

Buying a new or used piano

A few suggestions to assist your shopping.

New:

- 1) Buy from an authorized dealer of pianos. As you would buy a new Chevrolet from a Chevrolet dealer, deal the same way with pianos.
- 2) Everyone has opinions on sound and performance, thus technicians will have differing opinions on new pianos. Ask around, ask your tuner, ask teachers what they favour. Technicians can also advise on how easy a particular instrument is to service, and what problems you may encounter with each. Ask an independent technician, or more than one, for their opinions.
- 3) Don't be in a hurry to purchase. Go back to each dealer and ask more questions.
- 4) Many brands have no factory of their own, but have their products made to their specifications by another maker. Very few name-brand manufacturers make their own pianos now.

Used:

This is much more of a challenge, definitely a "buyer beware" scene. A piano technician should be engaged to assist in your search.

Check out the Piano Technician Guild's website (listed on the Contact Us page of this site) for some good advice.

Independent technicians are quite willing to offer advice on potential purchases, after all it is they who will have to service the instrument.

Be prepared to see a number of pianos before making a final decision.

We do not recommend "grey market" pianos. These are used name-brand Japanese pianos, imported from Japan often from music schools and conservatories and sold in bulk across North America. Authorized dealers of these names will not sell grey market pianos. Since most of these instruments are past their factory warranty period you may have difficulty with service issues should the piano develop a serious problem. Our experience with this type of instrument is unsatisfactory.

Buying privately is likely a better deal than from a store, or from someone who buys and sells from their garage. The exception to this is purchasing from an authorized name-brand dealer who may have trade-in pianos.