



## 4 TIPS FOR SELLING A HAUNTED HOUSE

It can be hard to sell a house if it has a reputation for being haunted or if someone is known to have died in the house. If the death occurred within the last three years, then the homeowner is legally obliged to disclose this fact before he sells the house.

A haunted house, or one in which someone died, is called “stigmatized property”—there are different laws in different states regarding this kind of property. Check with a lawyer before putting such a house on the market. Just remember, a haunted house can be a positive selling point if you market it as a special house with an interesting history.

### **Find buyers who want a haunted house**

Strange as it sounds, some people do want to buy a house that is purportedly haunted by ghosts or spirits. This might include paranormal societies and individuals who have a special interest in the supernatural or in paranormal phenomena.

A savvy homeowner can tap into this specialty or niche market for haunted houses. Some hotels and inns advertise that they are haunted, and there is a specific clientele that appreciates this and will give their business to such a place.

### **To tell or not to tell if a house is haunted**

To sell a haunted house or one that is known as a stigmatized property, find out from your real estate agent and your lawyer whether your state’s laws obligate you to disclose that the house is considered to be haunted. Even if you are not obligated by law to say anything, it might be wiser to give a heads up to a potential buyer. If it’s common knowledge in the community your house is haunted, then any buyer will surely find out from the neighbors and may be very unhappy they bought your house.

On the other hand, if your house has a reputation for being haunted and you know that it really isn’t, then you can freely discuss the unfounded rumors with potential buyers and real estate agents. Have an open house or a brokers’ party to show everyone that it is just a normal house. This could help dispel false rumors that your house is haunted.

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Michael B. Bell | 626.796.4100 | [michael.bell@sothebyshomes.com](mailto:michael.bell@sothebyshomes.com)

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### **Bring in the ghostbusters?**

If you have a haunted house to sell, hire someone whose job it is to chase away ghosts and spirits that haunt a house. Bring in a ghostbuster, a spiritual person or a priest to cleanse the house of its negative energies and let potential buyers know that this was done. You can also do some interior decorating to make the house look more inviting and attractive.

### **Lower the price of a haunted house**

Some haunted houses never sell. Others are sold as unique and interesting properties with a fascinating history by people who do not mind living with ghosts. Experienced ghostbusters maintain that most ghosts still haunting the houses they used to live in are not hostile—but are benign and even friendly. With a little bit of consideration, it is possible to live happily and comfortably with them.

Finally, if you have trouble selling a haunted house, you can always lower the price. This means that some lucky buyer will find that he can get a terrific bargain by buying your home.

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