

March 28, 2023

Ohio Senate  
Senate Building  
1 Capitol Square  
Columbus, OH 43215

**Senate Bill 25**  
**Senate Judiciary Committee**  
**Chairman Manning**  
**Testimony in Support – Charles White, 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 Charles White 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 2014 and as a real estate salesperson since 2015.

SB 212 makes many important changes to Ohio's foreclosure law of which I am supportive. There are three in particular that I believe will enhance the auction process to ensure the highest price for a property; therefore, protecting the debtor from lost equity and alleviating our communities from neighborhood blight.

First, SB 25 permits judgment creditors the ability to more broadly appoint a Private Selling Officer to sell foreclosed property in uncontested claims. Doing so expedites the process of a foreclosure sale after the action is commenced. This will eliminate unnecessary time and costs added to the foreclosure when the debtor does not respond in an action.

Second, it provides the county auditor's appraised value to be used rather than requiring the time and expense of three additional appraisals. The counties in Ohio already spend millions of dollars every few years to conduct appraisals. The change made by SB 25 reduces cost to the case (adding it to the surplus, if there is one) and uses already available numbers to come to the 2/3 value that is required to sell a property.

Finally, it permits counties to advertise on their website for three weeks leading up to the foreclosure sale for free. The currently required newspaper advertising costs only add to the debtor's deficiency judgement without providing any true value to the process. A newspaper requirement should especially not be imposed for online sales, where virtually no other aspect of the sale takes place outside of the internet.

SB 25 is beneficial to all involved in the foreclosure sale with the debtor being especially protected. All of the aspects of this bill are enhancements to the auction process which, as a PSO, I support as a way to make the auction process friendlier to all, less expensive to the debtor, and more efficient.

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

Sincerely,  
Charles White