



MINNEAPOLIS AREA REALTORS®

December 29, 2020

City of Hopkins
1010 1st St. S.
Hopkins, MN 55343

RE: REPEAL OF HOPKINS CITY CODE CHAPTER 20, ARTICLE II, TRUTH IN SALE OF HOUSING (“TISH”) ORDINANCE.

Dear Councilmembers and Mayor,

The Minneapolis Area REALTORS® (“MAR”) is a professional association representing more than 9,500 REALTORS® who live and work throughout the Twin Cities. More than one hundred REALTORS® call Hopkins home and many more serve clients who buy and sell homes in the community. Our overall goal is to support the healthy growth of the Twin Cities’ real estate market and help consumers make informed real estate decisions.

Minneapolis Area REALTORS® was pleased to find the city of Hopkins is considering repealing Chapter 20, Article II, TISH ordinance. As you may know, MAR does have a standing policy [position statement on opposing POS/TISH Ordinances](#). REALTORS® are in favor of high-quality housing stock and attracting new residents but opposed to local POS/TISH ordinances.

REALTORS® note the following about TISH Inspection programs...

- TISH inspections are not comprehensive compared to Buyer Inspections.
- TISH inspections are redundant to the current home sale process which already requires multiple inspections.
- Most buyers do purchase their own independent inspections, performed by a housing evaluator.
- REALTORS® regularly advise buyers to purchase a home inspection but and have long been concerned that in communities with TISH programs the purchaser may choose, erroneously, to forego such an inspection because they are covered by the less extensive TISH inspection.
- City staff notes the program is a cost center, does not pay for itself, and yields limited results.

For the above-mentioned reasons and consistent with our standing position on POS/TISH ordinance, the Minneapolis Area REALTORS® is pleased to support the effort to repeal this portion of Hopkin City Code. MAR believes area residents will continue to be well served with comprehensive buyers’ inspections. Finally, MAR maintains a list of local ordinances to conveniently distribute information

to its members, to drive compliance with local ordinances. We look forward to updating this list with the change, upon passage.

Thank you for your attention to this important housing issue. Please feel free to reach out to us as a resource should Hopkins encounter other real estate and housing issues.

Sincerely,

Eric J. Myers
Director of Government Affairs
Minneapolis Area REALTORS®
5750 Lincoln Dr.
Edina, MN 55436

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Jen Piller Quade
Government Affairs Cmte, Chairperson
Minneapolis Area REALTORS®
5750 Lincoln Dr.
Edina, MN 55436
(Former Hopkins Resident)

Keller Williams Integrity Lakes
1350 Lagoon Ave. S. #900
Minneapolis, MN 55408