

My name is Jami Kinton-Sluss and my husband, father-in-law and I own Sluss Realty in Mansfield, OH. With 53 years in business, the emergence of wholesaling in the last few years in our area, is undoubtedly the most egregious form of deception we have ever seen in our industry.

As a former investigative reporter for the Mansfield News Journal, it became impossible for me to sit back and watch what was happening without getting personally involved on a significant level. I not only have become very vocal and public about educating others, but have been conducting my own investigation with regard to individuals within my community. I have also spoken at length with a member of our local FBI unit, who are very interested in what is happening because of the magnitude of the dollar amount loss, and because of the vulnerable targeted groups of individuals.

I have partnered with the Area Agency on Aging District 5, who has allowed my husband and I to come speak to their seniors and then broadcasted to every AAA throughout the state because of the severity of the deception and target on seniors.

Last October, a local wholesaler reached out to an 86-year-old former OhioHealth physician, Dr. Semur Rajan, and had him sign over POA to him for his home, 1612 Royal Oak Dr., Mansfield. This particular wholesaler's fiancée is a real estate agent with The Holden Agency in Mansfield. She immediately listed the property for nearly \$100,000 more than what Dr. Rajan's contract stated that he would be given. According to state medical records, Dr. Rajan had recently been dismissed, unfortunately, from his practice because of signs of dementia. With this information, my husband, Broker Grant Sluss, called the Ohio Division of Real Estate and reported that this agent and her fiancé, the wholesaler, listed this man's home and got him to sign these contracts without being in his right state of mind. The medical reports are public information and we provided this to the division as well. The division, along with Grant, also reported this situation to the Elder Abuse Dept with the Ohio Attorney General's Office. Thankfully, because this agent and wholesaler were then contacted by these organizations and called into question, they ended up releasing Dr. Rajan's property. Dr. Rajan is also widowed with adult children who live out of state and had no one to advocate for him, which is exactly the type of individuals that wholesalers take massive advantage of. Dr. Rajan was lied to by the wholesaler and told an investor was buying his home. He had no idea his home had ever been listed on the open market by this man's fiancée and no real estate sign was ever placed in his yard – further adding to the deception.

Another situation that happened last fall, Mike Needl, a 76-year-old veteran, received a postcard in the mail for a local wholesaling company and had them come out to look at an investment property in Galion, OH. Not understanding the process, he did sign a contract with them. Mike's red flag came when he was mailed copies of his documents in the mail and they were different than what he originally signed. He tried reaching out to the company multiple times to say he no longer trusted or wanted to work with them, and all of which went ignored. In the meantime, a relative of his neighbor discovered he was selling the property and tried to buy it from Mike, which of course, he couldn't do. The man would have to work with the wholesaler. This wholesaling group ended up purchasing the property for \$26,000 and immediately sold it to the interested man for \$48,000 – collecting a larger profit than Mike had.

I have so many more stories, including one where a wholesaler informed a young Cleveland couple – after explaining how their company worked – asked the couple to sign a document which the wholesaler claimed was simply an acknowledgement of what was explained to them. Unfortunately, the couple didn't read the document closely enough, and actually signed over POA to the wholesaler. This couple had already moved out of state and had been trying to find a way to sell their home back in Cleveland. This wholesaler actually had a locksmith get them into the home to photograph it, and then listed it on the market WITHOUT THE ORIGINAL HOMEOWNERS EVEN KNOWING THAT THEIR PROPERTY HAD BEEN LISTED. The way they even found out was they had called our company to list their property and I took the original call. I was so confused when I went to look the property up and told them their home was already listed. The couple was equally confused and said

they hadn't listed with anyone. It took a lot of digging and questions to figure out what had happened. I had them send over the document they signed and I immediately realized what had happened.

These wholesalers are truly deceptive on every level. And the work that they do on these properties – IF they even do any work at all to them -- are what you would call lipstick on a pig. They do horrible patch jobs often leaving the next owner in a mess.

I have contracts deceiving homeowners on when work is promised to be done on their house that states in fine print that ANY work done to the home will come out of the original homeowner's proceeds.

There is never any protection for the original homeowner, but in most wholesaler contracts, they can actually give homes back to the original owner should it not sell on the market. No repercussions for the wholesaler, but a lot of wasted time and heartache for the original homeowner.

I'd like to share a statement just given to me by one of our top agents, Aubrey Snow, just last week with regard to the work a local wholesaler did to a home her buyers were wanting to buy. Report here: <https://docs.google.com/document/d/1RW5fXylpoByWSNVcTboAieBo8iVKU5OCXr9S9NFITdU/edit?tab=t.0>

Aubrey said: "I reviewed the inspection report and also spoke directly with the inspector, Thadd Blubaugh, when the report was received. He highlighted several major concerns, the most serious being the electrical issues throughout the home. He noted there were exposed live wires that posed a severe safety hazard—stating that if someone had touched them during a showing, it could have resulted in electrocution. This issue was considered non-negotiable in terms of requiring proper repairs. Additional concerns included the hot water tank venting improperly into an unlined chimney, which presents a safety and code issue, and significant deterioration of the porch roof. The roof was rotting and causing the fascia to collapse, necessitating complete removal and replacement. The seller, (local wholesaler who had just purchased the property), agreed to address these issues but insisted on using his general contractor rather than licensed professionals specific to each trade. We accepted this on the condition that our inspector would re-inspect the work to ensure all repairs were completed properly and safely. That inspection is still pending, so at this time, we cannot confirm the quality or completeness of the repairs.

Overall, this home was not safe for people to be walking inside and it wasn't brought to our knowledge of such hazards. My buyers were overwhelmed when they heard about the live, exposed wires."

Because they also pay real estate fees to sell properties, these wholesalers cannot exist unless they are making significant profit from the original homeowner. There is a massive difference between what a real estate agent presents versus a wholesaler. When a licensed agent presents a net sheet to homeowners, they can see down to the penny what profit the agent will make, what their home will be put on the open market for and what they will receive. We show them comps for their home and why we believe it will sell for what we are suggesting. A wholesaler does NOT show anything like this.

1276 Silver Lane, Mansfield is a property we currently have listed for \$225,000 and just went into contract for nearly this amount. A wholesaler, who knew the homeowner was badly in need of money fast because of a dire situation she currently is in, offered her \$150,000. The woman almost signed for it, but then spoke to one of our agents, Trina Dille, who is a friend of hers, who frantically told her not to do it. Trina then took me over to meet with her and I was able to explain to her how wholesalers work. This woman, who desperately needs the money, now stands to make \$70,000 more at closing. See pic below:

PURCHASE CONTRACT AND ESCROW INSTRUCTIONS

THIS PURCHASE CONTRACT AND ESCROW INSTRUCTIONS ("Contract"), is effective as of the latest it is executed by the Parties (the "Effective Date"), and comprises the entire contract and agreement between Seller (defined in Section 1.8 below) and Buyer (defined in Section 1.8 below) (collectively "Parties").

BASIC TERMS. This Section 1 defines the Basic Terms of this Contract.

1.1 Property Address:

1276 Silver Ln

Mansfield, OH 44906

APN: 0270311805000, 0270311804000, 0270311806000

To be provided by escrow agent

1.2 Legal Description:

17273 50.44 x 179.43

1.3 The Property:

The real property described in Sections 1.1 and 1.2 together with all improvements, fixtures, and appurtenances thereon incidental thereto, plus the personal property described in Section 1.11.

1.4 Earnest Money:

\$ 50.00 ("EMD" / the "Deposit")

1.5 Purchase Price:

\$ 150,000.00

1.6 Close of Escrow:

3/31/2025 ("COE")

1.7 Escrow Agent:

Name:

Resource Settlement Services

Address:

112 E Main Street New Albany, Ohio 43054

Escrow Officer: Jennifer L. McIntyre - 614.413.0770

Escrow Email: jenniferC@resourceres.com

1.8 Parties:

Seller: Tonya Smith

Buyer: Tristan Gardner

Gardner Property Group

We truly need more regulations, more oversight, more help for those who are unaware and are the most vulnerable. I am happy to provide names and phone numbers for all mentioned above. This is a massively growing problem and your help is greatly appreciated.

Thank you so much,

Jami Kinton-Sluss

419-564-0126