



## **Sunday Column**

**By Kim Bragman, 2020 Chairman**

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### **How to Sell a Haunted House**

Every house has a history, but what if the house you're trying to sell has a history that is a bit more...ghoulish than most? If you or your community believes a house is haunted, it can make selling a bit more difficult. However, there are several options for someone with a spooky property to sell. Just follow a few simple steps to get the haunted house off your hands.

The first thing you will want to establish is if you are required to inform potential buyers of their future paranormal roommates. To answer that, you will want to consult your REALTOR® about your state's disclosure laws. Haunted houses fall into the category of stigmatized properties. Laws vary by state, so you may be required to inform buyers in writing of any possible problems.

Even if you don't have to disclose, it's still a good idea to give your buyers a heads up. If your house is known around the community to be haunted, the neighbors will eventually let the buyer know. It can create a lot of goodwill if you can tell potential buyers to expect a couple of bumps in the night.

There is a chance that your haunted house may even be a selling point. Strange as it may sound, there are people who would love to live in a haunted house. A survey from realtor.com® revealed that 58 percent of respondents would consider buying a haunted house. You can work with a REALTOR® to tap into that market in your community, perhaps marketing to clubs or organizations with an interest in the supernatural.

If you can't find an amateur paranormal investigator to buy your house, it might be time to lower the price. That same realtor.com® survey showed that nearly 40 percent of buyers would expect a haunted property to be discounted.

If you've tried everything and nothing has worked, bringing the selling price down might be your only option. If ghosts and ghouls have inhabited your property, then a bargain price should do the trick.

For more information on buying or selling your home and home ownership visit [SABOR.com](http://SABOR.com) and use a San Antonio area REALTOR®.

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