

Chairman Hoops, Vice-Chair Lorenz, Ranking Member Brownlee and members of the House Development Committee:

My name is Chris Davis, licensed real estate agent and auctioneer in the state of Ohio since 1985, and president of Auction Ohio. I am a member of the Ohio Auctioneer's Association, National Association of Realtors, Ohio Association of Realtors and Columbus Realtors Association.

I am here today on behalf of the OAA as well as all auctioneers in the State of Ohio who conduct PSO foreclosure auctions. This legislation benefits creditors, debtors and residents of the State of Ohio.

This legislation also benefits Ohio property owners who find themselves in a foreclosure process. When there's few options for relief and/or reinstatement, the next right thing to do is to make sure that the real estate sells at maximum value, decreasing the number of potential deficiencies and providing a better opportunity for the defendant to receive remaining proceeds after satisfying the judgement creditor and costs of sale.

This legislation shortens the time frame with faster appraisals, earlier marketing, reduced bidding period and a shorter re-auction interval. A PSO conducted foreclosure auction is favorable to the neighborhood where the property is located by expediting the sale of the property. Unmaintained real estate deteriorates while going through the foreclosure process and reflects poorly on the neighborhood. This legislation provides for faster appraisals by shortening the time for the return of appraisals from twenty-one days to fourteen days and requires the marketing to begin prior to receipt of the appraisal and reduces the required number of days the bidding will be open to a minimum of four days. This legislation also reduces the minimum time between foreclosure auctions from seven to three days when the real estate is not sold due to lack of bidders because of a high appraisal.

This legislation provides for the most favorable outcome for plaintiffs by giving them the right to appoint a PSO in lieu of the county sheriff and sell the real estate to an end user rather than being forced to credit bid and take the real estate into inventory to subsequently sell it to the same end user. The plaintiff saves the costs to take custody and control of the real estate.

This legislation will equal more money for creditors and debtors, fewer distressed properties in our neighborhoods, and equal opportunity to buy foreclosed real estate.

Thank you for the opportunity to provide proponent testimony. The Ohio Auctioneer's Association and I urge your support of HB 458. I am happy to answer any questions.