

USED PIANOS

PRO	CON
Depreciation has already happened.	No Warranty
Pianos live long: young 1-10yrs; middle aged 15-35yrs; old 40+; very old 60+	It's older so expect repairs
Supply & demand (lots of pianos = lower price)	More choices = takes more time
Cash = lower price	No financing - pay up front
No sales tax	Pay for piano appraisal
More wood finish choices and styles	Nice sounding might not be nice looking
Low stress sales environment	Pay for your own moving
Knowledge - you probably know more than seller	Pay for your own tuning.
Ivory keys	Higher initial maintenance cost - possibly

NEW PIANOS

PRO	CON
It's New	It's Expensive
See lots within a short period of time	Piano salesman stress
Warranty	Warranty good?
Trade-In	Financing interest
Trade-Up Option	Sales tax
Financing	Fast depreciation
Lots of Choices	Not many old Classic styles
High gloss black is standard	High gloss black is standard
Most moderately priced pianos sound very bright	Most moderately priced pianos sound very bright
Trade Up	99.9% of all pianos do not appreciate
Rent to Own	Renting to own is the most expensive way to buy.
Trade In (your old piano)	Selling your piano privately makes you more \$
Moving Included	
Tuning Included	