

What to send for a sale tax analysis

Stocks, crypto or collectibles. Ranked from most important to nice to have, with the pages that matter, how far back to go and where to get each one. Send what you have; the more you send, the sharper the numbers. Upload or read online at bigsaletax.com/intake. Tick the box as you gather each item.

Before you send anything: black out Social Security numbers and bank account numbers (leave the last four digits). Do not email returns; use the secure upload on the page. Files there are private and deleted automatically within 45 days.

1. Send these first

Enough to start the analysis. 6 items.

☐ Federal income tax returns, complete

The whole return as filed: every schedule, statement, worksheet and the e-file confirmation, not just the first two pages.

PAGES AND FORMS Form 1040 with Schedules 1, 2, 3, B, C, D, E, F and A as they apply, plus Forms 8949, 4797, 4562, 8582, 6252, 8824, 8960, 8995, 6198, 6251, 7203, 1116 and the carryover worksheets and statement pages behind them.

HOW FAR BACK Last 3 years minimum (the IRS normally has 3 years to assess, IRC 6501(a)). Send 5 to 7 if you can: losses and credits carry forward past 3 years (see the carryforward item).

WHY It shows your bracket, your carryovers, and any earlier installment sale or exchange. Everything else is checked against it.

WHERE TO GET IT Your CPA or tax software export. No copy? Pull return transcripts free from IRS Online Account (irs.gov/account): return transcripts for the current and three prior years; Form 4506-T for older transcripts. A transcript is a summary, so ask your CPA for the full PDF too.

☐ State income tax returns, complete

Every state return you filed, with schedules, for each state where you live, own the property or have the business.

PAGES AND FORMS For example California Form 540 with Schedule CA and Schedule D (540), Form 3885A (depreciation), Form 3840 or 3805 (exchanges), Form 593 and 592-B (withholding on sales). Other states: the resident and any nonresident returns.

HOW FAR BACK Same years as the federal returns, 3 minimum, 5 to 7 better. State carryovers and basis often differ from federal.

WHY State tax is often the second biggest line after federal, and some states tax installment gain and exchange gain differently.

WHERE TO GET IT Your CPA, or the state tax agency's online account (for example California FTB MyFTB) for transcripts and notices.

☐ What you plan to sell and when

A list of the positions, coins or items you plan to sell, the approximate sale date, and a current statement showing each one.

PAGES AND FORMS Name, ticker or description, quantity, today's value, and whether any are pledged or held in a trust or entity.

HOW FAR BACK Current statement, dated within the last 30 days.

WHY Timing across two tax years, and which lots you sell, can move the bill more than anything else here.

WHERE TO GET IT Your brokerage or custodian's online statements; exchange or wallet accounts for crypto; the dealer or auction house for collectibles.

☐ **Cost basis for every lot, with purchase dates**

Year-end brokerage statements and lot-level cost basis for each holding you may sell.

PAGES AND FORMS Form 1099-B or consolidated 1099 for the last 3 years, plus the lot detail: purchase date, cost, wash sale adjustments, stock splits, reinvested dividends.

HOW FAR BACK Back to the purchase date of each lot. The holding period, long-term or short-term, and basis come from that date.

WHY Long-term and short-term gains are taxed at very different rates. Without lot dates, the broker's default can overstate the gain.

WHERE TO GET IT Your brokerage's online tax center (cost basis export), or call the transfer agent. Mutual fund and DRIP history is on the fund company's site.

☐ **Crypto exchange and wallet history**

Complete transaction history from every exchange, wallet and platform, as CSV files.

PAGES AND FORMS Exchange CSV exports, wallet addresses used, Form 1099-DA where issued, transfers between your own wallets, staking, mining, airdrops and DeFi activity, and any crypto-tax software report.

HOW FAR BACK From your very first purchase. Basis and holding periods run lot by lot (IRS Notice 2014-21: crypto is property; Rev. Proc. 2024-28: basis tracked wallet by wallet from 2025).

WHY Without a complete history the cost basis cannot be proved, and an unproved basis can be treated as zero.

WHERE TO GET IT Each exchange's tax center or account history export; a crypto-tax tool's "all-years" report; the blockchain explorer for wallet history.

☐ **Collectibles: how you got it, and what it is worth**

Receipts, invoices, auction or dealer records and any appraisal for art, coins, metals, jewelry or other collectibles.

PAGES AND FORMS Bill of sale, provenance, certificate of authenticity, insurance appraisal, auction house consignment contract, how it was acquired (bought, gifted, inherited).

HOW FAR BACK The acquisition paperwork, however old. Appraisals within the last 12 months.

WHY Collectibles gains are taxed at up to 28% (IRC 1(h)(4)), and basis is hard to rebuild after the fact.

WHERE TO GET IT The dealer or auction house that sold it to you; your insurer's schedule of valued items; a qualified appraiser.

2. Send next

Sharpens the numbers. 14 items.

☐ **Any installment sale or seller note you already have**

Paperwork for any sale where you are being paid over time, and any note you hold.

PAGES AND FORMS Form 6252 for each year, the note, the deed of trust or security agreement, the amortization schedule, and the latest payoff.

HOW FAR BACK Every year until the note is paid in full (Form 6252 is filed each year payments arrive).

WHY Large notes trigger the Section 453A interest charge once outstanding installment obligations pass \$5,000,000 (IRC 453A(b)), and a note pledged as security is treated as a payment (IRC 453A(d)).

WHERE TO GET IT Your CPA's files and the note servicer. Your attorney holds the signed note.

☐ **Losses and credits carried forward**

The worksheets that track what you can use against the gain.

PAGES AND FORMS Passive losses by activity (Form 8582 and the worksheets behind it), capital loss carryover worksheet (Schedule D), net operating loss schedule, charitable contribution carryover, at-risk (Form 6198), foreign tax and general business credits, alternative minimum tax credit (Form 8801), Section 163(j) disallowed interest.

HOW FAR BACK Back to the first year each loss arose. Suspended passive losses carry forward with no time limit and are released on a taxable disposition (IRC 469(g)). Capital losses carry forward without limit (IRC 1212(b)). Charitable carryovers last 5 years (IRC 170(d)(1)). Credits 20 years (IRC 39).

WHY A \$400,000 suspended loss can wipe out a large part of the gain, but only if it is tracked. An installment sale can delay when it is released.

WHERE TO GET IT your CPA or tax software: ask for "every carryforward schedule as of last year". Also look in the Form 1040 instructions' worksheets.

☐ **Form 4797 and Schedule D history**

Earlier years' reports of business-property sales and capital gains.

PAGES AND FORMS Form 4797 Parts I to III, Form 8949 and Schedule D, and any Section 1231 loss in the earlier years.

HOW FAR BACK Last 5 years: net Section 1231 gain is taxed as ordinary income to the extent of net Section 1231 losses from the prior 5 years (IRC 1231(c)).

WHY A loss taken three years ago can turn this year's capital gain into ordinary income.

WHERE TO GET IT your CPA or tax software, the Form 4797 pages of each return.

☐ **Your income picture for the next 10 years**

A short list of what else you expect to earn, receive or sell, year by year.

PAGES AND FORMS Wages or business income, Social Security start date, pensions, required distributions from retirement accounts, other planned sales, Medicare enrollment date, filing status and expected changes (marriage, death, move).

HOW FAR BACK Today forward, 10 years. Medicare premium surcharges (IRMAA) are set from your tax return from 2 years earlier, so a 2026 sale shows up in 2028 premiums.

WHY Spreading a gain only helps if the other years have room. This item tells us how much room each year has.

WHERE TO GET IT Your last 2 returns, the Social Security Administration statement (ssa.gov/myaccount), your retirement account's RMD projection, your CPA's tax projection.

☐ **Estimated tax payments and year-to-date income**

What you have paid and earned so far this year.

PAGES AND FORMS Form 1040-ES payments and dates, state estimates, year-to-date pay stubs or profit and loss, and any CPA tax projection for this year.

HOW FAR BACK This year to date, plus last year's total tax (for the safe-harbor rules, IRC 6654).

WHY A large sale mid-year can trigger underpayment penalties unless the payments are planned.

WHERE TO GET IT IRS Online Account shows payments; your bank statements; your CPA.

☐ **State of residence for each owner, and any planned move**

Where each owner lives and files, and whether a move is planned before or after closing.

PAGES AND FORMS Address history, driver's license state, days spent in each state (a simple calendar log), a new home purchase or lease, and the planned move date.

HOW FAR BACK Current, plus the last 2 years of days-in-state. States audit residency claims with calendar and card records.

WHY Moving from a high-tax state before the gain is recognized can change the bill by tens of thousands of dollars, but only if the dates work.

WHERE TO GET IT Your own calendar, credit card and phone records, the new state's registration receipts.

☐ **Your goals and limits**

A few lines on what the money is for and what you will not do.

PAGES AND FORMS Cash needed at closing and why, debts to retire, income you want and when, whether you want to stay in real estate or in the business, heirs, charitable intentions, your comfort with an IRS question, and how much paperwork you will tolerate.

HOW FAR BACK Today and the next 10 years.

WHY The best path depends on the goal more than on the tax. Two owners with the same gain can need different answers.

WHERE TO GET IT Just write it in the notes box below. Rough is fine.

☐ **Your advisors, and permission to talk to them**

Names and contact details for your CPA, attorney, broker, lender and qualified intermediary, and a note that Hans may speak with them.

PAGES AND FORMS Name, firm, email, phone. Tick the permission box in the form, or tell us who not to contact.

HOW FAR BACK Current.

WHY Hans works with your CPA and attorney, not around them. One call can save weeks.

WHERE TO GET IT Your engagement letters or email signatures.

☐ **If you inherited it or were given it**

The paperwork that sets your basis.

PAGES AND FORMS Inherited: date-of-death value (appraisal or estate return Form 706 and the beneficiary statement Form 8971), the will or trust, and the probate order. Gifted: the donor's basis and gift date (Form 709), and the donor's depreciation if it was rental property.

HOW FAR BACK Back to the date of death or the date of the gift. Inherited assets get a stepped-up basis to date-of-death value (IRC 1014); gifts carry the donor's basis (IRC 1015).

WHY A date-of-death basis can erase decades of gain. If it is not documented, the IRS can treat the basis as the donor's or as zero.

WHERE TO GET IT The executor or probate attorney, the estate's CPA, or a retrospective appraisal by a licensed appraiser. County recorder for the deed and probate filings.

☐ **Qualified small business stock (Section 1202) records, if any**

Proof that your shares qualify for the exclusion.

PAGES AND FORMS Stock certificate or cap table, issue date, evidence the issuer was a C corporation with gross assets under the limit when the stock was issued (\$50,000,000; \$75,000,000 for stock issued after July 4, 2025), original-issue purchase records.

HOW FAR BACK From the date the shares were issued to you. For stock issued after July 4, 2025 the exclusion is 50%, 75% or 100% at 3, 4 or 5 years; earlier stock needs 5 years (IRC 1202).

WHY A qualifying holder can exclude a large part of the gain, so it must be documented before the sale.

WHERE TO GET IT The company's attorney or finance team; your original subscription agreement.

☐ **Employer stock, options and restricted stock records**

Grants, exercises and the tax forms for each.

PAGES AND FORMS Forms 3921 and 3922 (option exercises and ESPP), Form 83(b) elections, grant agreements, Form 6251 alternative minimum tax history and the Form 8801 credit, and net unrealized appreciation in employer stock inside a retirement plan.

HOW FAR BACK Back to each grant. Holding periods start at exercise or vesting, not grant, and the AMT credit can carry forward many years.

WHY These decide basis and whether gain is capital or ordinary.

WHERE TO GET IT Your employer's equity plan portal (Fidelity, Schwab, E*Trade and others), the plan administrator, your CPA.

☐ **Margin loans, pledged shares and wash sales**

Debt secured by your holdings and any losses you sold within 30 days of buying the same thing.

PAGES AND FORMS Margin or securities-based loan statement, pledge agreement, wash sale detail on the 1099-B.

HOW FAR BACK Current loans; wash sales for the last 61-day window around each loss sale (IRC 1091).

WHY Pledged shares limit what can be sold, and wash-sale-disallowed losses change your usable losses.

WHERE TO GET IT Your brokerage's loan desk and tax center.

☐ **Any gain you have already deferred**

Records for a gain you put into a Qualified Opportunity Fund or another deferral.

PAGES AND FORMS Form 8997 and Form 8949 for each year, the fund's annual statements, and the date of investment.

Gain deferred under Section 1400Z-2 is included in income on December 31, 2026 (IRC 1400Z-2(b)(1)).

HOW FAR BACK Back to the date of each investment.

WHY That deferred gain comes due this year, on top of whatever you sell now.

WHERE TO GET IT The fund manager's annual statement; your CPA.

☐ **Estate planning documents**

Trusts, wills and powers of attorney that affect the asset.

PAGES AND FORMS Revocable and irrevocable trust agreements, will, beneficiary designations, any gifting or generation-skipping plans, buy-sell agreements. The federal estate tax exemption is \$15,000,000 per person for 2026 (IRC 2010(c), as amended in 2025).

HOW FAR BACK Current, plus any change in the last 5 years.

WHY Basis step-up at death can make holding better than selling, and a trust owner changes who pays the tax.

WHERE TO GET IT Your estate attorney.

3. Nice to have

The more the better. 3 items.

☐ **Returns from 4 to 7 years ago**

The same complete returns, going back further.

PAGES AND FORMS Same forms as the first item.

HOW FAR BACK Years 4 through 7. They reveal carryforward origins, older exchanges and installment sales, and loss years.

WHY It lets us trace a loss or a basis to its source if the later returns only show a total.

WHERE TO GET IT Your CPA; IRS Form 4506 can get copies of older returns (generally about the last 7 years).

☐ **Your CPA's workpapers and a tax projection**

Anything your CPA has prepared for this sale.

PAGES AND FORMS Tax projection or memo for the sale, depreciation workpapers, basis calculations, planning emails.

HOW FAR BACK Current.

WHY It shows what your CPA already assumes so the analysis lines up with their advice.

WHERE TO GET IT Ask your CPA for "the file for the sale."

☐ **Anything else you think matters**

Photos, letters, notes about history, partners, disputes, easements, pending lawsuits or IRS notices.

PAGES AND FORMS Open IRS or state notices, disputes, pending claims, side agreements.

HOW FAR BACK Any.

WHY Surprises late in the process cost the most. A short note now helps.

WHERE TO GET IT Your files and memory. Rough is fine.

Education only, not tax, legal or financial advice. Rules cited are federal Internal Revenue Code sections as of October 10, 2026; your CPA confirms the current rule for your year. Hans is not a CPA, attorney or registered investment adviser; the analysis models tax effects and does not recommend specific securities. Hans Goldstein: Tax & Exit Planning, 1401 21st St, Ste R, Sacramento, CA 95811. hans@bigsaletax.com, 213-414-2808.