

# remodeling

YOUR TOOLBOX FOR SUCCESS







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# LEAPS *and* BOUNDS

Strong growth last year and continued favorable economic conditions are propelling the 2017 Remodeling 550 to record-high revenues

By **REMODELING STAFF** / Illustration by **KURT PARTON**

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**Rarely for remodelers** has spring ever brought so much, well, spring. After a year of strong revenue growth, this year's Remodeling 550 looks in good shape to jump to its collective target of 12% growth and \$5.17 billion in total revenue.

The expected 2017 showing follows a year that saw both full-service and replacement contractor firms grow. Who's on the list varies each year, but collectively there's enough consistency to tell a story. And this time, the story is that 2017's top 300 full-service firms posted 6.7% more remodeling revenue in 2016 than last year's top 300 did in 2015, and the top 150 replacement contractor companies saw a 16.1% increase in home improvement revenue in 2016 compared to what the top 150 did in 2015.

The Remodeling 550, an annual feature since 2009, profiles the nation's biggest full-service remodelers, replacement contractors, insurance

restoration firms, and franchise operations. All 550 firms can be found online at [remodeling.hw.net/550](http://remodeling.hw.net/550). There you can sort and filter the data as needed. The print report that follows lists the biggest full-service and replacement firms, plus mini-profiles and information nuggets.

And as in past years, we've teamed up with GuildQuality to point out firms that won its Service Excellence Distinction.

The bulk of the information in the Remodeling 550 comes from the companies themselves based on their responses to an online survey. Additional information came via email, phone calls, and public sources. Marisa Mendez managed the project. Diane Kittower collected and proofread the data. Dante Webster provided additional research, and Mendez along with Craig Webb cleaned up and analyzed the numbers. Finally, Laura McNulty oversaw the report's entry in print and online.



## FULL-SERVICE REMODELERS

True to its name, this group is a mixed bag. It includes design/build firms, whole-house renovators, kitchen and bath specialists, and handyman services. A few do thousands of jobs each year, but the vast majority average fewer than 100 projects a year, and some do fewer than 10.

### 1. ALURE HOME IMPROVEMENTS

Plainview, NY

2016 Remodeling Revenue: \$41,502,098  
Number of Jobs: 1,655  
Average Job Price: \$25,679

### 2. TREEIUM

Valley Village, CA

2016 Remodeling Revenue: \$38,114,083  
Number of Jobs: 1,409  
Average Job Price: \$27,000

### 3. NEIL KELLY CO.

Portland, OR

2016 Remodeling Revenue: \$36,270,469  
Number of Jobs: 1,498  
Average Job Price: \$24,213

### 4. GREATER DAYTON CONSTRUCTION GROUP

Beavercreek, OH

2016 Remodeling Revenue: \$33,982,643  
Number of Jobs: 822  
Average Job Price: \$41,341

### 5. ALLEN CONSTRUCTION

Santa Barbara, CA

2016 Remodeling Revenue: \$32,813,512  
Number of Jobs: 190  
Average Job Price: \$200,000

### 6. PACIFIC HOMEWORKS

Torrance, CA

2016 Remodeling Revenue: \$30,858,520  
Number of Jobs: 1,543  
Average Job Price: \$19,999

### 7. THE AIROOM COS.

Lincolnwood, IL

2016 Remodeling Revenue: \$30,000,000  
Number of Jobs: 200  
Average Job Price: \$150,000

### 8. CASE DESIGN/REMODELING

Bethesda, MD

2016 Remodeling Revenue: \$28,294,111  
Number of Jobs: 1,599  
Average Job Price: \$17,695

### 9. NORMANDY DESIGN BUILD REMODELING

Hinsdale, IL

2016 Remodeling Revenue: \$27,778,875  
Number of Jobs: 227  
Average Job Price: \$122,374

### 10. BOWA

McLean, VA

2016 Remodeling Revenue: \$27,681,000  
Number of Jobs: 41  
Average Job Price: \$675,146

### 11. G. FISHER CONSTRUCTION

Farmington Hills, MI

2016 Remodeling Revenue: \$26,521,536  
Number of Jobs: 59  
Average Job Price: \$449,518

### 12. GARDNER/FOX ASSOCIATES

Bryn Mawr, PA

2016 Remodeling Revenue: \$26,336,137  
Number of Jobs: 178  
Average Job Price: \$90,000

### 13. BROTHERS SERVICES CO.

Hampstead, MD

2016 Remodeling Revenue: \$26,059,000  
Number of Jobs: 2,700  
Average Job Price: \$10,800

### 14. RUSK RENOVATIONS

New York, NY

2016 Remodeling Revenue: \$23,295,242  
Number of Jobs: 9  
Average Job Price: \$1,347,289

### 15. CAPE ASSOCIATES

Eastham, MA

2016 Remodeling Revenue: \$19,530,638  
Number of Jobs: 1,626  
Average Job Price: \$12,012

### 16. JACKSON DESIGN AND REMODELING

San Diego, CA

2016 Remodeling Revenue: \$18,246,163  
Number of Jobs: 85  
Average Job Price: \$215,000



### 17. FBN CONSTRUCTION

Boston, MA

2016 Remodeling Revenue: \$16,358,973  
Number of Jobs: 106  
Average Job Price: \$150,000

### 18. MIDTOWN HOME IMPROVEMENTS

Ofallon, MO

2016 Remodeling Revenue: \$16,354,234  
Number of Jobs: 1,225  
Average Job Price: \$12,100

### 19. MARROKAL DESIGN & REMODELING

San Diego, CA

2016 Remodeling Revenue: \$14,937,080  
Number of Jobs: 70  
Average Job Price: \$251,882

### 20. MATRIX BASEMENT SYSTEMS

Arlington Heights, IL

2016 Remodeling Revenue: \$14,876,986  
Number of Jobs: 443  
Average Job Price: \$33,582

### 21. MOSBY BUILDING ARTS

St. Louis, MO

2016 Remodeling Revenue: \$14,554,778  
Number of Jobs: 461  
Average Job Price: \$29,175

### 22. WARDELL BUILDERS

Solana Beach, CA

2016 Remodeling Revenue: \$12,662,376  
Number of Jobs: 25  
Average Job Price: \$329,629

### 23. JERICHO HOME IMPROVEMENTS

Kansas City, KS

2016 Remodeling Revenue: \$11,900,000  
Number of Jobs: 840  
Average Job Price: \$14,166

### 24. TIM WHITE HOME IMPROVEMENT

Massapequa, NY

2016 Remodeling Revenue: \$11,255,800  
Number of Jobs: 285  
Average Job Price: \$39,400

### 25. MCCUTCHEON CONSTRUCTION

Berkeley, CA

2016 Remodeling Revenue: \$10,996,069  
Number of Jobs: 96  
Average Job Price: \$114,522

### 26. UNIPLEX CONSTRUCTION

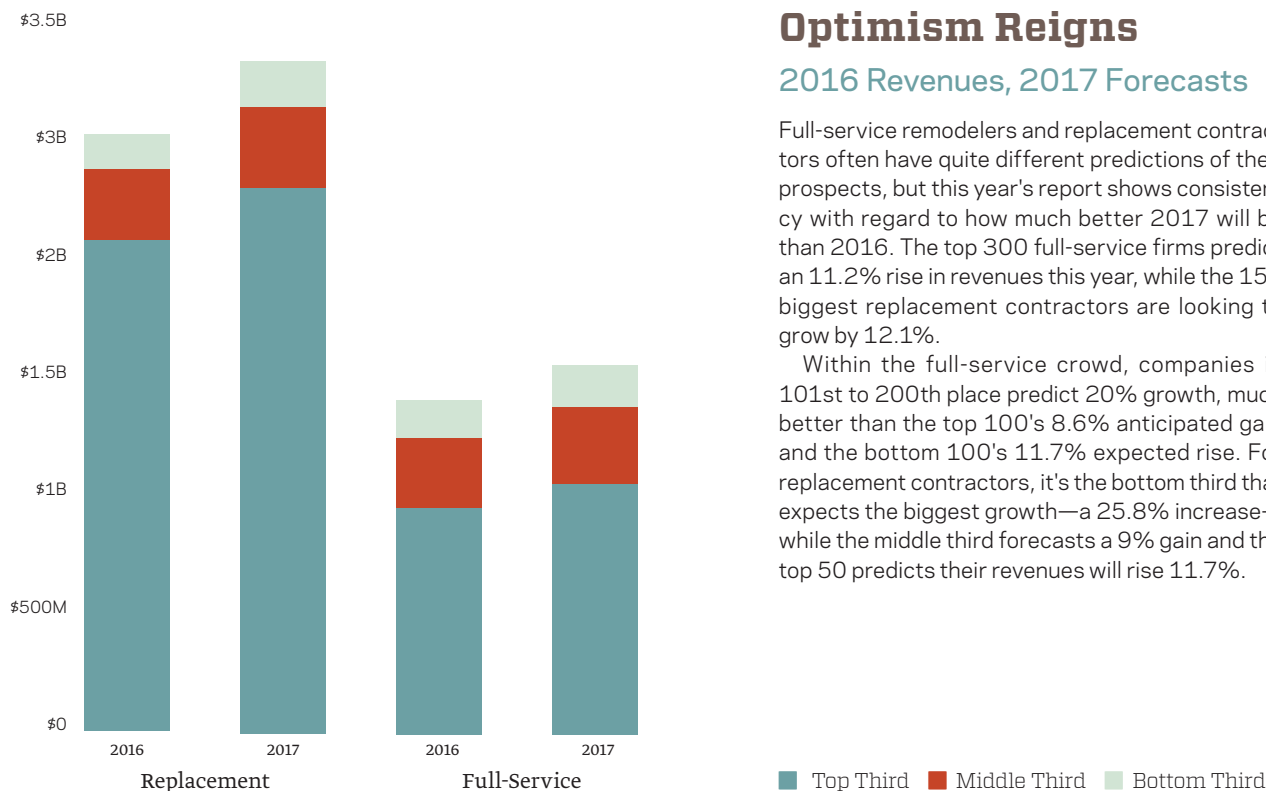
Redmond, WA

2016 Remodeling Revenue: \$10,201,000  
Number of Jobs: 150  
Average Job Price: \$68,000

Again this year, REMODELING partnered with customer satisfaction surveying company GuildQuality to power the Remodeling 550 Service Excellence Distinction. This distinction recognizes companies who have shown commitment to providing an exceptional customer experience, proven by outstanding customer feedback. In order to participate, companies had to submit all of their customers from 2016 to be surveyed via GuildQuality's independent, multi-touch survey process. GuildQuality then selected a random sample of customers to survey based on the company's volume. The companies that received the Service Excellence Distinction achieved a recommendation rate of at least 90% and a response rate of 50% to 70%, depending on project volume. GuildQuality winners have been indicated with a symbol.

**About GuildQuality:** North America's best home builders, remodelers, and contractors rely on GuildQuality's customer satisfaction surveying, performance reporting, and marketing resources to help them deliver exceptional service, and promote their quality to prospective customers. For more information, visit [www.GuildQuality.com](http://www.GuildQuality.com).

**Canadian Companies:** Figures for Canadian companies have been converted to U.S. dollars. In these cases, they have been indicated with an asterisk (\*)



## Optimism Reigns

### 2016 Revenues, 2017 Forecasts

Full-service remodelers and replacement contractors often have quite different predictions of their prospects, but this year's report shows consistency with regard to how much better 2017 will be than 2016. The top 300 full-service firms predict an 11.2% rise in revenues this year, while the 150 biggest replacement contractors are looking to grow by 12.1%.

Within the full-service crowd, companies in 101st to 200th place predict 20% growth, much better than the top 100's 8.6% anticipated gain and the bottom 100's 11.7% expected rise. For replacement contractors, it's the bottom third that expects the biggest growth—a 25.8% increase—while the middle third forecasts a 9% gain and the top 50 predicts their revenues will rise 11.7%.

#### 27. DAVE FOX REMODELING Columbus, OH

2016 Remodeling Revenue:  
\$10,100,000  
Number of Jobs: 121  
Average Job Price: \$77,500

#### 28. PINE STREET CARPENTERS West Chester, PA

2016 Remodeling Revenue:  
\$9,816,610  
Number of Jobs: 110  
Average Job Price: \$90,000

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#### 29. IMPACT REMODELING AND CONSTRUCTION Washington, DC

2016 Remodeling Revenue:  
\$9,800,000  
Number of Jobs: 85  
Average Job Price: \$120,000

#### 30. LARS REMODELING & DESIGN San Diego, CA

2016 Remodeling Revenue:  
\$9,721,631  
Number of Jobs: 40  
Average Job Price: \$235,000

#### 31. BACK CONSTRUCTION Lexington, KY

2016 Remodeling Revenue:  
\$9,685,992  
Number of Jobs: 955  
Average Job Price: \$10,142

#### 32. HARRELL REMODELING Palo Alto, CA

2016 Remodeling Revenue:  
\$9,590,884  
Number of Jobs: 35  
Average Job Price: \$231,000

#### 33. SUN DESIGN REMODELING SPECIALISTS Burke, VA

2016 Remodeling Revenue:  
\$9,188,081  
Number of Jobs: 53  
Average Job Price: \$146,812

#### 34. KAZ COMPANIES West Seneca, NY

2016 Remodeling Revenue:  
\$9,185,431  
Number of Jobs: 1,172  
Average Job Price: \$8,005

#### 35. REIG COS. San Marcos, CA

2016 Remodeling Revenue:  
\$9,183,741  
Number of Jobs: 96  
Average Job Price: \$528,473

#### 36. LANDIS ARCHITECTS/ BUILDERS Washington, DC

2016 Remodeling Revenue:  
\$9,110,841  
Number of Jobs: 43  
Average Job Price: \$204,886

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#### 37. MCCLURG REMODELING Marcellus, NY

2016 Remodeling Revenue:  
\$8,890,867  
Number of Jobs: 624  
Average Job Price: \$12,000

#### 38. CROOM CONSTRUCTION CO. Vero Beach, FL

2016 Remodeling Revenue:  
\$8,800,000  
Number of Jobs: 27  
Average Job Price: \$327,000



## Impact Remodeling and Construction

Washington, D.C. •  
2017 Rank: 29

*Starting a business is tough. Growing during a recession is worse. But that didn't stop Impact Remodeling and Construction's trajectory.*

In 2007, Justin Sullivan left the consulting firm he worked for to begin his own remodeling company. The first four months of his business were normal. Then the Great Recession hit.

"It was a horrible coincidence," Sullivan says. To help build his business, he relied on referrals from contacts he made while in graduate school. He also invested in a local referral service to help generate leads. "There's always enough work for a small business," he adds.

Since demand was sluggish, Sullivan was able to take things slow so that his company would be prepared for the upturn. One benefit of the timing, he says, was that he never had to lay off an employee. Instead, he steadily added workers as he needed them.

"It started with me and then I added a carpenter," Sullivan explains. "Then I got a second carpenter. Now, they have turned into our project managers."

He says that hiring the right people is paramount, regardless of the economy. "Hire [based] on character traits," he advises. "If you find someone with the character traits that reflect your company's mission, there's a good chance they'll stick with you."

His final lesson? Make sure you understand your company's purpose. "It's important to work on and develop the mission of your company. ... If you're able to develop that during the first year or two and you bring on more employees, you're better able to explain and demonstrate [your] value." —*Marisa Mendez*

### 39. MIL-RON CUSTOM CONSTRUCTION

Murphy, TX

2016 Remodeling Revenue:  
\$8,700,500  
Number of Jobs: 65  
Average Job Price: \$125,000

### 40. CASE DESIGN/REMODELING INDIANAPOLIS

Carmel, IN

2016 Remodeling Revenue:  
\$8,439,105  
Number of Jobs: 213  
Average Job Price: \$40,210

### 41. DEXTER BUILDERS

Dexter, MI

2016 Remodeling Revenue:  
\$8,390,275  
Number of Jobs: 687  
Average Job Price: \$8,131

### 42. REVISION

Wayzata, MN

2016 Remodeling Revenue:  
\$8,176,576  
Number of Jobs: 37  
Average Job Price: \$250,000

### 43. BUDGET EXTERIORS

Bloomington, MN

2016 Remodeling Revenue:  
\$8,068,362  
Number of Jobs: 1,281  
Average Job Price: \$6,298

### 44. CG&S DESIGN-BUILD

Austin, TX

2016 Remodeling Revenue:  
\$7,631,877  
Number of Jobs: 52  
Average Job Price: \$134,181



### 45. NEAL'S DESIGN REMODEL

Cincinnati, OH

2016 Remodeling Revenue:  
\$7,614,488  
Number of Jobs: 119  
Average Job Price: \$74,652

### 46. SEA POINTE CONSTRUCTION

Irvine, CA

2016 Remodeling Revenue:  
\$7,580,000  
Number of Jobs: 77  
Average Job Price: \$126,039

### 47. USA CABINET STORE

Fairfax, VA

2016 Remodeling Revenue:  
\$7,535,000  
Number of Jobs: 77  
Average Job Price: \$97,857

### 48. LAKESIDE EXTERIORS

Chesterfield, MO

2016 Remodeling Revenue:  
\$7,498,938  
Number of Jobs: 400  
Average Job Price: \$18,747

### 49. BNW BUILDERS

Richmond, VA

2016 Remodeling Revenue:  
\$7,400,000  
Number of Jobs: 492  
Average Job Price: \$15,000

### 50. DD FORD CONSTRUCTION

Santa Barbara, CA

2016 Remodeling Revenue:  
\$7,319,728  
Number of Jobs: 23  
Average Job Price: \$411,248

### 51. RISHERMARTIN FINE HOMES

Austin, TX

2016 Remodeling Revenue:  
\$7,240,761  
Number of Jobs: 7  
Average Job Price: \$997,732



### 52. PBS CONTRACTORS

Naples, FL

2016 Remodeling Revenue:  
\$6,785,000  
Number of Jobs: 32  
Average Job Price: \$203,400

### 53. F.H. PERRY BUILDER

Hopkinton, MA

2016 Remodeling Revenue:  
\$6,744,483  
Number of Jobs: 90  
Average Job Price: \$800,000

### 54. BAXTER CONSTRUCTION

Hopewell, NJ

2016 Remodeling Revenue:  
\$6,702,649  
Number of Jobs: 97  
Average Job Price: \$42,979

### 55. ONE WEEK BATH

Van Nuys, CA

2016 Remodeling Revenue:  
\$6,446,295  
Number of Jobs: 278  
Average Job Price: \$23,000

### 56. GRUVER COOLEY CORP.

Purcellville, VA

2016 Remodeling Revenue:  
\$6,400,000  
Number of Jobs: 25  
Average Job Price: \$256,000

### 57. HARVEY REMODELING

Shrewsbury, MA

2016 Remodeling Revenue:  
\$6,140,593  
Number of Jobs: 96  
Average Job Price: \$63,964

### 58. ADVANCE DESIGN STUDIO

Gilberts, KS

2016 Remodeling Revenue:  
\$5,968,279  
Number of Jobs: 92  
Average Job Price: \$57,000



### 59. A.E. HARTH DBA HARTH BUILDERS

Spring House, PA

2016 Remodeling Revenue:  
\$5,959,987  
Number of Jobs: 98  
Average Job Price: \$62,000



### 60. MAGEE CONSTRUCTION

Cedar Falls, IA

2016 Remodeling Revenue:  
\$5,621,859  
Number of Jobs: 391  
Average Job Price: \$14,378

### 61. CARNEMARK DESIGN + BUILD

Bethesda, MD

2016 Remodeling Revenue:  
\$5,484,981  
Number of Jobs: 15  
Average Job Price: \$365,665



### 62. DREAM DESIGN BUILDERS

San Diego, CA

2016 Remodeling Revenue:  
\$5,470,847  
Number of Jobs: 27  
Average Job Price: \$241,806

## 63. BLACKDOG DESIGN/ BUILD/REMODEL Salem, NH

2016 Remodeling Revenue:  
\$5,453,775  
Number of Jobs: 64  
Average Job Price: \$85,000

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## 64. CASTLE BUILDING & REMODELING Minneapolis, MN

2016 Remodeling Revenue:  
\$5,439,482  
Number of Jobs: 378  
Average Job Price: \$13,820

## 65. WHITLOCK BUILDERS Charlotte, NC

2016 Remodeling Revenue:  
\$5,381,892  
Number of Jobs: 12  
Average Job Price: \$245,000

## 66. RENEWAL DESIGN-BUILD Decatur, GA

2016 Remodeling Revenue:  
\$5,328,811  
Number of Jobs: 23  
Average Job Price: \$216,638

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## 67. CUSTOM DESIGN & CONSTRUCTION El Segundo, CA

2016 Remodeling Revenue:  
\$5,293,027  
Number of Jobs: 27  
Average Job Price: \$197,000

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## 68. BRINDISI BUILDERS Marlton, NJ

2016 Remodeling Revenue:  
\$5,280,389  
Number of Jobs: 96  
Average Job Price: \$60,000

## 69. CASE DESIGN/ REMODELING OF SAN JOSE San Jose, CA

2016 Remodeling Revenue:  
\$5,210,646  
Number of Jobs: 359  
Average Job Price: \$15,258

## 70. CHERMAK CONSTRUCTION Edmonds, WA

2016 Remodeling Revenue:  
\$5,200,000  
Number of Jobs: 90  
Average Job Price: \$75,000

## 71. CAPIZZI HOME IMPROVEMENT Cotuit, MA

2016 Remodeling Revenue:  
\$5,141,292  
Number of Jobs: 268  
Average Job Price: \$17,473

## 72. KARP ASSOCIATES New Canaan, CT

2016 Remodeling Revenue:  
\$5,126,830  
Number of Jobs: 14  
Average Job Price: \$300,000

## 73. UNITED INSTALLS Erlanger, KY

2016 Remodeling Revenue:  
\$5,100,000  
Number of Jobs: 3,400  
Average Job Price: \$1,500

## 74. CUSTOM CONTRACTING Arlington, MA

2016 Remodeling Revenue:  
\$5,055,181  
Number of Jobs: 163  
Average Job Price: \$31,013

## 75. BATTRES CONSTRUCTION Santa Ana, CA

2016 Remodeling Revenue:  
\$5,026,199  
Number of Jobs: 44  
Average Job Price: \$110,000

## 76. SYNERGY BUILDERS West Chicago, IL

2016 Remodeling Revenue:  
\$5,020,151  
Number of Jobs: 71  
Average Job Price: \$66,665

## 77. NEW OUTLOOKS CONSTRUCTION GROUP Robbinsville, NJ

2016 Remodeling Revenue:  
\$5,011,240  
Number of Jobs: 455  
Average Job Price: \$11,014

## 78. APPLIED CONTRACTING SERVICES Winter Garden, FL

2016 Remodeling Revenue:  
\$5,010,892  
Number of Jobs: 210  
Average Job Price: \$23,857

## 79. SEA CONSTRUCTION San Mateo, CA

2016 Remodeling Revenue:  
\$5,000,000  
Number of Jobs: 14  
Average Job Price: \$350,000

## 80. CRUICKSHANK INC. Atlanta, GA

2016 Remodeling Revenue:  
\$4,968,290  
Number of Jobs: 10,100  
Average Job Price: \$492

## 81. ALASKA TREELINE Anchorage, AK

2016 Remodeling Revenue:  
\$4,900,000  
Number of Jobs: 189  
Average Job Price: \$25,000

## 82. AMSTED DESIGN-BUILD\* Ottawa, ON

2016 Remodeling Revenue:  
\$4,866,895  
Number of Jobs: 46  
Average Job Price: \$105,802

GG

## 83. PLATT BUILDERS Groton, MA

2016 Remodeling Revenue:  
\$4,787,613  
Number of Jobs: 35  
Average Job Price: \$140,000

## 84. WOODBRIDGE BUILDERS Kenilworth, NJ

2016 Remodeling Revenue:  
\$4,750,000  
Number of Jobs: 45  
Average Job Price: \$105,000

## 85. WADDEN CONSTRUCTION Herndon, VA

2016 Remodeling Revenue:  
\$4,663,919  
Number of Jobs: 251  
Average Job Price: \$18,581

## 86. HARWICK HOMES Bonita Springs, FL

2016 Remodeling Revenue:  
\$4,651,617  
Number of Jobs: 60  
Average Job Price: \$75,000

## 87. CRANE BUILDERS Nashville, TN

2016 Remodeling Revenue:  
\$4,624,377  
Number of Jobs: 22  
Average Job Price: \$210,199

## 88. JRHAMMEL/ALAIR HOME Carrollton, TX

2016 Remodeling Revenue:  
\$4,586,382  
Number of Jobs: 13  
Average Job Price: \$352,800

## 89. CIPRIANI REMODELING SOLUTIONS Woodbury, NJ

2016 Remodeling Revenue:  
\$4,520,344  
Number of Jobs: 68  
Average Job Price: \$67,154

## 90. HURST DESIGN BUILD REMODEL Middleburg Heights, OH

2016 Remodeling Revenue:  
\$4,484,509  
Number of Jobs: 65  
Average Job Price: \$75,000

## 91. FINISHED BASEMENTS PLUS Wixom, MI

2016 Remodeling Revenue:  
\$4,481,290  
Number of Jobs: 107  
Average Job Price: \$39,900

## 92. RSU CONTRACTORS Murfreesboro, TN

2016 Remodeling Revenue:  
\$4,472,091  
Number of Jobs: 86  
Average Job Price: \$52,000

## 93. D&B ELITE Sinking Spring, PA

2016 Remodeling Revenue:  
\$4,431,628  
Number of Jobs: 71  
Average Job Price: \$62,417

## 94. DISTINCTIVE DESIGN REMODELING Lexington, KY

2016 Remodeling Revenue:  
\$4,386,297  
Number of Jobs: 110  
Average Job Price: \$39,000

## 95. TODD WHITTAKER DRYWALL Peoria, AZ

2016 Remodeling Revenue:  
\$4,355,104  
Number of Jobs: 425  
Average Job Price: \$15,000

## 96. HOMEWORKS CONSTRUCTION

South Bend, IN

2016 Remodeling Revenue: \$4,300,000  
Number of Jobs: 205  
Average Job Price: \$22,000

## 97. THE REMODELING COMPANY

Beverly, MA

2016 Remodeling Revenue: \$4,234,347  
Number of Jobs: 110  
Average Job Price: \$38,494

## 98. MURPHY BROS. DESIGN | BUILD | REMODEL

Minneapolis, MN

2016 Remodeling Revenue: \$4,233,000  
Number of Jobs: 112  
Average Job Price: \$37,661

## 99. BUILDING COMPANY NUMBER 7

Nashville, TN

2016 Remodeling Revenue: \$4,200,000  
Number of Jobs: 12  
Average Job Price: \$350,000

## 100. INNOVATIVE KITCHEN AND BATH

Kirkland, WA

2016 Remodeling Revenue: \$4,184,765  
Number of Jobs: 82  
Average Job Price: \$42,702

## 101. D'AMBRA CONSTRUCTION

Huntington Beach, CA

2016 Remodeling Revenue: \$4,175,000  
Number of Jobs: 20  
Average Job Price: \$150,000

## 102. TRI-STATE CREATIONS

Conshohocken, PA

2016 Remodeling Revenue: \$4,173,122  
Number of Jobs: 350  
Average Job Price: \$11,923

## 103. JERRY HARRIS REMODELING

Chesapeake, VA

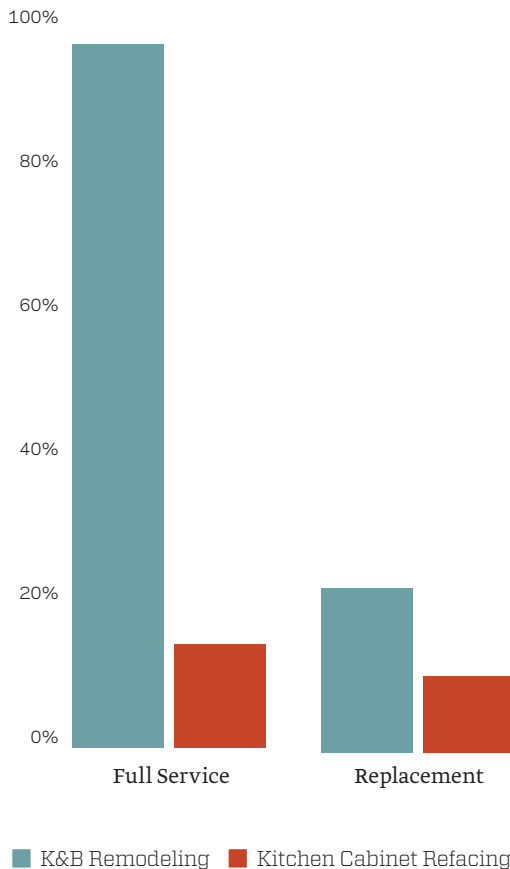
2016 Remodeling Revenue: \$4,157,056  
Number of Jobs: 213  
Average Job Price: \$19,517

## What's Cooking?

### Percentage of Firms That Do...

Americans will spend \$31.2 billion in 2017 to remodel 1.8 million kitchens and 2.5 million bathrooms, according to a Farnsworth Group study commissioned by the National Kitchen + Bath Association. Thus, it's no surprise that kitchen and bath projects are the most popular work done by full-service remodelers, with 95.7% saying they work on K+B renovations and 14.7% doing kitchen cabinet refacing.

Replacement contractors, on the other hand, are far more often found doing jobs involving the exterior of the house. Only 22.7% say they do K+B jobs and just 8% offer cabinet refacing.



## 104. MEN AT WORK DESIGN BUILD\*

Toronto, ON

2016 Remodeling Revenue: \$4,136,951  
Number of Jobs: 19  
Average Job Price: \$217,734

## 105. RI KITCHEN & BATH

Warwick, RI

2016 Remodeling Revenue: \$4,134,788  
Number of Jobs: 75  
Average Job Price: \$55,000

## 106. MITCHELL CONSTRUCTION GROUP

Medfield, MA

2016 Remodeling Revenue: \$4,129,462  
Number of Jobs: 30  
Average Job Price: \$149,764

## 107. MCDOWELL REMODELING (MCDOWELL OF ST. CHARLES)

St. Charles, IL

2016 Remodeling Revenue: \$4,119,776  
Number of Jobs: 125  
Average Job Price: \$36,224

## 108. FATHER & SON CONSTRUCTION CO.

Troy, MI

2016 Remodeling Revenue: \$4,101,453  
Number of Jobs: 377  
Average Job Price: \$10,880

## 109. KCH CONTRACTING

Scotch Plains, NJ

2016 Remodeling Revenue: \$4,100,000  
Number of Jobs: 20  
Average Job Price: \$250,000

## 109. IRON RIVER CONSTRUCTION

Chaska, MN

2016 Remodeling Revenue: \$4,100,000  
Number of Jobs: 178  
Average Job Price: \$23,000

## 111. FOSTER REMODELING SOLUTIONS

Lorton, VA

2016 Remodeling Revenue: \$4,055,039  
Number of Jobs: 117  
Average Job Price: \$41,357



## 112. REBATH OF AUSTIN Austin, TX

2016 Remodeling Revenue:  
\$4,049,447  
Number of Jobs: 241  
Average Job Price: \$16,800

## 113. 5<sup>TH</sup> GENERATION CONTRACTING Marietta, GA

2016 Remodeling Revenue:  
\$3,938,108  
Number of Jobs: 49  
Average Job Price: \$77,520

GA

## 114. HAMISH MURRAY CONSTRUCTION Portland, OR

2016 Remodeling Revenue:  
\$3,875,359  
Number of Jobs: 54  
Average Job Price: \$71,766

## 115. ROCON CONSTRUCTION Brielle, NJ

2016 Remodeling Revenue:  
\$3,800,000  
Number of Jobs: 45  
Average Job Price: \$150,000

## 115. BEETREE HOMES Jacksonville, FL

2016 Remodeling Revenue:  
\$3,800,000  
Number of Jobs: 24  
Average Job Price: \$150,000

## 117. KASPER CUSTOM REMODELING Dallas, TX

2016 Remodeling Revenue:  
\$3,769,788  
Number of Jobs: 32  
Average Job Price: \$117,805

## 118. GLICKMAN DESIGN BUILD Derwood, MD

2016 Remodeling Revenue:  
\$3,758,068  
Number of Jobs: 12  
Average Job Price: \$221,217

## 119. LEFF CONSTRUCTION DESIGN/BUILD Sebastopol, CA

2016 Remodeling Revenue:  
\$3,712,745  
Number of Jobs: 16  
Average Job Price: \$300,000

GA

## 120. FEINMANN Lexington, MA

2016 Remodeling Revenue:  
\$3,701,532  
Number of Jobs: 22  
Average Job Price: \$170,000

## 121. T HURT CONSTRUCTION Omaha, NE

2016 Remodeling Revenue:  
\$3,700,000  
Number of Jobs: 110  
Average Job Price: \$55,000

GA

## 122. HAWK CONSTRUCTION Littleton, CO

2016 Remodeling Revenue:  
\$3,697,133  
Number of Jobs: 53  
Average Job Price: \$69,757

GA

## 123. FAIR AND SQUARE REMODELING St Louis Park, MN

2016 Remodeling Revenue:  
\$3,600,000  
Number of Jobs: 65  
Average Job Price: \$65,000

## 124. MARK IV BUILDERS Cabin John, MD

2016 Remodeling Revenue:  
\$3,578,842  
Number of Jobs: 52  
Average Job Price: \$63,500

## 125. REMODELERS OF HOUSTON Houston, TX

2016 Remodeling Revenue:  
\$3,576,545  
Number of Jobs: 15  
Average Job Price: \$150,000

## 126. KLIETHERMES HOMES & REMODELING Columbia, MO

2016 Remodeling Revenue:  
\$3,544,030  
Number of Jobs: 65  
Average Job Price: \$49,364

## 127. CUSTOM DEVELOPMENT OF CALIFORNIA North Highlands, CA

2016 Remodeling Revenue:  
\$3,527,550  
Number of Jobs: 225  
Average Job Price: \$15,678

## 128. LIVING IMPROVEMENTS Stafford, TX

2016 Remodeling Revenue:  
\$3,507,844  
Number of Jobs: 120  
Average Job Price: \$29,232

## 129. MOSAIC GROUP (ARCHITECTS AND REMODELERS) Atlanta, GA

2016 Remodeling Revenue:  
\$3,500,000  
Number of Jobs: 19  
Average Job Price: \$195,000

## 130. THE KINGSTON GROUP Nashville, TN

2016 Remodeling Revenue:  
\$3,455,785  
Number of Jobs: 24  
Average Job Price: \$143,991

## 131. VPC BUILDERS Banner Elk, NC

2016 Remodeling Revenue:  
\$3,450,000  
Number of Jobs: 75  
Average Job Price: \$200,000

## 132. BAINE CONTRACTING Point Pleasant, NJ

2016 Remodeling Revenue:  
\$3,432,145  
Number of Jobs: 12  
Average Job Price: \$280,000

GA

## 133. BOOHER REMODELING Indianapolis, IN

2016 Remodeling Revenue:  
\$3,429,755  
Number of Jobs: 129  
Average Job Price: \$26,587

## 134. BENNETT BUILDERS & REMODELERS Westlake, OH

2016 Remodeling Revenue:  
\$3,402,648  
Number of Jobs: 45  
Average Job Price: \$75,614

## 135. DANIEL BUILDERS Anderson, SC

2016 Remodeling Revenue:  
\$3,400,000  
Number of Jobs: 95  
Average Job Price: \$36,000

GA



## RI Kitchen and Bath

Warwick, R.I. • 2017 Rank: 105

*Not every full-service company offers just remodeling services. Some build new homes, others offer consulting. But the company below provides a little something extra to its clients.*

In addition to giving a full design/build experience to its customers, RI Kitchen and Bath (RIKB) offers cash and carry.

"We feel that it's part of our customer service," says Tanya Donahue, vice president of RIKB. "We have clients that come in and have gone to big box stores and need guidance. Specifically, it's the new home client with a general contractor that tells them, 'Go buy your cabinets.' They are really lost about the process."

The company normally sells larger items like cabinets, but it has also sold faucets and tile in the past. Because all cabinets are special-ordered, RIKB requires a sizable deposit for the materials upfront and the rest of the payment is due upon receipt of the order. Donahue says the company has always offered the service and nicknamed it Buy It Yourself (BIY).

RIKB does not advertise BIY, instead opting to offer it as an additional service feature to its customers and by referral only. BIY is a small segment of RIKB's business, but Donahue says it can have a large impact.

"We have had clients walk in saying they are looking for a toilet or a new kitchen sink or faucet. We tell them more about us and we have ended up completing their entire project. ...Most clients are so thankful that we are willing to take the time to discuss a smaller item, even if that means helping them source it through another vendor."—MM

## 135. DOMUS CONSTRUCTORS Norwalk, CT

2016 Remodeling Revenue:  
\$3,400,000  
Number of Jobs: 12  
Average Job Price: \$500,000

## 137. AM KITCHEN & BATH Yorkville, IL

2016 Remodeling Revenue:  
\$3,389,437  
Number of Jobs: 122  
Average Job Price: \$27,785

## 138. LONE STAR STATE CONSTRUCTION San Antonio, TX

2016 Remodeling Revenue:  
\$3,373,821  
Number of Jobs: 157  
Average Job Price: \$22,492

## 139. G LITTLE Port Townsend, WA

2016 Remodeling Revenue:  
\$3,301,029  
Number of Jobs: 38  
Average Job Price: \$105,988

## 140. CQC HOME Durham, NC

2016 Remodeling Revenue:  
\$3,283,826  
Number of Jobs: 82  
Average Job Price: \$40,000

## 141. LIBERTY HILL CONSTRUCTION Bedford, NH

2016 Remodeling Revenue:  
\$3,251,000  
Number of Jobs: 30  
Average Job Price: \$108,366

## 142. HENDERER DESIGN + BUILD Corvallis, OR

2016 Remodeling Revenue:  
\$3,244,881  
Number of Jobs: 47  
Average Job Price: \$70,000

## 143. CLASSIC HOME IMPROVEMENTS Escondido, CA

2016 Remodeling Revenue:  
\$3,217,731  
Number of Jobs: 103  
Average Job Price: \$31,211

## 144. HWC HOME WORKS CORP. Wyoming, MI

2016 Remodeling Revenue:  
\$3,215,265  
Number of Jobs: 256  
Average Job Price: \$12,560

## 145. BOTTOS CONSTRUCTION Broomall, PA

2016 Remodeling Revenue:  
\$3,200,000  
Number of Jobs: 48  
Average Job Price: \$66,666

## 146. HOGAN DESIGN AND CONSTRUCTION Geneva, KS

2016 Remodeling Revenue:  
\$3,195,980  
Number of Jobs: 70  
Average Job Price: \$49,800

## 147. INTERIORWORX Phoenix, AZ

2016 Remodeling Revenue:  
\$3,193,470  
Number of Jobs: 2,349  
Average Job Price: \$1,369

## 148. MCBRIDE CONSTRUCTION Petoskey, MI

2016 Remodeling Revenue:  
\$3,161,613  
Number of Jobs: 160  
Average Job Price: \$19,862

## 149. CLAIRMONT LTD. Burr Ridge, IL

2016 Remodeling Revenue:  
\$3,150,000  
Number of Jobs: 47  
Average Job Price: \$125,000

## 150. C&R DESIGN AND REMODELING Salem, OR

2016 Remodeling Revenue:  
\$3,122,010  
Number of Jobs: 49  
Average Job Price: \$48,000

## 151. WINSTON BROWN CONSTRUCTION Topeka, KS

2016 Remodeling Revenue:  
\$3,120,640  
Number of Jobs: 77  
Average Job Price: \$40,500

## 152. HOPKINS & PORTER CONSTRUCTION Potomac, MD

2016 Remodeling Revenue:  
\$3,102,580  
Number of Jobs: 20  
Average Job Price: \$155,129

## 153. DESIGNS BY MAIDA Rolling Meadows, IL

2016 Remodeling Revenue:  
\$3,100,000  
Number of Jobs: 11  
Average Job Price: \$275,000

## 154. AL LOWE CONSTRUCTION Oxnard, CA

2016 Remodeling Revenue:  
\$2,983,893  
Number of Jobs: 41  
Average Job Price: \$70,000

## 155. KOWALSKI CONSTRUCTION Phoenix, AZ

2016 Remodeling Revenue:  
\$2,975,000  
Number of Jobs: 47  
Average Job Price: \$63,300

## 156. WHITE CRANE CONSTRUCTION Minneapolis, MN

2016 Remodeling Revenue:  
\$2,950,000  
Number of Jobs: 36  
Average Job Price: \$142,000

## 157. J BROTHERS HOME IMPROVEMENT Maple Grove, MN

2016 Remodeling Revenue:  
\$2,944,000  
Number of Jobs: 86  
Average Job Price: \$34,232

## 158. AMIANO AND SON CONSTRUCTION Tabernacle, NJ

2016 Remodeling Revenue:  
\$2,917,841  
Number of Jobs: 20  
Average Job Price: \$116,714

## 159. AC ERNST BUILDING CORP. Oviedo, FL

2016 Remodeling Revenue:  
\$2,912,720  
Number of Jobs: 328  
Average Job Price: \$8,880

## 160. ELITE REMODELING Frisco, TX

2016 Remodeling Revenue:  
\$2,910,000  
Number of Jobs: 58  
Average Job Price: \$50,172

## 161. DANIELS DESIGN AND REMODELING Fairfax, VA

2016 Remodeling Revenue:  
\$2,900,000  
Number of Jobs: 15  
Average Job Price: \$200,000

## 162. VALLEY HOME IMPROVEMENT Florence, MA

2016 Remodeling Revenue:  
\$2,872,315  
Number of Jobs: 39  
Average Job Price: \$65,000

## 163. CK ROGERS Boise, ID

2016 Remodeling Revenue:  
\$2,847,365  
Number of Jobs: 39  
Average Job Price: \$73,009

## 164. NEW ENGLAND DESIGN & CONSTRUCTION Boston, MA

2016 Remodeling Revenue:  
\$2,810,383  
Number of Jobs: 17  
Average Job Price: \$155,055

## 165. VISION DESIGN AND BUILD San Antonio, TX

2016 Remodeling Revenue:  
\$2,798,413  
Number of Jobs: 25  
Average Job Price: \$111,000

## 166. DALE'S REMODELING Salem, OR

2016 Remodeling Revenue:  
\$2,764,829  
Number of Jobs: 117  
Average Job Price: \$37,500

## 167. GREYMARK CONSTRUCTION Houston, TX

2016 Remodeling Revenue:  
\$2,727,009  
Number of Jobs: 23  
Average Job Price: \$116,115

## 168. SUSTAINABLE SOLUTIONS OF VIRGINIA Harrisonburg, VA

2016 Remodeling Revenue:  
\$2,709,117  
Number of Jobs: 24  
Average Job Price: \$112,880

## 169. D.R. DOMENICHINI CONSTRUCTION San Martin, CA

2016 Remodeling Revenue:  
\$2,701,345  
Number of Jobs: 75  
Average Job Price: \$36,018

## 170. J.T. MCDERMOTT REMODELING CONTRACTORS Belleville, IL

2016 Remodeling Revenue:  
\$2,694,989  
Number of Jobs: 98  
Average Job Price: \$27,029

## 171. THE CLEARY CO. Columbus, OH

2016 Remodeling Revenue:  
\$2,680,254  
Number of Jobs: 31  
Average Job Price: \$86,459

GA

## 172. ONECALL SERVICES Lewes, DE

2016 Remodeling Revenue:  
\$2,667,968  
Number of Jobs: 401  
Average Job Price: \$9,000

## 173. HATFIELD BUILDERS & REMODELERS Plano, TX

2016 Remodeling Revenue:  
\$2,626,685  
Number of Jobs: 20  
Average Job Price: \$141,000

## 174. COPPER SKY RENOVATIONS Atlanta, GA

2016 Remodeling Revenue:  
\$2,623,239  
Number of Jobs: 31  
Average Job Price: \$144,000

## 175. BOARDWALK BUILDERS Rehoboth Beach, DE

2016 Remodeling Revenue:  
\$2,603,367  
Number of Jobs: 55  
Average Job Price: \$47,000

GA

## 176. AIM KITCHEN & BATH Des Moines, IA

2016 Remodeling Revenue:  
\$2,600,000  
Number of Jobs: 70  
Average Job Price: \$37,142

## 177. JMC DEVELOPMENT Parsippany, NJ

2016 Remodeling Revenue:  
\$2,576,123  
Number of Jobs: 28  
Average Job Price: \$92,004

GA

## 178. TRACE VENTURES HOLDINGS Nashville, TN

2016 Remodeling Revenue:  
\$2,567,585  
Number of Jobs: 17  
Average Job Price: \$151,034

## 179. STRITE DESIGN + REMODEL Boise, ID

2016 Remodeling Revenue:  
\$2,511,181  
Number of Jobs: 50  
Average Job Price: \$49,671

## 180. KNOCKOUT RENOVATION New York, NY

2016 Remodeling Revenue:  
\$2,500,000  
Number of Jobs: 21  
Average Job Price: \$125,000

## 181. GILBERT DESIGN BUILD Bradenton, FL

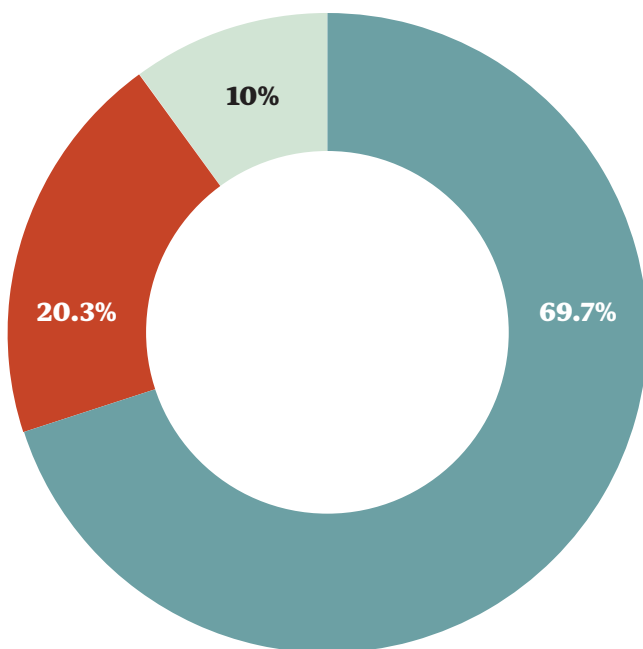
2016 Remodeling Revenue:  
\$2,486,846  
Number of Jobs: 61  
Average Job Price: \$39,474

## 182. TRANSITIONS REMODELING Farmington Hills, MI

2016 Remodeling Revenue:  
\$2,473,964  
Number of Jobs: 85  
Average Job Price: \$29,105

## 183. HOME CHECK PLUS St. Cloud, MN

2016 Remodeling Revenue:  
\$2,400,000  
Number of Jobs: 142  
Average Job Price: \$17,000



## Top-Tier Dominance

### Share of Total Revenue by the Top 300 Remodeling Firms

The No. 1 through 100 full-service companies in the 2017 Remodeling 550 accounted for 69.7% of the \$1.53 billion in total revenue for the group in 2016. The 10 biggest firms overall generated 21.4% of total revenues all by themselves.

The second tier on our list provided 20.3% of all 300 companies' revenue, or nearly \$311 million. And the bottom third delivered 10%; that's about \$153.7 million.

■ Top Third ■ Middle Third ■ Bottom Third





## AC Ernst Building Corp.

Oviedo, Fla. • 2017 Rank: 159

*In this issue's Your Business section, we discuss some of the benefits the 550 companies offer. For this remodeler, a benefit can mean much more than insuring an employee's health.*

"Stay in school" is often directed at kids under 18, but Drew Ernst is making sure the sentiment rings true for adults, too. His company offers full tuition reimbursement as one of its benefits. Ernst has been in business for 11 years and has offered tuition reimbursement for five.

Even before starting his own company, Ernst who holds an A.S. in architecture and a Bachelor of Applied Science in business management, knew he wanted to offer tuition reimbursement to employees because his previous employers had offered the benefit. "But [at those companies], there were so many hoops to jump through that I quit trying," Ernst adds. "It just wasn't attainable."

His program has fewer obstacles. To be eligible for the program, an employee must have worked at AC Ernst for at least six months. They must maintain a 3.0 GPA, and must be pursuing degrees in a field related to the remodeling industry.

Ernst will pay for every class that employees must take to earn their degrees, at both two- and four-year schools. He feels that getting an education is an important part of the construction industry, especially if workers want to do more project or business management than physical building.

Though Ernst says it's too soon to tell, he's hoping the program will help him retain employees. "I want my guys to stay with me as long as they can. And if [this program] changes their desire to stay, that's great." —MM

### 184. DIFABION REMODELING Indian Trail, NC

2016 Remodeling Revenue:  
\$2,395,506  
Number of Jobs: 30  
Average Job Price: \$79,850

### 185. TWO STOREY BUILDING Bolton, MA

2016 Remodeling Revenue:  
\$2,394,641  
Number of Jobs: 24  
Average Job Price: \$100,000



### 186. FOX HOME INNOVATIONS Manhattan, KS

2016 Remodeling Revenue:  
\$2,345,000  
Number of Jobs: 107  
Average Job Price: \$30,000

### 187. NEW DIMENSION CONSTRUCTION Millbrook, NY

2016 Remodeling Revenue:  
\$2,323,000  
Number of Jobs: 12  
Average Job Price: \$193,585

### 188. FEDERALIST BUILDERS Washington, DC

2016 Remodeling Revenue:  
\$2,308,383  
Number of Jobs: 40  
Average Job Price: \$57,709

### 189. RICK BRAUCHLER JR. & CO. Clinton, CT

2016 Remodeling Revenue:  
\$2,300,000  
Number of Jobs: 14  
Average Job Price: \$164,285

### 190. NEIGHBORHOOD COMMERCIAL Atlanta, GA

2016 Remodeling Revenue:  
\$2,273,969  
Number of Jobs: 130  
Average Job Price: \$17,000

### 191. MERRICK DESIGN AND BUILD Kensington, MD

2016 Remodeling Revenue:  
\$2,269,433  
Number of Jobs: 15  
Average Job Price: \$150,000

### 192. NEWDAY DEVELOPMENT Sherman Oaks, CA

2016 Remodeling Revenue:  
\$2,259,916  
Number of Jobs: 15  
Average Job Price: \$150,000

### 193. HOMETECH RENOVATIONS/LET'S FACE IT Fort Washington, PA

2016 Remodeling Revenue:  
\$2,257,897  
Number of Jobs: 122  
Average Job Price: \$18,185

### 194. HOME MASTERS Las Vegas, NV

2016 Remodeling Revenue:  
\$2,257,330  
Number of Jobs: 147  
Average Job Price: \$15,355

### 195. ATLANTA DESIGN & BUILD Marietta, GA

2016 Remodeling Revenue:  
\$2,235,436  
Number of Jobs: 32  
Average Job Price: \$52,535



### 196. VIRGINIA TRADITION BUILDERS Henrico, VA

2016 Remodeling Revenue:  
\$2,221,595  
Number of Jobs: 54  
Average Job Price: \$41,140

### 197. MAHOGANY BUILDERS Chicago, KS

2016 Remodeling Revenue:  
\$2,218,000  
Number of Jobs: 50  
Average Job Price: \$45,000

### 198. CRINER REMODELING Newport News, VA

2016 Remodeling Revenue:  
\$2,208,476  
Number of Jobs: 40  
Average Job Price: \$55,211



### 199. YORK ENTERPRISES Tacoma, WA

2016 Remodeling Revenue:  
\$2,200,000  
Number of Jobs: 180  
Average Job Price: \$12,200

### 200. BEATTIE DEVELOPMENT Cape Coral, FL

2016 Remodeling Revenue:  
\$2,125,640  
Number of Jobs: 25  
Average Job Price: \$85,026



### 201. REMODELING DESIGNS Dayton, OH

2016 Remodeling Revenue:  
\$2,119,761  
Number of Jobs: 47  
Average Job Price: \$44,504



### 202. GREEN NATION DIRECT Reseda, CA

2016 Remodeling Revenue:  
\$2,100,000  
Number of Jobs: 65  
Average Job Price: \$46,000

### 202. NORM TESSIER CABINETS Rancho Cucamonga, CA

2016 Remodeling Revenue:  
\$2,100,000  
Number of Jobs: 80  
Average Job Price: \$26,250

### 204. DC ROBBINS CONSTRUCTION Germantown, TN

2016 Remodeling Revenue:  
\$2,090,956  
Number of Jobs: 237  
Average Job Price: \$9,997

### 205. BH DESIGN + BUILD Mohnton, PA

2016 Remodeling Revenue:  
\$2,081,529  
Number of Jobs: 21  
Average Job Price: \$99,120

### 206. KEY RESIDENTIAL Farmers Branch, TX

2016 Remodeling Revenue:  
\$2,070,315  
Number of Jobs: 34  
Average Job Price: \$60,892

### 207. JEB DESIGN/BUILD Shreveport, LA

2016 Remodeling Revenue:  
\$2,069,422  
Number of Jobs: 35  
Average Job Price: \$79,300



## 208. PLATINUM REMODELING & HANDYMAN SERVICES Minneapolis, MN

2016 Remodeling Revenue:  
\$2,029,663  
Number of Jobs: 58  
Average Job Price: \$34,994

## 209. MEYER CONTRACTING Maryland Heights, MO

2016 Remodeling Revenue:  
\$2,023,439  
Number of Jobs: 80  
Average Job Price: \$25,293

## 210. CROSSROADS CONTRACTING Londonderry, NH

2016 Remodeling Revenue:  
\$2,001,709  
Number of Jobs: 51  
Average Job Price: \$39,249

## 211. E.A. KNIGHT CONSTRUCTION Carterville, IL

2016 Remodeling Revenue:  
\$1,962,816  
Number of Jobs: 380  
Average Job Price: \$6,225

## 212. HDR REMODELING Berkeley, CA

2016 Remodeling Revenue:  
\$1,950,949  
Number of Jobs: 18  
Average Job Price: \$102,681

## 213. JOHN ROGERS RENOVATIONS Woodstock, GA

2016 Remodeling Revenue:  
\$1,946,265  
Number of Jobs: 16  
Average Job Price: \$121,641

## 214. BUILT SQUARE Seattle, WA

2016 Remodeling Revenue:  
\$1,945,729  
Number of Jobs: 21  
Average Job Price: \$92,653



## 215. ELEVATE DESIGN BUILD Crofton, MD

2016 Remodeling Revenue:  
\$1,907,818  
Number of Jobs: 10  
Average Job Price: \$117,573

## 216. LENTON CO. Palmdale, CA

2016 Remodeling Revenue:  
\$1,899,224  
Number of Jobs: 51  
Average Job Price: \$37,240



## 217. SOLEDAD BUILDERS Austin, TX

2016 Remodeling Revenue:  
\$1,896,000  
Number of Jobs: 7  
Average Job Price: \$270,000

## 218. FULFORD HOME REMODELING Swansea, IL

2016 Remodeling Revenue:  
\$1,876,826  
Number of Jobs: 72  
Average Job Price: \$26,067

## 219. PRYOR CONSTRUCTION Chicago, IL

2016 Remodeling Revenue:  
\$1,875,000  
Number of Jobs: 14  
Average Job Price: \$135,000

## 220. BLACKLINE RENOVATIONS Dallas, TX

2016 Remodeling Revenue:  
\$1,838,439  
Number of Jobs: 7  
Average Job Price: \$262,634



## 221. BURGIN CONSTRUCTION North Tustin, CA

2016 Remodeling Revenue:  
\$1,835,425  
Number of Jobs: 38  
Average Job Price: \$48,300

## 222. CLARK RENOVATIONS Bethel Park, PA

2016 Remodeling Revenue:  
\$1,803,939  
Number of Jobs: 94  
Average Job Price: \$20,000

## 223. DREMODELING Philadelphia, PA

2016 Remodeling Revenue:  
\$1,800,000  
Number of Jobs: 60  
Average Job Price: \$35,000

## 224. TOTAL HOME CONSTRUCTION CORP. Melville, NY

2016 Remodeling Revenue:  
\$1,796,623  
Number of Jobs: 180  
Average Job Price: \$10,000

## 225. SOUTHLAND DEVELOPMENT SERVICES Peachtree Corners, GA

2016 Remodeling Revenue:  
\$1,782,894  
Number of Jobs: 52  
Average Job Price: \$35,000

## 226. PITTSBURGH REMODELING CO. Pittsburgh, PA

2016 Remodeling Revenue:  
\$1,779,675  
Number of Jobs: 45  
Average Job Price: \$39,548

## 227. COLVIN KITCHEN & BATH Fort Wayne, IN

2016 Remodeling Revenue:  
\$1,770,418  
Number of Jobs: 109  
Average Job Price: \$16,242

## 228. DUNCANS BATH & KITCHEN CENTER Poland, OH

2016 Remodeling Revenue:  
\$1,752,847  
Number of Jobs: 123  
Average Job Price: \$15,200

## 229. THE GARCILAZO GROUP/ THE REHAB DEPOT Vernon Hills, IL

2016 Remodeling Revenue:  
\$1,750,000  
Number of Jobs: 20  
Average Job Price: \$90,000

## 229. HIGHLAND RIDGE CUSTOM HOME REMODELING Oregon City, OR

2016 Remodeling Revenue:  
\$1,750,000  
Number of Jobs: 27  
Average Job Price: \$100,000

## 231. PDQ CONSTRUCTION Topeka, KS

2016 Remodeling Revenue:  
\$1,745,179  
Number of Jobs: 444  
Average Job Price: \$3,931

## 232. DISTINCTIVE REMODELING SOLUTIONS Roswell, GA

2016 Remodeling Revenue:  
\$1,736,139  
Number of Jobs: 20  
Average Job Price: \$86,807



## 233. CDP ENVIRONMENTAL CONSTRUCTION Argyle, TX

2016 Remodeling Revenue:  
\$1,710,626  
Number of Jobs: 40  
Average Job Price: \$42,765

## 234. SANDIFER CUSTOM HOMES Jacksonville, FL

2016 Remodeling Revenue:  
\$1,701,218  
Number of Jobs: 25  
Average Job Price: \$85,061



## 235. QUALITY P.M. Delmar, NY

2016 Remodeling Revenue:  
\$1,700,000  
Number of Jobs: 30  
Average Job Price: \$57,000

## 235. MP CONSTRUCTION & EXCAVATION Sykesville, MD

2016 Remodeling Revenue:  
\$1,700,000  
Number of Jobs: 45  
Average Job Price: \$38,000

## 237. MORRIS BUILDERS Rockford, MI

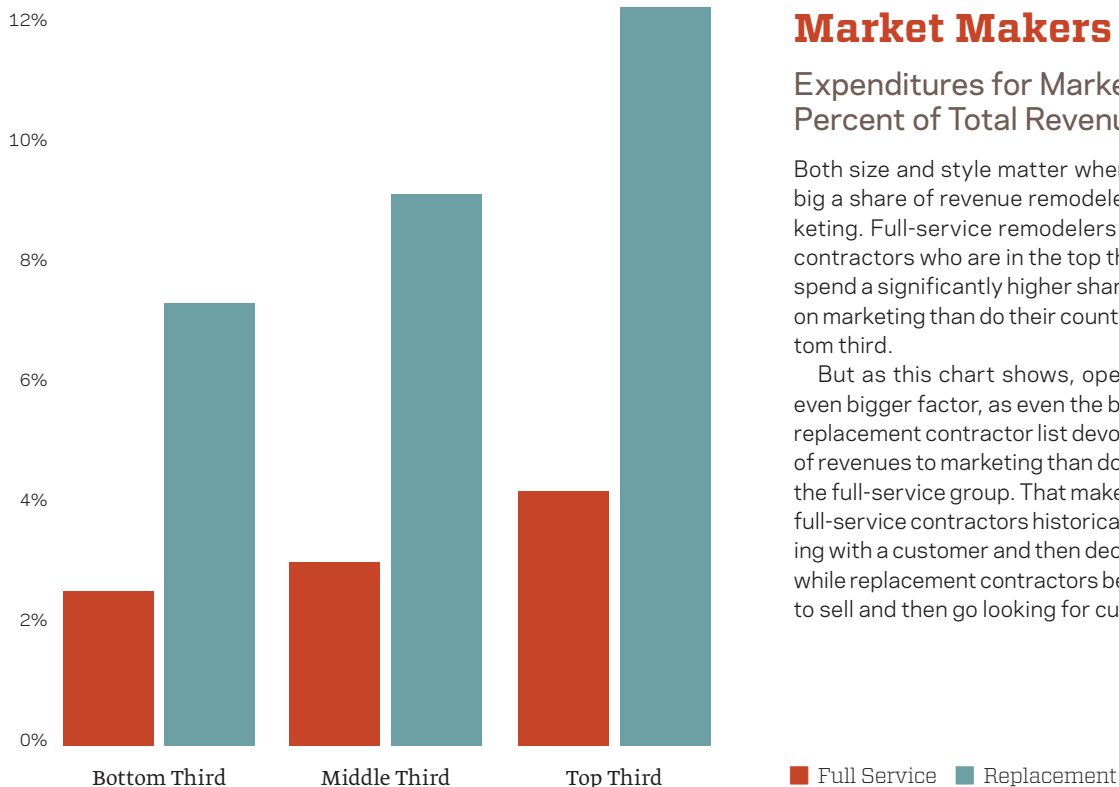
2016 Remodeling Revenue:  
\$1,687,000  
Number of Jobs: 49  
Average Job Price: \$40,000

## 238. ELEMENTS HOME REMODELING Ashburn, VA

2016 Remodeling Revenue:  
\$1,684,546  
Number of Jobs: 96  
Average Job Price: \$17,547

## 239. FOXCRAFT DESIGN GROUP Falls Church, VA

2016 Remodeling Revenue:  
\$1,658,553  
Number of Jobs: 49  
Average Job Price: \$33,000



#### 240. PENN CONTRACTORS Emmaus, PA

2016 Remodeling Revenue:  
\$1,656,738  
Number of Jobs: 46  
Average Job Price: \$36,016



#### 241. HABIFY Miami, FL

2016 Remodeling Revenue:  
\$1,650,000  
Number of Jobs: 22  
Average Job Price: \$75,000

#### 242. SCHULTE CONSTRUCTION Seattle, WA

2016 Remodeling Revenue:  
\$1,616,417  
Number of Jobs: 17  
Average Job Price: \$100,000

#### 243. JKC GENERAL CONTRACTOR Flagstaff, AZ

2016 Remodeling Revenue:  
\$1,600,000  
Number of Jobs: 46  
Average Job Price: \$33,000



#### 243. WISER HOME REMODELING New Canaan, CT

2016 Remodeling Revenue:  
\$1,600,000  
Number of Jobs: 372  
Average Job Price: \$7,605

#### 243. CORNERSTONE REMODELING Omaha, NE

2016 Remodeling Revenue:  
\$1,600,000  
Number of Jobs: 150  
Average Job Price: \$10,600

#### 243. AP KIMBALL CONSTRUCTION Yarmouth Port, MA

2016 Remodeling Revenue:  
\$1,600,000  
Number of Jobs: 18  
Average Job Price: \$89,000

#### 247. E.D. ENTERPRISES Arlington Heights, KS

2016 Remodeling Revenue:  
\$1,556,292  
Number of Jobs: 54  
Average Job Price: \$28,820

#### 248. MATERA BUILDERS Ocean City, NJ

2016 Remodeling Revenue:  
\$1,546,533  
Number of Jobs: 48  
Average Job Price: \$32,000

#### 249. ALL PRO BUILDERS Fullerton, CA

2016 Remodeling Revenue:  
\$1,534,384  
Number of Jobs: 82  
Average Job Price: \$18,707

#### 250. ALLOY ARCHITECTURE AND CONSTRUCTION Charlottesville, VA

2016 Remodeling Revenue:  
\$1,532,869  
Number of Jobs: 16  
Average Job Price: \$95,804



## REPLACEMENT CONTRACTORS

If this group's predictions come true, the top 150 replacement contractors in our Remodeling 550 will generate nearly \$3.1 billion in revenue this year, a 12.1% improvement from 2016. The group did nearly 455,000 jobs last year at an average price of \$11,264. Windows, doors, and siding work were most popular.

### 1. WINDOW WORLD North Wilkesboro, NC

2016 Home Improvement Revenue: \$616,441,415  
Number of Jobs: 165,089  
Size of Average Sale: \$3,734

### 2. LEAFFILTER GUTTER PROTECTION Hudson, OH

2016 Home Improvement Revenue: \$112,757,000  
Number of Jobs: 37,181  
Size of Average Sale: \$3,000

### 3. SYSTEM PAVERS Santa Ana, CA

2016 Home Improvement Revenue: \$102,757,176  
Number of Jobs: 5,278  
Size of Average Sale: \$20,455

GG

### 4. CASTLE WINDOWS Mount Laurel, NJ

2016 Home Improvement Revenue: \$74,426,143  
Number of Jobs: 12,287  
Size of Average Sale: \$6,050

### 5. WINDOW NATION Fulton, MD

2016 Home Improvement Revenue: \$73,843,007  
Number of Jobs: 9,274  
Size of Average Sale: \$7,962

GG

### 6. 1-800-HANSONS Troy, MI

2016 Home Improvement Revenue: \$71,741,992  
Number of Jobs: 8,724  
Size of Average Sale: \$8,300

### 7. UNIVERSAL WINDOWS DIRECT Oakwood Village, OH

2016 Home Improvement Revenue: \$71,032,595  
Number of Jobs: 10,294  
Size of Average Sale: \$6,900

### 8. HOMEFIX CUSTOM REMODELING Baltimore, MD

2016 Home Improvement Revenue: \$68,987,528  
Number of Jobs: 6,431  
Size of Average Sale: \$10,887

### 9. WINDOW WORLD OF BATON ROUGE Baton Rouge, LA

2016 Home Improvement Revenue: \$67,256,194  
Number of Jobs: 18,141  
Size of Average Sale: \$3,545

### 10. FLORIDA HOME IMPROVEMENT ASSOCIATES Hollywood, FL

2016 Home Improvement Revenue: \$64,000,120  
Number of Jobs: 3,670  
Size of Average Sale: \$17,450

### 11. THOMPSON CREEK WINDOW CO. Lanham, MD

2016 Home Improvement Revenue: \$57,133,446  
Number of Jobs: 7,866  
Size of Average Sale: \$7,362

GG

### 12. STATEWIDE REMODELING DFW Airport, TX

2016 Home Improvement Revenue: \$51,001,486  
Number of Jobs: 3,877  
Size of Average Sale: \$13,155

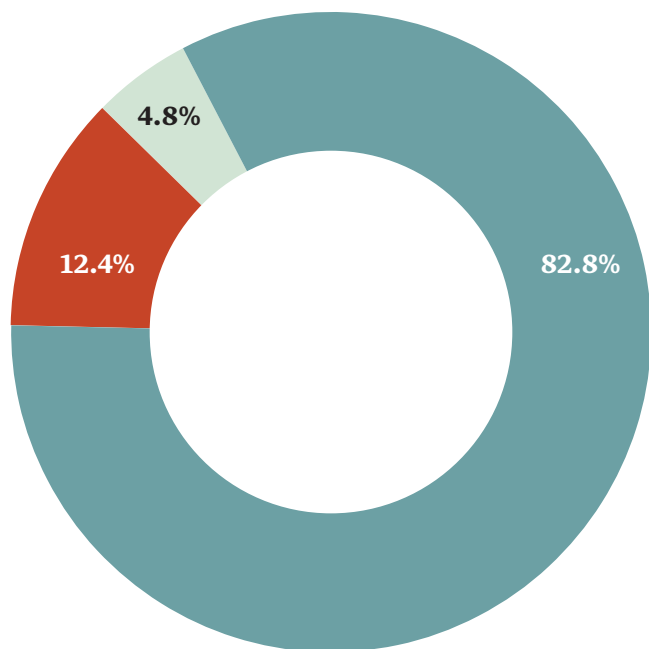
### 13. AMERICAN VISION WINDOWS Simi Valley, CA

2016 Home Improvement Revenue: \$49,620,530  
Number of Jobs: 7,890  
Size of Average Sale: \$6,300

### 14. NEWSOUTH WINDOW SOLUTIONS Tampa, FL

2016 Home Improvement Revenue: \$41,595,000  
Number of Jobs: 3,320  
Size of Average Sale: \$12,529

GG



## Top-Heavy

### Share of Total Revenue by the Top 150 Replacement Contractors

The 50 biggest replacement contractors averaged \$45.8 million in revenue in 2016. That's seven times more than the \$6.8 million averaged by the second 50 in our group and 17 times more than the \$2.7 million average for the third set of 50 companies.

Much of that dominance stems from the performance of the top 10 companies on the list. Those 10 took in \$1.32 billion in 2016. That's 47.9% of the total revenues from all 150 firms.

■ Top Third ■ Middle Third ■ Bottom Third

**15. BONE DRY ROOFING**  
Indianapolis, IN

2016 Home Improvement Revenue:  
\$38,000,000  
Number of Jobs: 5,000  
Size of Average Sale: \$7,600

**16. LONG FENCE AND HOME**  
Beltsville, MD

2016 Home Improvement Revenue:  
\$37,191,483  
Number of Jobs: 2,960  
Size of Average Sale: \$12,565

**17. COMFORT WINDOWS**  
Syracuse, NY

2016 Home Improvement Revenue:  
\$36,626,000  
Number of Jobs: 6,254  
Size of Average Sale: \$5,856

**18. MAD CITY WINDOWS**  
Madison, WI

2016 Home Improvement Revenue:  
\$34,742,650  
Number of Jobs: 3,308  
Size of Average Sale: \$10,500

**19. REBORN CABINETS**  
Anaheim, CA

2016 Home Improvement Revenue:  
\$30,911,977  
Number of Jobs: 2,431  
Size of Average Sale: \$11,953

**20. TUNDRLAND HOME IMPROVEMENTS**  
Kaukauna, WI

2016 Home Improvement Revenue:  
\$29,078,954  
Number of Jobs: 3,028  
Size of Average Sale: \$9,600

**21. WOODBRIDGE HOME EXTERIORS**  
Dallas, TX

2016 Home Improvement Revenue:  
\$28,834,211  
Number of Jobs: 2,135  
Size of Average Sale: \$10,840

GO

**22. WEST SHORE**  
Mechanicsburg, PA

2016 Home Improvement Revenue:  
\$28,300,000  
Number of Jobs: 3,306  
Size of Average Sale: \$8,558

**23. RENEWAL BY ANDERSEN**  
Mechanicsburg, PA

2016 Home Improvement Revenue:  
\$27,243,890  
Number of Jobs: 2,514  
Size of Average Sale: \$10,837

**24. K-DESIGNERS**  
Gold River, CA

2016 Home Improvement Revenue:  
\$26,775,577  
Number of Jobs: 2,599  
Size of Average Sale: \$10,300

**25. WEATHER TITE WINDOWS**  
Tampa, FL

2016 Home Improvement Revenue:  
\$23,025,000  
Number of Jobs: 5,115  
Size of Average Sale: \$4,500

**26. PARAMOUNT BUILDERS**  
Virginia Beach, VA

2016 Home Improvement Revenue:  
\$22,479,143  
Number of Jobs: 2,378  
Size of Average Sale: \$9,453

**27. GUTTER HELMET BY HARRY HELMET**  
Millersville, MD

2016 Home Improvement Revenue:  
\$22,112,385  
Number of Jobs: 5,290  
Size of Average Sale: \$4,180

**28. CHESTERFIELD FENCE AND DECK CO.**  
Chesterfield, MO

2016 Home Improvement Revenue:  
\$19,386,000  
Number of Jobs: 2,909  
Size of Average Sale: \$7,340

**29. AMERICAN EXTERIORS**  
Greenwood Village, CO

2016 Home Improvement Revenue:  
\$19,258,383  
Number of Jobs: 2,200  
Size of Average Sale: \$8,500

**30. AMERICAN HOME DESIGN**  
Goodlettsville, TN

2016 Home Improvement Revenue:  
\$18,980,000  
Number of Jobs: 1,800  
Size of Average Sale: \$10,900

GO

**31. PRAIRIE HOME ALLIANCE**  
Washington, IL

2016 Home Improvement Revenue:  
\$18,931,789  
Number of Jobs: 2,461  
Size of Average Sale: \$7,693

**32. HOME PERFORMANCE ALLIANCE**  
St. Petersburg, FL

2016 Home Improvement Revenue:  
\$18,804,402  
Number of Jobs: 1,484  
Size of Average Sale: \$12,671

**33. S&K ROOFING, SIDING AND WINDOWS**  
Eldersburg, MD

2016 Home Improvement Revenue:  
\$18,791,869  
Number of Jobs: 3,994  
Size of Average Sale: \$4,705

**34. WESTERN PRODUCTS**  
Fargo, ND

2016 Home Improvement Revenue:  
\$18,188,888  
Number of Jobs: 3,065  
Size of Average Sale: \$17,053

**35. MCKINNIS INC.**  
Blair, NE

2016 Home Improvement Revenue:  
\$18,000,000  
Number of Jobs: 480  
Size of Average Sale: \$11,667

**36. AMERICA'S WINDOW**  
Charlestown, IN

2016 Home Improvement Revenue:  
\$17,751,631  
Number of Jobs: 2,415  
Size of Average Sale: \$9,000

**37. MAXHOME LLC**  
Jefferson, LA

2016 Home Improvement Revenue:  
\$17,131,980  
Number of Jobs: 1,773  
Size of Average Sale: \$11,103

GO

**38. GILKEY WINDOWS**  
Cincinnati, OH

2016 Home Improvement Revenue:  
\$17,100,000  
Number of Jobs: 2,252  
Size of Average Sale: \$7,600



**Weather Tight Corp.**  
West Allis, WI • 2017 Rank: 48

*For this firm, offering quality benefits to employees comes back to living up to its own value system.*

Trusted. It's a word Tod Colbert doesn't take lightly. In fact, it's the core of his firm's value system.

"That value system goes to how we treat each other and how we treat our employees," says the Weather Tight founder and president. "Having a stable, happy workforce makes for a stronger, more stable company."

The system is rooted in the TRUSTED acronym: trustworthy, reliable, united, supportive, thoughtful, enthusiastic, and determined. These words help define the character of the firm's employees, the way it treats its customers and staff, and its benefits package and bonus system.

In addition to health insurance, a 401K, and holiday pay, the company offers paid time off points that can be used for various reasons, including maternity or paternity leave and illness. Points are earned based on longevity, and the value of the point depends on when they are used and how much notice is given.

Bonuses are based on targets for each department, which are then broken down into team and individual goals. The better the team does, the bigger the pool becomes. As the employees exceed goals, the bonus pool grows and each person's performance awards them a greater share.

"We are competing for employees in home improvement but also in the general market, and we're looking for the best employees," Colbert says. "People who perform at a high level are rewarded because as they earn more rewards points and in return they send more value to the bottom line, so it's a win-win." —Erin Ansley

### 39. SUN TEC SOLAR ENERGY

Clearwater, FL

2016 Home Improvement Revenue:  
\$16,800,000  
Number of Jobs: 800  
Size of Average Sale: \$21,000

60

### 40. GULF COAST WINDOWS

Houston, TX

2016 Home Improvement Revenue:  
\$16,478,879  
Number of Jobs: 1,080  
Size of Average Sale: \$15,258

### 41. C&L WARD

Davison, MI

2016 Home Improvement Revenue:  
\$15,659,689  
Number of Jobs: 1,587  
Size of Average Sale: \$9,342

### 42. WIN-DOR

Brea, CA

2016 Home Improvement Revenue:  
\$15,452,659  
Number of Jobs: 1,689  
Size of Average Sale: \$7,000

### 43. WHITE ALUMINUM AND WINDOWS

Leesburg, FL

2016 Home Improvement Revenue:  
\$14,993,892  
Number of Jobs: 4,000  
Size of Average Sale: \$2,500

### 44. EXOVATIONS

Cumming, GA

2016 Home Improvement Revenue:  
\$13,461,473  
Number of Jobs: 887  
Size of Average Sale: \$15,490

60

### 45. APPLEBY SYSTEMS

York, PA

2016 Home Improvement Revenue:  
\$13,292,000  
Number of Jobs: 1,102  
Size of Average Sale: \$12,068

### 46. FRANZOSO CONTRACTING

Croton-on-Hudson, NY

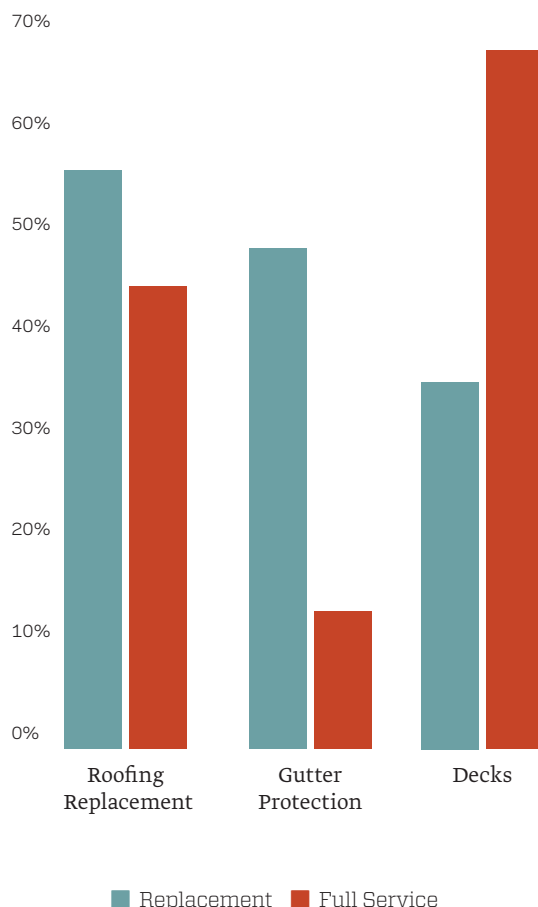
2016 Home Improvement Revenue:  
\$13,078,405  
Number of Jobs: 1,795  
Size of Average Sale: \$7,286

## Outside Job

### Percentage of Firms That Do...

The titles tend to fit snugly when you compare how full-service and replacement firms operate. As you would expect by the name, full-service firms do lots of things: Of the 17 types of work that we asked about in our survey, 10 were done by at least 44% of the respondents. In contrast, the same was true among replacement contractors for only four of the 17 jobs.

All four of those replacement contractor specialties involved the outdoors: roofs, gutters, siding, and windows/doors. In contrast, the full-service companies tended to weigh more heavily in inside work: kitchens, baths, additions, basements, universal design work, and whole-house remodeling.



### 47. AMERICAN DESIGN AND BUILD

Bel Air, MD

2016 Home Improvement Revenue:  
\$13,075,950  
Number of Jobs: 637  
Size of Average Sale: \$20,527

### 48. WEATHER TIGHT CORP.

West Allis, WI

2016 Home Improvement Revenue:  
\$13,071,794  
Number of Jobs: 1,100  
Size of Average Sale: \$11,883

### 49. ALL COUNTY EXTERIORS

Lakewood, NJ

2016 Home Improvement Revenue:  
\$12,654,000  
Number of Jobs: 1,252  
Size of Average Sale: \$10,100

### 50. MILLENNIUM HOME DESIGN

Fort Wayne, IN

2016 Home Improvement Revenue:  
\$12,446,170  
Number of Jobs: 1,383  
Size of Average Sale: \$13,485

### 51. INSTALL AMERICA

Mohnton, PA

2016 Home Improvement Revenue:  
\$11,767,827  
Number of Jobs: 1,456  
Size of Average Sale: \$8,082

### 52. PRINCE WILLIAM HOME IMPROVEMENT

Woodbridge, VA

2016 Home Improvement Revenue:  
\$11,433,384  
Number of Jobs: 729  
Size of Average Sale: \$15,683

### 53. SOUTHWEST EXTERIORS

San Antonio, TX

2016 Home Improvement Revenue:  
\$10,890,000  
Number of Jobs: 871  
Size of Average Sale: \$12,500

### 54. KROLL CONSTRUCTION

Garden City, MI

2016 Home Improvement Revenue:  
\$10,775,703  
Number of Jobs: 1,186  
Size of Average Sale: \$9,085





## Orion Home Improvements

Fairfax, Va. • 2017 Rank: 132

*A recession may not seem like the best time to start a business. But for Jeremiah Davies, the crash was an opportunity for a fresh start.*

Jeremiah Davies wasn't scared by the recession. He was inspired by it. At a time when many businesses were folding and friends found themselves out of work, Davies was just getting started.

"I wanted to be a creator and part of a solution and make opportunities happen, and not be a person in a rut," he recalls. "The big 'why' has never changed for me. My purpose was to take care of the people around me, be a source of positivity, and make sure I was providing others with opportunity, whether for a customer to get a good price or for someone in the industry to find a good place to work."

With that motivation, Davies started his company in 2007 but kept a backup job in insurance restoration until 2011, when he turned his attention to his firm full time. He ran the business solo for two years before hiring a staff. Thanks to nine years in the Marine Corps and a background in sales and marketing, Davies found his stride and perfected his leadership style.

Davies then turned his attention to his six-year plan and structured the company's systems so anyone could easily take over the business in his absence. Doing so allowed his firm to thrive when others were sadly going under, he notes.

He credits his success to understanding the importance of testing and measuring and using the results to make informed decisions. "To become large, you have to be a sales and marketing firm that happens to do construction services projects," Davies adds. —EA

## 55. EXTERIOR MEDICS Springfield, VA

2016 Home Improvement Revenue: \$10,662,401  
Number of Jobs: 1,030  
Size of Average Sale: \$10,352

## 56. THE WINDOW STORE HOME IMPROVEMENTS St. Anthony, MN

2016 Home Improvement Revenue: \$10,137,696  
Number of Jobs: 1,083  
Size of Average Sale: \$9,318

## 57. YOUR REMODELING GUYS York, PA

2016 Home Improvement Revenue: \$10,080,094  
Number of Jobs: 708  
Size of Average Sale: \$14,237

## 58. SUPERIORPRO EXTERIORS Marietta, GA

2016 Home Improvement Revenue: \$9,600,000  
Number of Jobs: 1,250  
Size of Average Sale: \$7,700

## 59. DURANTE HOME EXTERIORS Irondale, AL

2016 Home Improvement Revenue: \$9,502,505  
Number of Jobs: 685  
Size of Average Sale: \$13,872

## 60. CLOSET AMERICA Landover, MD

2016 Home Improvement Revenue: \$9,205,399  
Number of Jobs: 1,704  
Size of Average Sale: \$5,402

## 61. FREY CONSTRUCTION & HOME IMPROVEMENT Prairie du Sac, WI

2016 Home Improvement Revenue: \$8,866,542  
Number of Jobs: 906  
Size of Average Sale: \$9,786

## 62. HULLCO Chattanooga, TN

2016 Home Improvement Revenue: \$8,766,599  
Number of Jobs: 982  
Size of Average Sale: \$8,927

## 63. HOME TOWN RESTYLING Hiawatha, IA

2016 Home Improvement Revenue: \$8,000,427  
Number of Jobs: 690  
Size of Average Sale: \$10,797

## 64. RUSSELL ROOFING Oreland, PA

2016 Home Improvement Revenue: \$7,800,000  
Number of Jobs: 900  
Size of Average Sale: \$8,000

## 65. PEORIA SIDING & WINDOW CO. Washington, IL

2016 Home Improvement Revenue: \$7,651,156  
Number of Jobs: 788  
Size of Average Sale: \$9,710

## 66. CHAMPION ROOFING Bensenville, IL

2016 Home Improvement Revenue: \$7,500,000  
Number of Jobs: 300  
Size of Average Sale: \$18,000

## 67. CALBATH Santa Ana, CA

2016 Home Improvement Revenue: \$7,436,540  
Number of Jobs: 1,803  
Size of Average Sale: \$4,125

## 68. ALL WEATHER SEAL OF WEST MICHIGAN Lowell, MI

2016 Home Improvement Revenue: \$7,248,768  
Number of Jobs: 664  
Size of Average Sale: \$10,916

## 69. ROGERS ROOFING SIDING AND WINDOWS Hammond, IN

2016 Home Improvement Revenue: \$7,122,000  
Number of Jobs: 980  
Size of Average Sale: \$7,389

## 70. PELLA VIRGINIA North Chesterfield, VA

2016 Home Improvement Revenue: \$7,000,000  
Number of Jobs: 550  
Size of Average Sale: \$12,000

## 71. SCHMIDT SIDING & WINDOW Mankato, MN

2016 Home Improvement Revenue: \$6,461,805  
Number of Jobs: 1,115  
Size of Average Sale: \$5,795

## 72. LEAFGUARD BY IOWA HOME SOLUTIONS Granger, IA

2016 Home Improvement Revenue: \$6,319,700  
Number of Jobs: 1,286  
Size of Average Sale: \$4,900

## 73. CAROLINA WINDOWS & DOORS Greenville, NC

2016 Home Improvement Revenue: \$6,272,447  
Number of Jobs: 800  
Size of Average Sale: \$7,500

## 74. POND ROOFING AND EXTERIORS Fairfax, VA

2016 Home Improvement Revenue: \$6,239,525  
Number of Jobs: 1,105  
Size of Average Sale: \$5,646

## 75. RENEWAL BY ANDERSEN OF NORTHEASTERN WI Kaukauna, WI

2016 Home Improvement Revenue: \$5,978,900  
Number of Jobs: 533  
Size of Average Sale: \$11,217

## 76. GREEN STAR EXTERIORS Philadelphia, PA

2016 Home Improvement Revenue: \$5,647,000  
Number of Jobs: 608  
Size of Average Sale: \$12,147

## 77. RE-BATH TUCSON AND EL PASO Tucson, AZ

2016 Home Improvement Revenue: \$5,637,815  
Number of Jobs: 429  
Size of Average Sale: \$13,142

## 78. THE BOARD STORE HOME IMPROVEMENTS La Crosse, WI

2016 Home Improvement Revenue:  
\$5,624,611  
Number of Jobs: 797  
Size of Average Sale: \$7,050

## 79. FRONTIER BASEMENT SYSTEMS Clarksville, TN

2016 Home Improvement Revenue:  
\$5,508,207  
Number of Jobs: 3,345  
Size of Average Sale: \$7,214

## 80. ROOF RIGHT Hampstead, MD

2016 Home Improvement Revenue:  
\$5,498,780  
Number of Jobs: 1,430  
Size of Average Sale: \$3,845

## 81. DECKSCAPES OF VIRGINIA Catharpin, VA

2016 Home Improvement Revenue:  
\$5,405,000  
Number of Jobs: 107  
Size of Average Sale: \$50,514

## 82. MILLER CUSTOM EXTERIORS Fredericksburg, OH

2016 Home Improvement Revenue:  
\$5,232,943  
Number of Jobs: 468  
Size of Average Sale: \$11,181

## 83. K&P ENTERPRISES Knoxville, TN

2016 Home Improvement Revenue:  
\$5,215,000  
Number of Jobs: 435  
Size of Average Sale: \$12,000

## 84. ARMORVUE WINDOW & DOOR Boca Raton, FL

2016 Home Improvement Revenue:  
\$5,044,017  
Number of Jobs: 461  
Size of Average Sale: \$10,941

## 85. MIDWEST CONSTRUCTION & SUPPLY Mason City, IA

2016 Home Improvement Revenue:  
\$5,005,350  
Number of Jobs: 480  
Size of Average Sale: \$10,428

## 86. NEW YORK SASH Whitesboro, NY

2016 Home Improvement Revenue:  
\$4,913,671  
Number of Jobs: 786  
Size of Average Sale: \$6,251

## 87. CHAPMAN WINDOWS DOORS & SIDING West Chester, PA

2016 Home Improvement Revenue:  
\$4,864,582  
Number of Jobs: 707  
Size of Average Sale: \$6,880

## 88. TWIN CITIES SIDING PROFESSIONALS St. Paul, MN

2016 Home Improvement Revenue:  
\$4,733,219  
Number of Jobs: 154  
Size of Average Sale: \$32,012

60

## 89. SUPERWALL TECHNOLOGIES DBA BESTWAY BASEMENTS Deer Park, NY

2016 Home Improvement Revenue:  
\$4,688,513  
Number of Jobs: 165  
Size of Average Sale: \$28,415

## 90. PHIL BEAULIEU & SONS HOME IMPROVEMENT Chicopee, MA

2016 Home Improvement Revenue:  
\$4,661,045  
Number of Jobs: 433  
Size of Average Sale: \$10,765

## 91. PORCH CONVERSION Wilmington, NC

2016 Home Improvement Revenue:  
\$4,600,000  
Number of Jobs: 470  
Size of Average Sale: \$10,000

## 92. BRADS ROOFING Slidell, LA

2016 Home Improvement Revenue:  
\$4,580,000  
Number of Jobs: 1,500  
Size of Average Sale: \$3,300

## 93. HOMESPEC BASEMENTFIX Ypsilanti, MI

2016 Home Improvement Revenue:  
\$4,451,594  
Number of Jobs: 1,636  
Size of Average Sale: \$2,721

## 94. RGS EXTERIORS South Jordan, UT

2016 Home Improvement Revenue:  
\$4,400,462  
Number of Jobs: 1,600  
Size of Average Sale: \$2,700

## 95. OPAL ENTERPRISES Naperville, IL

2016 Home Improvement Revenue:  
\$4,304,518  
Number of Jobs: 199  
Size of Average Sale: \$18,793

60

## 96. PH ALLIANCE Washington, IL

2016 Home Improvement Revenue:  
\$4,265,149  
Number of Jobs: 732  
Size of Average Sale: \$5,827

## 97. NEW JERSEY SIDING & WINDOWS Randolph, NJ

2016 Home Improvement Revenue:  
\$4,233,750  
Number of Jobs: 423  
Size of Average Sale: \$10,008

## 98. AHT WISCONSIN WINDOWS Clintonville, WI

2016 Home Improvement Revenue:  
\$4,079,816  
Number of Jobs: 383  
Size of Average Sale: \$10,420

## 99. QUALITY HOME EXTERIORS Omaha, NE

2016 Home Improvement Revenue:  
\$4,052,863  
Number of Jobs: 424  
Size of Average Sale: \$9,558

## 100. WOODS BASEMENT SYSTEMS Collinsville, IL

2016 Home Improvement Revenue:  
\$3,961,914  
Number of Jobs: 220  
Size of Average Sale: \$180,000

Rank	Full-Service	Replacement
1	Repeat customers and word-of-mouth (80.3%)	Repeat customers and word-of-mouth (63.3%)
2	Company website/SEO (67.3%)	Company website/SEO (56.7%)
3	Internet referrals from social media (45.7%)	Events/shows (37.3%)
4	Truck/job signs (30.3%)	Internet pay-per-click (32.0%)

## Face Time

### Top Four Most Productive Lead Sources for Each Group

We may live in a digital world, but for remodelers of all types, personal connections matter. Repeat customers and word-of-mouth remains the most-cited source of new customers. Note also the importance of shows and signage.