

FOR SALE: Residential Glass Company with Strong Local Demand – Established Over 3 Decades

Spacious 7,000 sq ft facility!

Financial Overview

List Price: \$450,000

Gross Sales

2025	2024	2023
\$1,209,827	\$1,228,798	\$1,163,179

Cash Flow

2025
\$122,001

Valuation: 3-Year Avg. Cash Flow x Multiple = Valuation
 \$113,571 x 3.95 = \$448,605

Assets Included in Purchase: \$411,959

Vehicles: \$357,639

Equipment & Tools: \$54,320

Business Information

Services: Glass installation, repair, and replacement services across residential (75%), auto (20%), and commercial applications (~5%)

Clients: Home owners, realtors, businesses, and auto related

Lease: Operates out of a ~7,200 sq. ft. facility with six service bays used for in-shop glass installation, fabrication, and vehicle servicing

Personnel: 5 on staff including an Office Manager, 3 FT Installers, and one PT Glass Technician with seasonal support as needed

Year Established: 1991

Location: Omaha NE with a service extending a 60-mile radius of the Omaha metro

Reason for Selling: Retirement

Owners Role: Owner oversees operations including estimating, schedule oversight, and invoicing

Seller Training Period: 6 months to 1 year

Growth Opportunities: Opportunity to scale through increased hiring, expanded marketing, and reintroducing fleet/commercial contracts to capture unmet demand

Funding Example

Purchase Price: \$450,000

10% Buyer Down Payment	\$45,000
10% Seller Financing	\$45,000
80% Bank Loan	\$360,000

Description

This locally trusted specialty glass business has been serving the greater Omaha metro area for over 3 decades! The company focuses primarily on residential glass services, which make up the majority of revenue. From glass repair and replacement to custom glass fittings, the business offers a variety of glass applications. Services are offered within a 60-mile radius of the Omaha Metro with the client base consisting of homeowners, realtors, home improvement companies with most referrals coming from local suppliers. Operating out of a ~7,200 sq. ft. facility with six service bays, the company is well-equipped to handle both in-shop work and staged installations. The operation is supported by a team of 5 which includes an office manager, a glass technician, and 3 installers with seasonal labor as needed. The owner is active in the business and oversees estimating, project oversight and invoicing. He is planning his retirement but has offered to stay with the business for 6 months to 1 year in order to transition the new owner into their role. Additionally, the seller has offered to carry 10% of the purchase price as a show of good faith in the continued success of the business post close.

Priced at **\$450,000**, this opportunity is ideal for an owner-operator, skilled tradesperson, or small business buyer looking for a stable, cash-flowing operation with strong community ties and a defensible niche. For a new owner, there are multiple clear paths to growth; Hiring additional technicians could immediately increase job volume, while implementing modest marketing efforts could further accelerate inbound leads. There is also an opportunity to expand into larger commercial or fleet accounts, which were previously serviced but not actively pursued in recent years.

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