

Residential Roofing Contractor

Established residential roofing contractor located in the fastest-growing region in Florida.

Trailing Twelve Months (TTM)

Sep '23 thru Aug '24

TTM	Revenue	\$ 7,283,184.53
	Adj. EBITDA	\$ 919,739.73

Description

Established in 2011, the company has grown to serve multiple counties in Florida with a team of 24 employees, focusing primarily on residential roof replacements. With over 13 years of exceptional service in residential roofing, the company has maintained profitability due to its strong reputation, referrals, and a diversified revenue stream from both retail customers and insurance-related direct assignments.

Currently focused on both retail and direct insurance sectors, the company provides a diverse range of services including roof replacements, repairs, and inspections. Significant growth opportunities exist in expanding the direct insurance program and increasing market share in existing territories. These opportunities leverage the company's strong relationships with insurance carriers and a foundation of 5-star reviews.

The company is perfectly positioned to capitalize on the growing Florida roofing market, particularly in high-growth areas prone to extreme weather. With a strong operational foundation and experienced team, this business presents an attractive opportunity for substantial returns on investment in the thriving roofing sector.

The United States Roofing Market Size is expected to reach USD 42.66 Billion by 2033, at a CAGR of 4.5% during the forecast period 2023 to 2033. ([Source](#))

Company Snapshot

Axia Reference	8128
NAICS code	238160
Year established	2011
Current owner involvement since	2011
Location (State)	Florida
Industry	Roofing Contractors
Employees	24
Business locations	1
Entity type	S. Corp (Florida)
Gross building area	~ 5000 sq. ft. (Office + Warehouse)

Growth Opportunities

- Target more insurance carrier relationships to increase direct insurance assignments.
- Expand service offerings to include roof cleaning, gutter installation, chimney services, and siding as lead magnets for higher ticket upsell opportunities.
- Geographic expansion targeting high-growth neighboring territories.
- Further investment in a digital growth strategy, including SEO, Google Maps, and social media marketing to further capitalize on excellent reviews.
- Strengthen relationships with local real estate agents to capture more leads from property transactions.

35+ %

More than 35% of Florida homes have 5 or less years of remaining useful roof life. ([Source](#))

22 %

Florida roofs are in seriously deficient condition, compared with 1% nationally ([Source](#))