



Manley Deas Kochalski
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March 27, 2023

The Honorable Nathan Manning
Chairman, Senate Judiciary Committee
Ohio Senate
1 Capitol Square
Columbus, Ohio 43215
E-delivery: Manning@ohiosenate.gov

RE: Support of Senate Bill 35

Dear Chairman Manning,

My name is Ted Manley, and I am a Principal of the law firm of Manley Deas Kochalski LLC (MDK). We have over 20 years of experience in default litigation and have grown to be an industry leader not only in Ohio, but throughout the Midwest.

I am writing this letter in support of Senate Bill 25, sponsored by Senator Bob Hackett. Our firm's leadership served an instrumental role in the law change that led to the use of private selling officers, and we have been following the positive results of that change over the past 5+ years.

While the use of private selling officers to conduct foreclosure sales has been greatly successful, we have been tracking the problems that still plague the foreclosure process. We seek to resolve those problems and make the process better. SB 25 will do just that, specifically:

- Elimination of judicial discretion
- Elimination of Sheriff appraisals
- Augmentation of the publication requirement
- Shortening the 7-day online auction to a 3 day online auction

These improvements will lead to better marketing of foreclosed properties, which leads to:

- Increased third party purchaser rate
- Higher community values
- Potential for surplus sales, benefiting the borrower

Sincerely,

A handwritten signature in blue ink, appearing to read 'Ted Manley', is written over the word 'Sincerely,'.

Theodore K. Manley, Principal
Manley Deas Kochalski LLC
1555 Lake Shore Drive
Columbus, Ohio 43204

cc: Senator Bob Hackett – Hackett@ohiosenate.gov