services** for real estate professionals.

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