

Tax Prep Fees National Averages

\$273

Itemized 1040 with
Schedule A & State Return

No Itemized Deductions?

\$176

Form 1040 & State Return

\$457

Itemized 1040 with
Schedule C Business
Income & State Return

By Form

\$1563

Form 706

\$656

Form 1065

\$413

Form 709

\$282

Form 3115

\$826

Form 1120

\$532

Form 5500

\$91

Form 941

\$242

Form 8824

\$809

Form 1120S

\$482

Form 1041

\$89

Form 943

\$733

Form 990

\$415

Form 990-T

\$69

Form 940

Affordable Care Act Forms

\$59

Form 8962

\$53

Form 8965

\$58

Form 1095-A

\$57

Shared
Responsibility
Payment Calculation



of tax professionals offer free client consultations worth more than \$100

How Do Your Fees Compare?

\$184

Schedule C

\$180

Schedule F

\$135

Schedule E

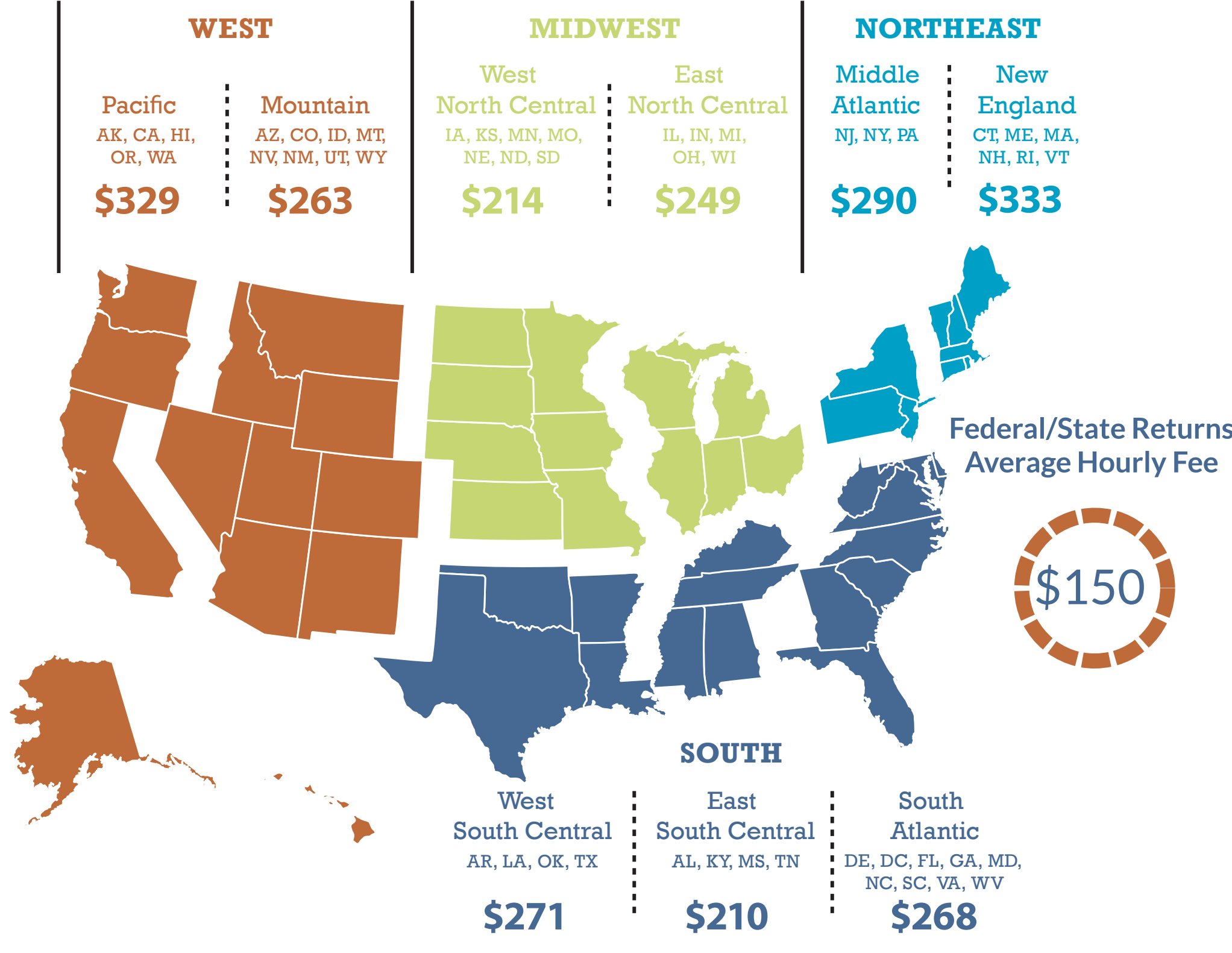
\$124

Schedule D

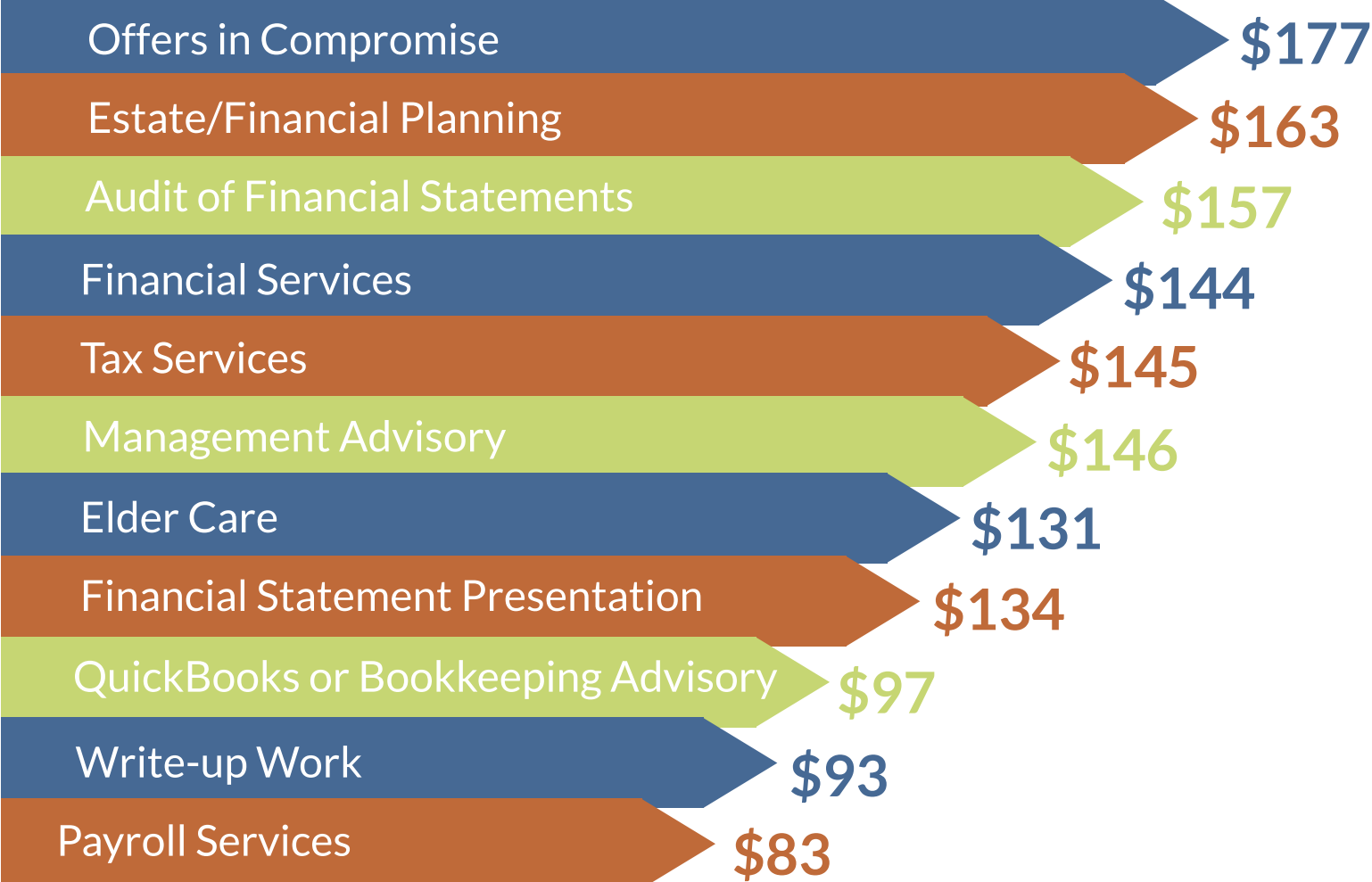
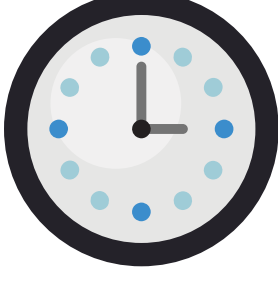
Show Me the #s!

Online Fee Calculator

Average Fees for Itemized 1040 with Schedule A & State Return



Additional Client Services: Average Hourly Fees



Charge an added fee for **disorganized or incomplete files**

\$117



Charge an added fee to **file extensions**

\$45



Charge an added fee if **information is received after a set deadline**

\$79



Charge an added fee to **expedite returns**

\$85



\$128 IRS Audit Response Letter Average Fee

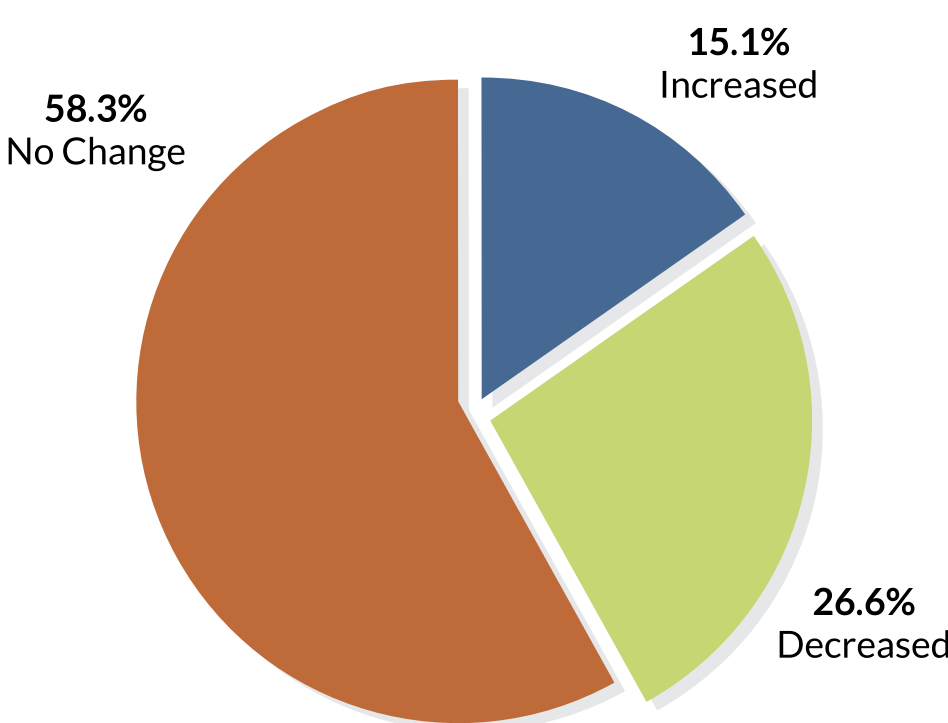


\$150 Average Hourly Fee for an In-Person IRS Audit

30 % Charge Retainers for IRS Audits

\$770 Average Retainer for an In-Person IRS Audit

Change in the Number of Audits



Billing Practices

Tax Preparation

39.5% Bill by form
25.0% Bill fixed and hourly
23.2% Bill by fixed fee
8.4% Bill hourly
3.9% Other

Accounting

35.3% Bill by fixed fee
31.2% Bill hourly
31.8% Bill fixed and hourly
1.6% Other

\$322

The average retainer **25%** charge for non-current year tax prep

\$547

The average retainer **21.8%** charge for non-current year accounting services

\$990

The average retainer **22.9%** charged for Offers in Compromise



42% Accept Credit Card Payments

Tax Fee Increases

49.8% increase fees annually

33.7% increase fees every other year

2016 Increase: 6%

2017 Increase: 6.4%

Accounting Fee Increases

37.4% increase fees annually

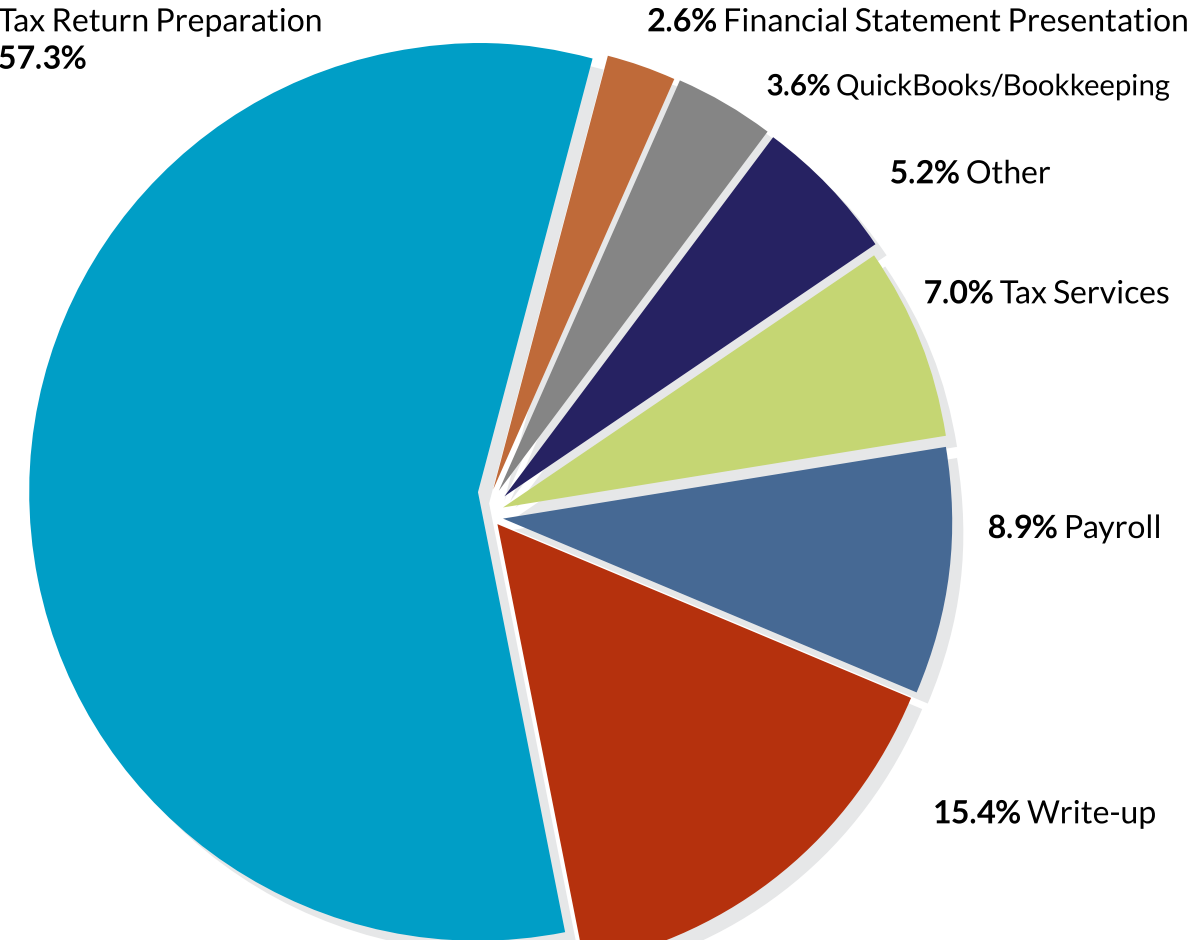
34.4% increase fees every other year

2016 Increase: 5.3%

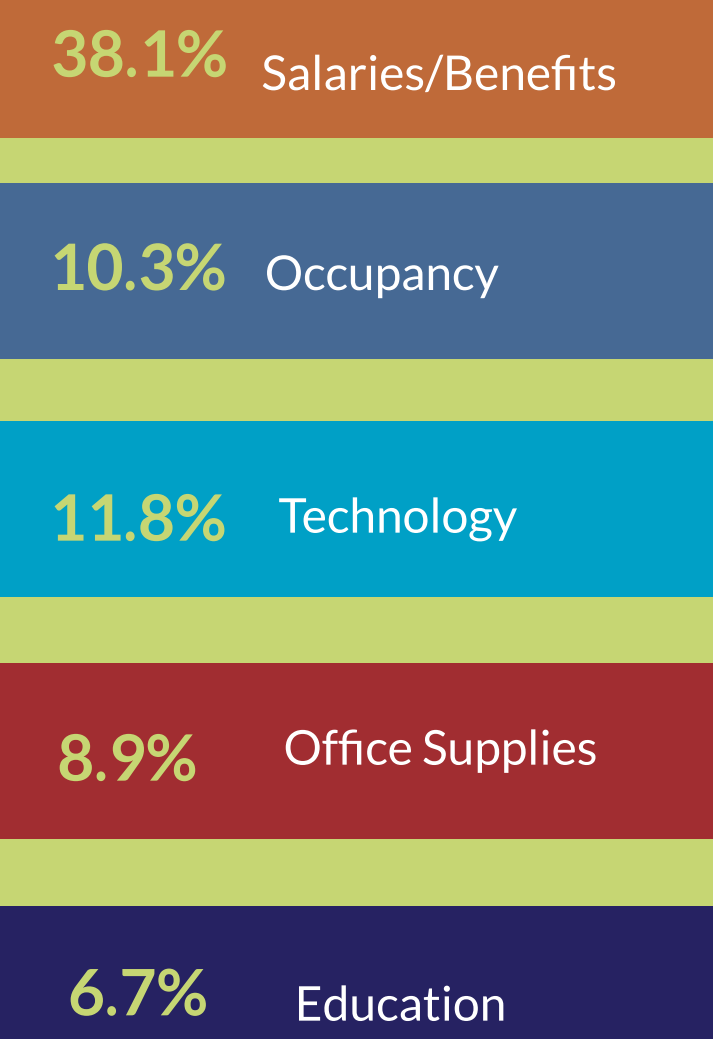
2017 Increase: 6.1%

68% Bill clients at the end-of-a job
10% Require partial payment upon engagement

Business Mix



Operating Expenses



Source: National Society of Accountants Income & Fees of Accountants and Tax Preparers in Public Practice Study

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