

Selling your piano

Where and How?

1. **Place an Ad Yourself** - showcasing your piano online can reach a large audience, and you can target the right people seeking pianos for sale. This includes:

- Online classified ad sites-like Craigslist (go to site: [Craigslist SF](#) / (then go to) [For sale](#) / (then) [Music instr.](#) / (then enter) **Piano** (listed two ways also as **Pianos** / on left side you can choice ALL or (by) OWNER or DEALER.)
- Websites that specialize in the sale of musical instruments, and even pianos specifically
- Forums or blogs related to music, or a blog you can create yourself
- Auction websites

In addition, you can include photos with your online ad which is crucial to the potential buyer.

Although advertising in newspapers or other print-based publications has become somewhat obsolete, don't forget about the world before the internet.

2. **Contact a Piano Technician** - some piano technicians might be in the market to buy certain pianos that they can refurbish for resale. However, they are usually very particular about the kinds of pianos they are interested in purchasing.

3. **Try a New or Used Piano Dealer** - if you take a look on the internet you will find out which piano dealers might be interested. Their ad will say something like: "We buy good used pianos".
If you are selling your piano with the intention of upgrading to a better one, most piano dealers offer trade-ins.

4. **Call a Piano Moving Company** - this is a last resort if all else fails. Some piano movers will buy used pianos, but don't expect to get too much. But if you are really just looking to get rid of the piano, at least they won't charge you to get it out of your home, and you might get something for it besides.

How Much Should I Ask For My Piano?

Selling your piano privately to another individual you need to know the value of your piano.

To find out the current market value of your piano, you can have a piano technician perform a comprehensive appraisal. This is the most accurate way to determine a piano's value, as it depends on the piano's age, the condition of its cabinet, structure and inner parts, and the market conditions in your area. The cost for an appraisal can range from \$75.to \$150.

Selling Tips

1. **Tune your piano and make sure everything works reasonably well before you advertise it** - this is a very simple detail that most people overlook. You might think: why should I pay to have the piano tuned and/or serviced if it has to be tuned/serviced after it is moved anyway?

Here's why: **you will sell your piano faster and at a much higher price!**

Most people who are shopping for a used piano know so little about its technical aspects, that when they encounter an instrument that is out of tune or has some keys that don't quite work properly, they are not sure whether or not the problem is major or minor, or how the piano will sound after it is tuned. Potential buyers will often reject a perfectly good piano because of relatively insignificant problems.

By simply having the piano at least tuned - and even better, also having minor repairs done - before selling it, you will eliminate any problems that might distract a buyer. Piano owners who do this always sell their piano faster and at a higher price than those who don't, easily recovering their expenses of tuning & minor repair several times over.

2. **Be prepared to answer questions about your piano** - What brand is it? What size is the piano? What condition is it in? How old is it? When was it tuned last? What work needs to be done on it, if any? Do you know the piano's history? Where it was purchased? Has it moved around? Is there anything special about your piano, or an interesting story behind it?

People have emotional reactions to pianos, and they love to hear as many details as possible. Your knowledge and confidence will attract potential buyers when they respond to your advertising, and the more they know about the piano, the more they will become interested in it.

3. **Are there extras that may come with your piano?** - A matching bench? Caster cups that protect the floors? Some sheet music that you will never use? Maybe a metronome that you won't be needing anymore? If it is a player piano, how many rolls of music? Or CDs? Or disks?

These extras can help sell the piano, and you can adjust your selling price accordingly.

4. **Show your piano in a pleasing environment:**

Presentation

- dust, clean & polish the cabinet and the piano keys
- remove all objects from the top of the piano (the buyer may wish to look inside and access is from the top)
- make sure there is sufficient lighting so the buyer may inspect the piano's condition, and be able to see what they are playing when they sit down to the piano.
- try and make the room where the piano resides as attractive as possible. If the room environment doesn't quite match the beauty and quality of the piano, many buyers may be unconvinced of the high selling price of the piano.

Comfort

- leave ample space all around the piano so the buyer can have enough room to pull out the bench, sit down and play or look behind the piano without any clutter getting in the way.
- have the room set at a comfortable temperature. A piano in a room that is too hot or too cold will not only make the buyer uncomfortable, but may also make them wonder if the piano has been unduly subjected to large swings in temperature and humidity (a piano's worst enemy).

Privacy & Quiet

- the buyer is concentrating, and needs to hear the sound of the piano and focus on the details of their decision-making process. Children playing, dogs barking, televisions or radios blaring, or any other noise whatsoever should be non-existent.
- after answering the buyer's questions, offer to leave them alone for a while so they can play the piano and think without an audience. Let them take their time and call you back in to the room when they are ready.

5. **Is your asking price realistic?** - if you've followed all of the above tips and still can't seem to attract a buyer, perhaps your asking price is simply not a fair enough market value. Although you may have paid a great deal for it, pianos can go either way, depreciate or appreciate. And unfortunately, the sentimental value you have attached to it may mean nothing to the potential buyer.

Again, if you need help determining your piano's current market value, hire a piano technician to inspect the piano onsite and give you a comprehensive appraisal.

DONATING

-to a Non-profit (like a church or school etc.) and wanting a tax write-off.

This is very difficult to get, because you need to obtain an "appraisal letter-of-value" from a certified appraiser. And the recipient has to be a Non-profit organization, with a Letter from the organization stating that they accept the piano as a donation. For more in-depth information visit this site below:

<https://www.pianobuyer.com/article/taking-a-tax-deduction-when-donating-a-piano/>