

TAAD presents

# Foreclosure Sales and Verification Procedures

Tuesday, November 16, 2010

North Austin/Round Rock Marriott

*Not all foreclosure sales are created equal. How do they affect fair market value?*

*This one-day seminar will address if and how the various types of foreclosure sales can be used in valuation models and ratio studies, methods to verify foreclosure sales, and ways this information can be used in contemporary tax policy.*

## Preview of topics to be covered:

- Definition of Foreclosure and Foreclosure-Related Sales
- Overview of the Real Estate Foreclosure Process
- The Market Value Concept and Definitions of Foreclosure-Related Sales Terms
- Guidelines for the Sales Verification Process
- Written Guidelines and Training
- Sales Information Disclosure
- Monitoring and Communication
- Measuring Dispersion
- Comptroller's Property Tax Assistance Divisions Oversight
- Conclusion

**Location:** North Austin/Round Rock Marriott Hotel, 2600 La Frontera Blvd., Round Rock  
**Registration deadline:** November 2  
**Class Hours:** Registration 7:45-8; Class 8-12, 1:30-5

**CEs:** 6 hours  
**Lodging:** N. Austin/Round Rock Marriott Hotel \$109/single or double; call hotel prior to October 28, ask for TAAD block (512)733-6767 or (800)865-0546  
**Instructor:** Guy Griscom, CAE

## Foreclosure Sales-Verification Procedures

Name \_\_\_\_\_ TDLR number \_\_\_\_\_

Jurisdiction \_\_\_\_\_

Mailing address \_\_\_\_\_

Email address \_\_\_\_\_ Phone number \_\_\_\_\_

### Registration enclosed:

- TAAD member district \$100
- TAAD associate/affiliate member \$150
- Nonmember \$175

**Registration fees must reflect current membership status.**

Requests for refunds must be in writing and submitted by **November 9**. A \$75 cancellation fee will be deducted.

Mail to: TAAD, 7700 Chevy Chase Drive; Bldg. One, Suite 425; Austin, TX 78752-1558

### Office Use ONLY

Date: \_\_\_\_\_ Ck #: \_\_\_\_\_ Paid: \_\_\_\_\_ PC: \_\_\_\_\_ DB: \_\_\_\_\_