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March 28, 2023

Ohio Senate  
Senate Building  
1 Capitol Square  
Columbus, OH 43215

**Senate Bill 25**  
**Senate Judiciary Committee**  
**Chairman Manning**  
**Testimony in Support - Chris Roman, Private Selling Officer**  
**March 28, 2023**

Chairman Manning, Vice Chair Reynolds, and Ranking Member Hicks-Hudson, thank you for the opportunity to provide a letter in support SB 25, sponsored by Senator Bob Hackett.

My name is Chris Roman and I work as a Private Selling Officer (PSO) in the state of Ohio. I have been active as an auctioneer in the state of Ohio since 1998 and as a real estate salesperson since 2005.

Since PSOs have been able to conduct sales, the foreclosure process has become increasingly efficient and the benefits that result from this efficiency are boundless. By permitting judgment creditors the ability to use a PSO, instead of the sheriff, to sell foreclosed property in uncontested claims, the bill eliminates a waiting period for decision on who is to conduct the sale. This alone can eliminate weeks from the foreclosure sale and get the property into the hands of homeowners and local community developers who will rehabilitate the property and decrease neighborhood blight.

Similarly, decreasing the auction from 7 days to 3 days eliminates unnecessary time that is added to the foreclosure timeline. Typical bidding for an auction takes place in the final 3 days of the auction. With the property being marketed extensively, as is required by the bill, there is no reason that an auction should last longer than necessary. Three days is a sufficient timeframe to conduct the auction online and will ultimately get the property sold to an interested third party quicker.

Lastly, eliminating the appraisal and instead utilizing the county appraisal district's already calculated appraisal can eliminate up to three weeks of the foreclosure timeline. This 21-day waiting period for the return of the appraisal creates a lengthy stretch of time when it could be completed efficiently in a matter of days.

This bill is a win-win all the way around. It ensures that foreclosed properties are sold to individuals without delay. It also ensures that such properties do not become vacant and abandoned, which can lead to neighborhood blight and diminished property values.

Thank you for this opportunity to write in support of Senate Bill 25.

Sincerely,  
Chris Roman