

# TOP DEALERS

With Rates Up and Construction Down, Dealers Kept Selling



Door and window dealers were up against a slower housing market and higher interest rates in 2022, yet 90% of those surveyed reported increased revenues.

The industry's top door and window salespeople were undeterred by a slower housing market and higher interest rates in 2022. Rather than waiting for conditions to improve, it appears they "stomped the concrete," increasing revenues by 21% on average. Just 10% of the companies we surveyed showed decreases. Among those that increased, one even broke the billion mark. That's billion with a 'B'.

For methodology see page 38.

Rank	Company Name
1	Power Home Remodeling
2	Great Day Improvements LLC
3	Window Nation
4	Mad City Windows & Baths
5	NewSouth Window Solutions LLC
6	Window World of Baton Rouge*
7	West Shore Home*
8	Florida Window and Door*
9	NEWPRO Home Solutions
10	1800 Hansons
11	The Window Source LLC
12	American Vision Windows*
13	Thompson Creek Window Company
14	RF Installations*
15	Woodbridge Home Solutions*
16	Associated Building Supply Inc.
17	MAX Home*
18	Tundraland (RbA of Greater WI)*
19	Hardy Windows*
20	Homefix Custom Remodeling
21	Comfort Windows & Doors
22	Castle Windows
23	Westeck Windows Mfg Inc.*
24	Home Performance Alliance*
25	Drexel Building Supply Inc.*
26	The Glass Guru Enterprises Inc.
27	Paradise Exteriors*
28	Weather Tite Windows
29	Leaf Home*
30	Wrights Impact Window & Door
31	Morgan Exteriors Inc.*
32	Lifetime Windows and Siding*
33	Royal Home Improvement*
34	One Stop Door Shop Inc.
35	Walker Windows
36	Tom Adams Windows and Carpets
37	Paramount Builders Inc.*
38	Window World of Phoenix*
39	Armorvue Window and Door
40	Gilkey Window Company
41	FAS Windows & Doors*
42	K-Designers
43	Clear Choice Home Improvements*

Headquarters Location		Website	Number of Locations	2022 Revenue [in millions] from Doors and Windows	Years in business	Number of Employees
Chester	Pa.	powerhrg.com	18	\$1154.8	31	3324
Macedonia	Ohio	greatdayimprovements.com	151	\$1092.6	13	2500
Fulton	Md.	windownation.com	20	\$351.0	16	685
Madison	Wis.	madcitynow.com	14	\$267.2	25	715
Tampa	Fla.	newsouthwindow.com	18	\$185.8	12	745
Baton Rouge	La.	windowworld-btr.com	1	\$146.6	31	100
Mechanicsburg	Pa.	westshorehome.com	31	\$143.3	16	1445
Lake Worth	Fla.	floridawindowanddoor.com	6	\$121.1	16	250
Woburn	Mass.	newpro.com	3	\$115.3	78	350
Troy	Mich.	hansons.com	14	\$109.0	30	150
Gettysburg	Pa.	thewindowsource.net	45	\$104.0	14	207
Simi Valley	Calif.	americanvisionwindows.com	6	\$90.9	22	240+
Lanham	Md.	thompsoncreek.com	6	\$90.2	42	347
Grand Prairie	Texas	rfinstallations.com	2	\$85.2	28	100
Dallas	Texas	woodbridgehomesolutions.com	4	\$80.9	34	100+
Oxnard	Calif.	abscal.com	9	\$75.4	30	54
New Orleans	La.	maxhomenow.com	3	\$71.2	20	100+
Kaukauna	Wis.	tundraland.com	3	\$70.0	13	560
Placentia	Calif.	orangecountywindowanddoor.com	2	\$64.3	34	150
Laurel	Md.	homefixcustomremodeling.com	7	\$63.4	32	300
Syracuse	N.Y.	comfortwindows.com	4	\$62.7	47	349
Mount Laurel	N.J.	castlewindows.com	8	\$62.2	46	358
Chilliwack	BC, Canada	westeckwindows.com	7	\$60.6	23	220
St. Petersburg	Fla.	myhpa.com	3	\$53.9	11	200
Campbellsport	Wis.	drexelteam.com	9	\$52.1	37	630
Plano	Texas	theglassguru.com	85	\$52.0	16	19
Boynton Beach	Fla.	paradisexteriors.com	2	\$47.2	16	105
Tampa	Fla.	weathertitewindows.com	1	\$44.1	17	42
Hudson	Ohio	leafhome.com	154	\$41.1	17	2200
West Palm Beach	Fla.	wrightsimpactwindowanddoor.com	3	\$41.0	49	103
Lutz	Fla.	morganexteriorsinc.com	5	\$37.4	28	196
Denver	Colo.	lifetimewindowcolorado.com	1	\$35.1	13	58
Royal	Ariz.	royalwindows.com	1	\$33.3	26	13
Torrance	Calif.	onestopwd.com	4	\$30.3	36	45
Anaheim	Calif.	walkerwindows.com	1	\$30.0	23	55
Churchville	Pa.	tomadamswc.com	4	\$28.1	68	47
Virginia Beach	Va.	paramountbuilders.com	7	\$28.1	31	200+
Phoenix	Ariz.	windowworldphoenix.com	1	\$27.0	17	10
Boca Raton	Fla.	armorvue.com	6	\$25.7	9	52
Cincinnati	Ohio	gilkey.com	4	\$23.8	44	130
Orlando	Fla.	faswd.com	3	\$23.0	18	48
Sacramento	Calif.	k-designers.com	7	\$22.9	44	324
Manchester	N.H.	clearchoicehomeimprovement.com	1	\$21.9	18	53



## TOP DEALERS

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Dealers tacked on an additional 21% in sales in 2022, on average.

## METHODOLOGY

To develop this annual list, [DWM]'s editors compiled a database of door and window dealers. Our research division then conducted field surveys, gathering each company's latest annual sales figures and other information. If a company did not provide information, revenues were estimated based on industry averages and available research. In those cases, company names are accompanied by an asterisk. Companies were then ranked by their projected door and window revenue.

In the past, franchises were calculated as individual dealers. Our editors now gather information for each independently-owned operation. Rankings represent a compilation of the industry's top dealers, including those that sell, sell and install, or even handle their own manufacturing. The number of employees includes full- and part-time, and all sales are listed in U.S. dollars, even if they hail from Canada. In cases where two or more companies had the same revenue, ranking was divided according to percentage of overall sales stemming from doors and windows, followed by company size (number of employees).

If you believe your company should have been included and was not, please email [dvass@glass.com](mailto:dvass@glass.com) to be added to next year's research.

## LEGEND

Revenue figures marked by asterisks (\*) were estimated based on an industry average, calculated by percent change among all dealers.

Rank	Company Name
44	Carrollwood Window & Door
45	Window Concepts of Minnesota Inc.*
46	North Georgia Replacement Windows
47	White Aluminum and Windows LLC
48	American Home Renewal Inc.*
49	HBS Inc.
50	The Window Depot*
51	Agoura Sash & Door Inc.
52	Omaha Door & Window Co.
53	Exclusive Windows Inc.*
54	Signature Windows + Doors
55	East Coast Windows & Doors Inc.
56	Brennan Enterprises
57	Window and Door Showplace Inc.*
58	Window Classics Corp.
59	Coastal Supply Company
60	Mountain View Window & Door*
61	American Weathertechs
62	Advance Inc.*
63	Michigan Window & Door
64	Windows Direct*
65	Durante Home Exteriors*
66	Old Mission Windows
67	Spring House Window & Door*
68	Liteworks Window & Door
69	Abby Windows & Exteriors
70	Windows on Washington Ltd.*
71	Windows Direct USA
72	Windows on Washington Ltd.
73	CAT Exteriors*
74	Glacier Window & Door
75	EntryPoint Doors and Windows
76	Chapman Windows Doors & Siding
77	The Glass Guru
78	Excel Windows*
79	FOR Energy*
80	Vinyl Window Broker*
81	Window Depot USA of Youngstown Ohio*
82	Carolina Windows and Doors*
83	American Home Design*
84	Franklin Window And Door Inc.
85	Quillen Brothers Inc.*

Headquarters Location	Website	Number of Locations	2022 Revenue [in millions] from Doors and Windows	Years in business	Number of Employees
Tampa Fla.	<a href="http://carrollwoodwindow-door.com">carrollwoodwindow-door.com</a>	1	\$21.8	31	35
St. Paul Minn.	<a href="http://windowconceptsminn.com">windowconceptsminn.com</a>	1	\$21.8	25	60
Alpharetta Ga.	<a href="http://ngwindows.com">ngwindows.com</a>	1	\$20.9	18	28
Leesburg Fla.	<a href="http://whitealuminum.com">whitealuminum.com</a>	5	\$20.5	67	98
South San Francisco Calif.	<a href="http://renewal.com">renewal.com</a>	1	\$19.0	27	34
Vero Beach Fla.	<a href="http://hbsglass.com">hbsglass.com</a>	1	\$18.7	50	43
Tampa Fla.	<a href="http://thewindowdepottllc.com">thewindowdepottllc.com</a>	2	\$18.2	14	40
Westlake Village Calif.	<a href="http://agourasash.com">agourasash.com</a>	1	\$18.0	35	25
Omaha Neb.	<a href="http://omahadoor.com">omahadoor.com</a>	1	\$17.8	63	94
Willowbrook Ill.	<a href="http://exclusivewindows.com">exclusivewindows.com</a>	1	\$17.7	28	14
Aurora Colo.	<a href="http://signaturewindows.co">signaturewindows.co</a>	3	\$17.5	42	50
Pompano Beach Fla.	<a href="http://eastcoastwindows.com">eastcoastwindows.com</a>	1	\$16.6	25	26
Arlington Texas	<a href="http://brennancorp.com">brennancorp.com</a>	1	\$15.9	44	16
Sterling Va.	<a href="http://wdshowplace.com">wdshowplace.com</a>	3	\$15.1	14	21
Hollywood Fla.	<a href="http://windowclassics.com">windowclassics.com</a>	7	\$15.0	45	40
Delray Beach Fla.	<a href="http://shopcoastalsupply.com">shopcoastalsupply.com</a>	1	\$15.0	15	30
Denver Colo.	<a href="http://mtview.us">mtview.us</a>	2	\$14.5	11	30
West Chester Ohio	<a href="http://americanweathertechs.com">americanweathertechs.com</a>	2	\$14.5	28	21
Newark Del.	<a href="http://advancemyhome.com">advancemyhome.com</a>	2	\$14.4	34	24
Whitmore Lake Mich.	<a href="http://michiganwindow.com">michiganwindow.com</a>	1	\$14.1	23	24
Cincinnati Ohio	<a href="http://windowsdirectusa.com">windowsdirectusa.com</a>	3	\$13.5	9	34
Trussville Ala.	<a href="http://godurante.com">godurante.com</a>	4	\$12.5	22	35
Traverse City Mich.	<a href="http://oldmissionwindows.com">oldmissionwindows.com</a>	2	\$12.4	37	17
Hockessin Del.	<a href="http://gospringhouse.com">gospringhouse.com</a>	3	\$12.2	34	8
Marietta Ga.	<a href="http://liteworkswindow.com">liteworkswindow.com</a>	1	\$11.8	10	12
Brookfield Wis.	<a href="http://abbywindows.com">abbywindows.com</a>	1	\$11.8	12	29
Dulles Va.	<a href="http://windowsonwashington.net">windowsonwashington.net</a>	1	\$11.5	17	25
Cincinnati Ohio	<a href="http://windowsdirectusa.com">windowsdirectusa.com</a>	2	\$11.2	7	38
Dulles Va.	<a href="http://windowsonwashington.net">windowsonwashington.net</a>	1	\$11.0	17	25
Sacramento Calif.	<a href="http://catexteriors.pro">catexteriors.pro</a>	3	\$10.4	7	20
Sweet Home Ore.	<a href="http://glacierwindow.com">glacierwindow.com</a>	3	\$10.1	29	18
Buford Ga.	<a href="http://entrypointatlanta.com">entrypointatlanta.com</a>	1	\$10.1	21	44
West Chester Pa.	<a href="http://chapmanwindowsdoors.com">chapmanwindowsdoors.com</a>	2	\$9.9	29	43
Plano Texas	<a href="http://theglassguru.com">theglassguru.com</a>	82	\$9.7	16	15
Tinley Park Ill.	<a href="http://excelwindows.com">excelwindows.com</a>	2	\$9.5	45	20+
Tempe Ariz.	<a href="http://forenergy.com">forenergy.com</a>	1	\$9.2	13	30
Tustin Calif.	<a href="http://vinylwindowbroker.com">vinylwindowbroker.com</a>	1	\$8.7	35	50
Youngstown Ohio	<a href="http://windowdepotyongstown.com">windowdepotyongstown.com</a>	1	\$8.5	11	30
Greeneville N.C.	<a href="http://cwndc.com">cwndc.com</a>	1	\$8.5	39	50
Goodlettsville Tenn.	<a href="http://americanhomedesign.com">americanhomedesign.com</a>	1	\$8.5	45	90+
Carmel Ind.	<a href="http://franklinwindowanddoor.com">franklinwindowanddoor.com</a>	1	\$8.4	11	21
Bryan Ohio	<a href="http://quillenbrasinc.com">quillenbrasinc.com</a>	1	\$8.4	23	24

**THERE'S MORE!** To see the full list of 100 Top Dealers go to [dwmmag.com/topdealers](http://dwmmag.com/topdealers).

