

FOR SALE: Residential Roofing in PNW with 100% Subcontracted Labor

Full-service roofing focused on maintenance and repairs!

Financial Overview

List Price: **\$2,950,000**

Gross Sales

2025	2024
\$5,915,013	\$3,564,309

Cash Flow

2025
\$906,352

➤ **Profit Margin:** 15%

Valuation: Cash Flow x Multiple = Valuation
 \$906,352 x 3.25 = \$2,945,644

Business Information

Year Established: 2023

Location: Seattle Washington

Service Area: 50-mile radius of Seattle with coverage extending north toward Bellingham and south toward Olympia and most of King, Snohomish, and Pierce counties

Services: Provides roofing services, including repairs, replacements, inspections, and maintenance

Service Breakdown: Roof replacements & installations: ~20%; Repairs, skylights, leak work, etc.: ~75–80%

Clients: Residential homeowners (95%) and Commercial clients such as office owners, retail and property management (5%)

Lease: Remotely operated – Very Low Overhead!

Reason for Selling: Relocation and divestment as the seller plans to move

Personnel: Team consists of 3 W2 sales employees and a 1099 administrative coordinator, supported by a network of subcontracted roofing crews who perform all field work

Seller Training Period: 6 months to 1 year dependent on the buyer's preference

Growth Opportunities: Offer additional home services such as drywall, renovations, and remodeling; Geographical expansion into connecting states

Owners Role: The seller maintains a largely hands-off role, overseeing operations remotely with minimal daily involvement, primarily handling high-level support, periodic payments to staff and contractors, and addressing occasional questions from the team

Funding Example

Purchase Price: **\$2,950,000**

10% Buyer Down Payment	\$295,000
20% Seller Financing	\$590,000
70% Bank Loan	\$2,065,000

A 10% down payment of \$295,000 returns \$445,274 in the first year after debt payments!

Description

Presenting a Seattle, WA-based residential roofing company serving the greater Puget Sound region, with coverage extending north toward Bellingham and south toward Olympia. The company offers a full suite of roofing services including repairs, full replacements, leak mitigation, skylights, gutters, and general roofing-related work, with approximately 90–95% of all projects centered within the roofing scope. The business operates on a high-volume, repair-driven model, with approximately 80% of revenue generated from repairs, leak work, and smaller projects, and the remaining 20% from full roof replacements. This mix supports consistent revenue streams, shorter project cycles, and strong recurring demand. The client base is predominantly residential (approximately 95%), with occasional light commercial projects such as small office buildings, retail storefronts, and multi-family properties. Operations are supported by a lean and scalable structure consisting of 3 W2 sales representatives who handle client acquisition and project sales, a 1099 administrative coordinator who manages scheduling, logistics, and vendor coordination, and a deep bench of subcontracted roofing crews who execute all fieldwork. This model allows the business to operate efficiently with remote operations and low overhead while maintaining the capacity to handle a high volume of jobs. Ownership plays a largely passive, remote role in the business, with minimal day-to-day involvement. Responsibilities are limited to high-level oversight, periodic coordination with the team, and managing bi-weekly and monthly payments to subcontractors and sales staff, making the business well-suited for an owner seeking a semi-absentee operational structure.

Priced at **\$2,950,000**, this business is primed and ready for a new owner to step in and continue operations. Significant growth opportunities exist through expanding into broader home remodeling services, increasing sales capacity, and further leveraging existing marketing channels to drive additional lead volume and revenue.

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