



**Senate Financial Institutions and Technology Committee  
Proponent Testimony for House Bill 74  
January 23, 2024**

Chair Wilson, Vice Chair Hackett, Ranking Member Smith and members of the Senate Financial Institutions and Technology Committee, thank you for the opportunity to provide written testimony in support of House Bill (HB) 74.

Formed in 1910, Ohio REALTORS® is the state's largest professional trade organization with approximately 37,000 members representing both residential and commercial practitioners, as well as auctioneers and appraisers. We applaud the sponsors for introducing this bill and hope the information in our testimony will be helpful as you consider this legislation.

Ohio REALTORS® support HB 74 and the bill sponsors' efforts at modernizing various IT systems across Ohio. HB 74 attempts to not only shed light on statewide technological inadequacies, but we also hope it will lead to improvements that our industry desperately needs.

There are over 50,000 professionals licensed by the Division of Real Estate and Professional Licensing (DREPL). The DREPL has worked to improve their licensing system; however, Ohio still offers few online functions for licensed real estate practitioners when compared to our contiguous states. Ohio has not kept up with the modernization and digitization that the real estate licensing industry needs, and we hope HB 74 will lead to identifying additional improvements that can be made to meet the needs of tens of thousands of real estate professionals working in Ohio. The DREPL needs the resources necessary to improve its system and we believe HB 74 will help in this process. Staff at the DREPL have worked diligently to keep up with paperwork and customer service inquiries, but a robust real estate market as well as staffing challenges has made it nearly impossible to process licensing needs when there are limited online options. With that said, we would be remiss if we did not express our Association's sincere gratitude to the DREPL staff for their dedication, long hours, and tireless effort processing the paperwork they receive.

We appreciate the opportunity to provide written proponent testimony on HB 74 and thank the sponsors for their work on this important legislation. We urge the committee's support.

Sincerely,

Scott Williams  
Chief Executive Officer  
Ohio REALTORS®



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