

FOR SALE: Storm Window Installation & Repair

Very low multiple, plus owner will carry 30%!

Financial Overview

List Price: \$120,000

Gross Sales

2024	2023
\$378,528	\$230,245

Cash Flow

2024	2023
\$69,997	\$67,170

- **Profit Margin:** 18%
- **Very Low Multiple:** 1.7

Valuation: Cash Flow x Multiple = Valuation
 \$69,997 x 1.7 = \$118,994

Business Information

Services: Storm window installation and repair, door restoration (interior and exterior), and weather stripping

Clients: 90% Homeowners and 10% Commercial

Location: Papillion, NE with service throughout Omaha and Lincoln

Lease: 1,200 sq ft shop with office space

Personnel: Full time Technician who assists with the day-to-day operations

Seller Training Period: 6 months

Year Established: 2019

Owners Role: Owner is active in the operations with most time spent in the field

Growth Opportunities: Offer glass replacement on demand, subcontract the disciplines such as glazing, painting, and carpentry, and implement a marketing campaign as there is no active marketing in place

Reason for Selling: Career change

Funding Example

Purchase Price: \$120,000

70% Buyer Down Payment	\$84,000
30% Seller Financing	\$36,000

Description

This business specializes in storm window restoration and installation with 90% of the projects completed being in the residential space. Services offered include new storm window installation, primary and exterior window restoration, operational restoration, weather stripping, and new storm windows and doors. The average project size is approximately \$8,000, though the business has completed larger jobs and maintains a backlog of contracted work with 9 months of planned jobs. On average, the company services 30 or more clients per year, often managing several concurrent projects. The company operates out of a rented shop with both office and workshop space, serving primarily the Omaha and Lincoln regions, but occasionally taking on projects further afield when opportunities arise. Most work is performed on-site, with full window restorations conducted in the shop when needed. The staff consists of the owner and one talented window technician, both handling all aspects of the work in-house. The seller is seeking a career change and has offered to stay with the business for 6 months post close to train. Plus, he has offered to carry more than 30% of the purchase price.

Priced at a very low multiple of less than a 2, the asking is **\$120,000**. There is significant opportunity for growth by expanding the team with additional window technicians, carpenters, or glass specialists. There is also potential to spin off smaller services, such as glass replacement or re-screening, and to introduce more formal marketing efforts. With a nine-month project backlog and minimal competition, a new owner with business development skills could readily scale operations and increase revenue, making this an attractive opportunity for growth in a specialized market.