



CERTIFIED PUBLIC
ACCOUNTANTS

LISTENING THINKING LEADING

THINGS NEW REALTORS SHOULD KNOW

Clarity from your trusted VSH CPA Advisors



Kathy Herndon,
CPA Partner

Kathy Herndon has over 25 years of experience in Certified Public Accounting in the state of Washington, and is one of the founding partners of VSH, formerly Varner Sytsma & Herndon. Her practice focuses on tax planning for cross-border transactions including businesses moving into the United States, and U.S. citizens living abroad, as well as tax planning and consulting for closely-held businesses and their owners.



Kari Doss,
CPA Manager

Kari is a manager at VSH CPAs. She specializes in working with her clients on compliance and tax planning, estate and trust needs, and cross border tax issues. Kari also enjoys working with businesses and business owners in the Real Estate sector, and is a member of the Whatcom County Association of Realtors.



Established in 1997

**A team of 50 serving
domestic and
international clients**

Focused on growth

A celebratory background featuring a lit sparkler in the upper left corner, with bright sparks radiating outwards. The background is filled with numerous out-of-focus, warm-toned circular bokeh lights, creating a festive and elegant atmosphere.

Congrats!



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HOW SHOULD YOU SET UP YOUR BUSINESS?

- 
- SOLE PROPRIETOR
 - LIMITED LIABILITY CORPORATION (LLC)
 - S-CORPORATION
 - C-CORPORATION

EMPLOYEE VS. INDEPENDENT CONTRACTOR

MFJ (2018-2025)

MFJ	Rate
Not over \$19,050	10%
\$19,050-77,400	12%
\$77,400-165,000	22%
\$165,000-315,000	24%
\$315,000-400,000	32%
\$400,000-\$600,000	35%
Over \$600,000	37%

Bold font: Brackets are generally better.

Estimated
Tax
payment?



MAKE/SPEND

BALANCING ACT

EXPENSES TO TRACK

- Capital expenses
- Business use of your home
- Retirement plans
- Insurance
- Auto expenses
- Office supplies



ENTERTAINMENT AND MEAL EXPENSES

No deduction for entertainment activity

50% limitation for meals



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SEGREGATE YOUR EXPENSES

KEEP CLEAR RECORDS



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- **MileIQ**

Easy to use app to track all of your business mileage

- **One Receipt**

An iTunes app which will store and track your digital and paper receipts in the cloud

- **Quickbooks**

Traditional bookkeeping software, where you can track your expenses, send invoices, pay bills, etc.

A background image showing a hand writing on a chalkboard. The word "Know" is partially visible in white chalk. The image is faded and serves as a background for the text.

Helpful Apps for Realtors

REAL ESTATE TIPS



our office

Solar credits

Non-residents - withholding, US ID number

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