



# FACT SHEET • Ohio Department of Agriculture



**Governor** Ted Strickland  
**Lieutenant Governor** Lee Fisher  
**Director** Robert J. Boggs

**Communications Office**  
8995 East Main Street • Reynoldsburg, Ohio 43068  
Phone: 614-752-9817 • Fax 614-466-7754  
ODA home page: [www.ohioagriculture.gov](http://www.ohioagriculture.gov) • e-mail: [agri@agri.ohio.gov](mailto:agri@agri.ohio.gov)

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## Auctions and Auctioneers in the State of Ohio

In the State of Ohio, there are more than 3,200 licensed auctioneers, apprentice auctioneers and auction businesses. By law, all auctions in Ohio, including charity and benefit auctions, must be conducted by a licensed auctioneer or apprentice auctioneer.

In order to become licensed in Ohio, an auctioneer must first attend an approved auction school, serve a full year as an apprentice, and act as a bid caller in 12 auctions before applying for an auctioneer license. The applicant must then take and pass a written and verbal examination prior to receiving a license.

### **Auction Appeal**

The auction method of marketing is a fast-paced, exciting method of selling real or personal property. Some of the benefits of the auction method of marketing are:

- Buyers come prepared to buy.
- Quick disposal reduces overhead.
- Exposes the property to a large number of buyers.
- Accelerates the sale.
- Creates competition among buyers, potentially increasing the price of a private transaction.
- Takes the seller out of the negotiation process.
- Ensures an aggressive marketing program that increases interest and visibility.

### **Consumer Awareness**

Before hiring and contracting with an auctioneer, there are several factors to consider. All auctioneers are required to enter into a contract with the owner or consignee of the property to be sold. Consumers should review the details of the contract: does it cover the auctioneer fees; does it also cover the advertising and labor? Consumers should fully understand the services for which they will be paying and should also consider:

- **Auctioneer's expertise.** Some auctioneers specialize in certain types of auctions. Ask the auctioneer if they know the market; the value of the property and how to attract the buyers most interested in the property. Ask for their marketing plan.
- **Experience.** Auctioneers can conduct anywhere from a few dozen or over 100 auctions in a year. Ask the auctioneer how much experience they have and how long they have been in the business; ask if the auctioneer has earned any special designations or honors from any professional organizations or if they are licensed appraisers.
- **References.** Ask for references from former clients.
- **Licensing.** Call the Ohio Department of Agriculture to see if the auctioneer is licensed and in good standing.
- **Reputation.** Talk to former clients and people who attend auctions frequently. Find out what they know about the auctioneer.
- **Observation.** Attend an auction conducted by the auctioneer. See how the auction is advertised and how the auction is run.