

FOR SALE: Commercial Roofing with Crews in TX and OK

80% Repeat client base with remote operations!

Financial Overview

List Price: \$1,250,000

Gross Sales

2025 YTD	2024
\$2,281,424	\$1,076,155

Cash Flow

2025 YTD	2024
\$1,098,967	\$273,562

Funding Example

Purchase Price: \$1,250,000

80% Buyer and Bank	\$1,000,000
20% Seller Earnout & Promissory Note	\$250,000

Description

Within their commercial sector, approximately 80% of their work involves flat roofs or TPO (Thermoplastic Olefin) roofs, while the remaining 20% pertains to metal roofing. This roofing company based in Dallas, Texas, specializes in various roofing services primarily for commercial clients with only 2% being residential customers. Their range of services include: Damage Assessment, Roof Replacement, and Roof Restoration. Their expertise covers: metal roofing, single-ply retrofit roofing, elastomeric roofing, flat and low-slope commercial and industrial roofing, and energy-efficient coating. The company does not maintain a physical office space; which keeps overhead low and contributes to the 25% profit margin. The operational team consists of a bookkeeper, a part-time office associate who assists with administrative tasks and three main crews dedicated to maintenance and installation tasks which are subcontracted. The seller plays an active role in day-to-day operations, as project management and labor coordination. Additionally, the company performs inspections which are critical for maintaining quality assurance across projects. The current owner is approaching 70 and is planning for retirement, which presents an opportunity for potential buyers who may wish to acquire an established business with a solid reputation and client base. To ensure a smooth transition for the new owner, the seller is willing to provide training for one year.

Priced at **\$1,250,000**, this business stands out as a robust entity within its market segment due to its specialized services tailored towards commercial clients. With an aging owner looking toward retirement and ample growth opportunities through enhanced sales efforts, this business presents an attractive proposition for prospective buyers interested in entering or expanding within the roofing industry.

Business Information

Location: Dallas TX

Services: Damage Assessment, Roof Replacement, and Roof Restoration

Clients: Commercial client base (of which 98% is repeat), with only 2% in residential.

Product Mix: Flat/TPO is 80% with 20% in Metal Roofs. They do metal roofing, single-ply retrofit roofing, Elastomeric, Flat, Low-Slope, and Energy Efficient Coating

Year Established: 1988

Reason for Selling: Aging owner with some health concerns

Seller Training Period: 1 year

Staff: Bookkeeper, PT Office Associate, 3 main crews for maintenance and installation (subcontracted)

Owner Responsibilities: Seller is actively involved in the day-to-day operations, providing project management and coordination

Lease: No physical office space – making for low overhead

Growth Opportunities: Offer maintenance contracts