

Residential Garage Door Services

Industry Insights
Q3 2026



Residential Garage Door Services Is An Attractive Market For PE Investment, Underpinned By Resilient And Growing Demand And By Consolidation Opportunities



This ~\$15B Market is Expected To Grow At 4.9% CAGR From Maintenance, Repair, And Replacement Demand:

- Garage door system maintenance, repair, and replacement are driven by wear across key components (e.g., springs & torsion units, door opening systems, track & bracket alignment)
- High-urgency failures that disable garage door function typically drive emergency callouts often charged at premium rates



Attractive Tailwinds From A Growing Installed Base Of Homes With Garages, From Weather Volatility, From Garage Modernization, And From Increased Outsourcing:

- Underlying installed base of single-family homes with garages is expanding at a 1.9% CAGR
- Weather-driven wear and tear and garage modernization (adoption of smart garage door and backup battery systems) are driving additional repair and maintenance needs
- Demand for outsourced professional (“do-it-for-me”) repair and maintenance work is steadily increasing



Highly Fragmented Market Comprising Franchise Networks And National/Regional, Local, And Independent Service Providers:

- The market is led by large franchise networks (e.g., Precision Garage Door Service) and national/regional operators (e.g., Guild Garage Group, OGD), followed by a long tail of local and independent service providers
- Industry consolidation and professionalization is in-progress (9 PE platforms many with add-on acquisitions), with significant opportunity to realize operations and cost synergies (e.g., digital marketing)

Services: Residential Garage Door Services Comprise 3 Core Segments – Repair, Replacement, And Maintenance Contracts Each Addressing Distinct Homeowner Needs And Each With Different Service Frequencies

Residential Garage Door System And Services Overview

– Preliminary –

Door Structure

Panels

Weather Seal

Windows

Struts

Hinges

Lock



Drive System

Cable Drum

Cables

Spring Pad/
Torsion Spring

Tracks

Rollers

Control System

Automatic
Door Opener

Sensors

Service Segment	Overview	Service Triggers	Typical Frequency	Average Ticket Size
Repair	Both reactive and planned repair work, addressing structural, mechanical, and electrical failures	- Faulty door movement - Misaligned or bent tracks from vehicle impact or repetitive usage	Every 1-2 years	\$200-300
Replacement Of Doors/ Drive System	Routine or event-driven replacement of high-wear doors/drive system, including full garage door upgrades and automation retrofits	- Cosmetic upgrades - Drive system fatigue due to door age (typically 5-10 years) - Transition to smart systems	Every 10-15 years	\$1,000-1,500
Maintenance Contracts	Preventive inspection and servicing to reduce emergency breakdowns and extend life of doors and openers; within residential, penetration remains limited (owners prefer ad-hoc servicing)	- Preventive safety inspections - Seasonal weather changes - Proactive homeowners seeking warranty upkeep and extended door life	Annual or bi-annual	\$100-150/year for single door garages

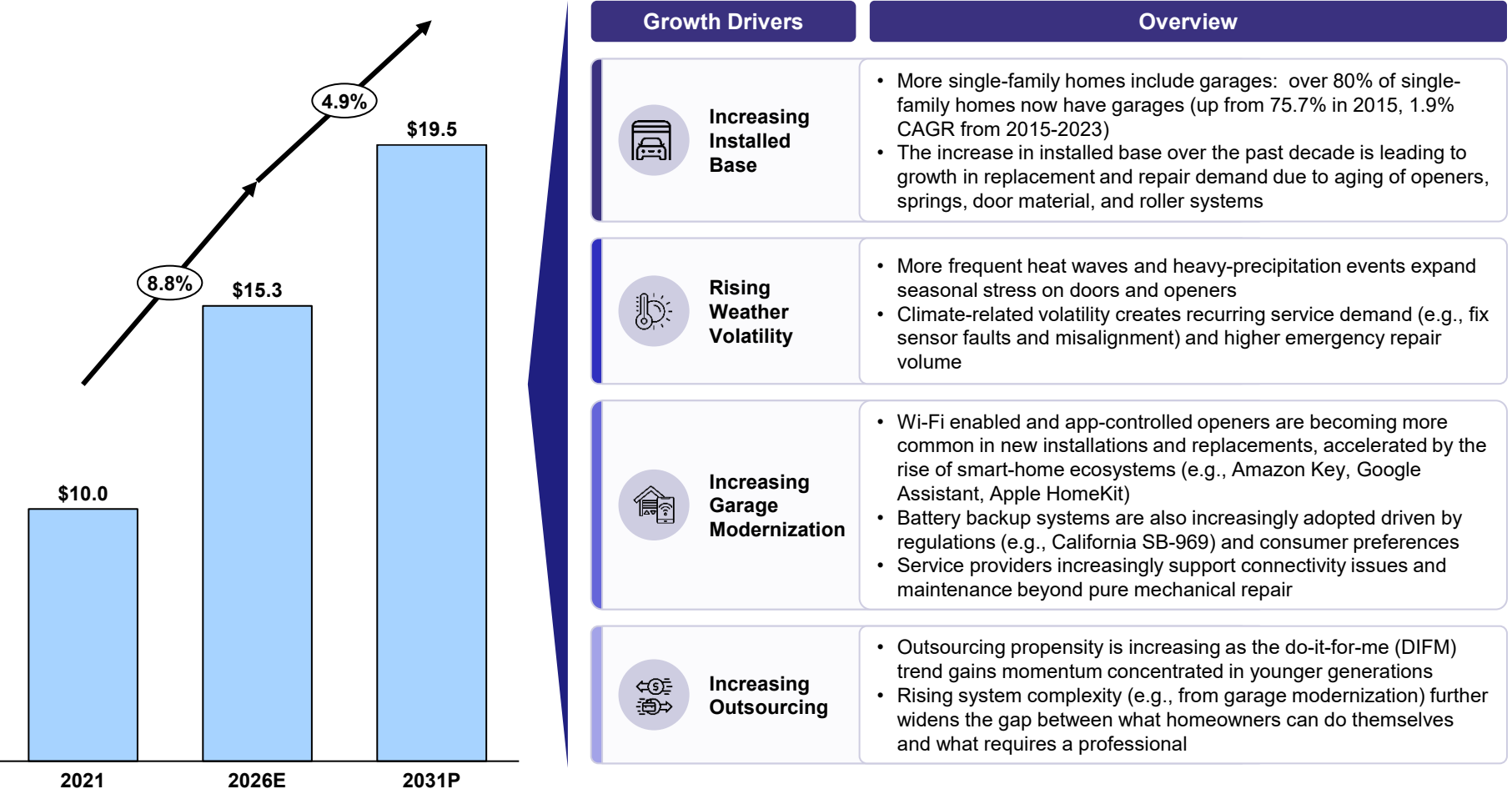
Source: Gotham Consulting Partners Research

Market Size & Growth: The ~\$15B Garage Door Services Market Is Expected To Grow At 4.9% CAGR, Driven By An Increasing Growing Installed Base, Increasing Weather-driven Wear And Tear, And Garage Modernization

U.S. Residential Garage Door Services Market Size (2021-2031P)

(\$B)

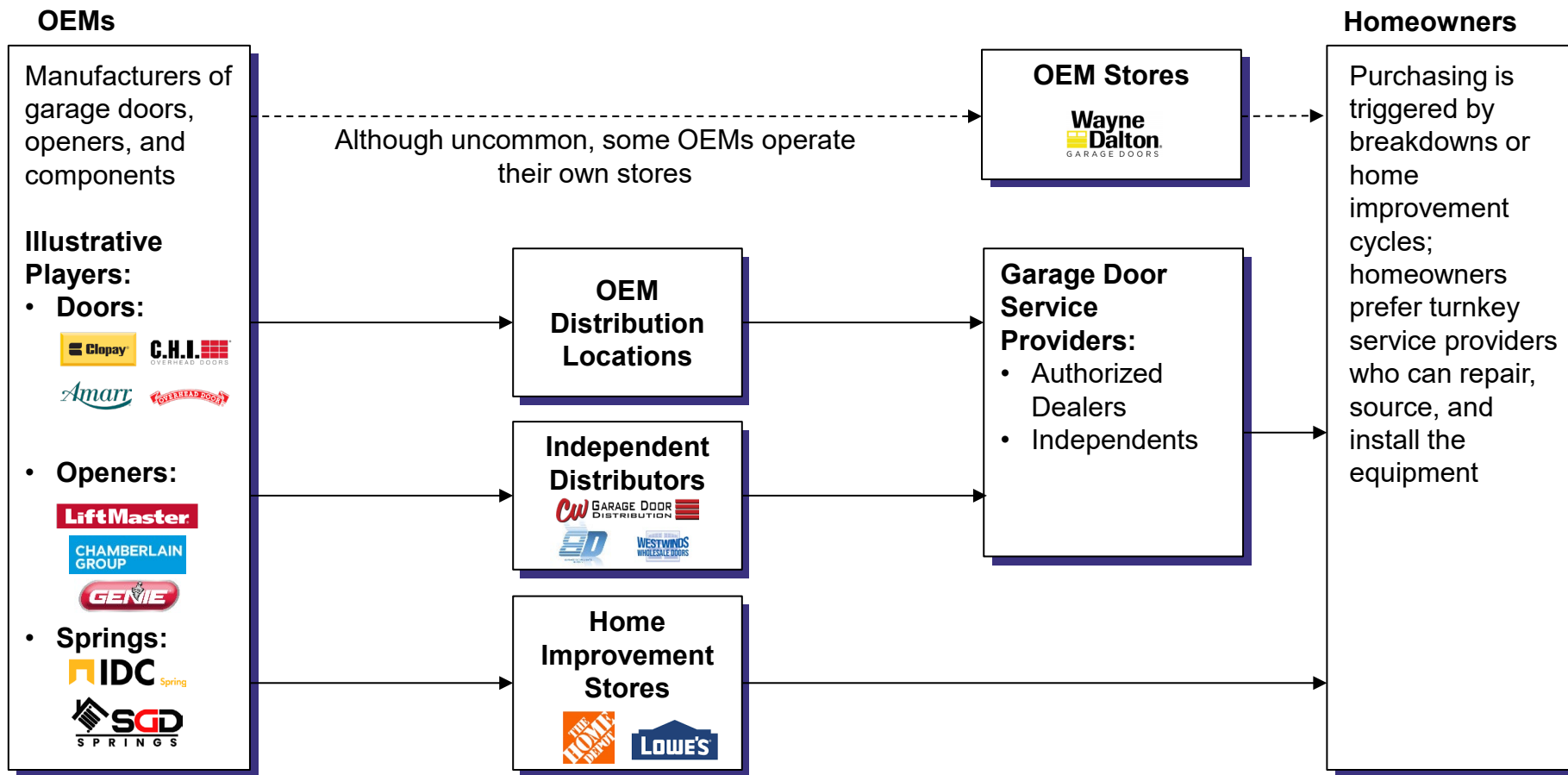
– Preliminary –



Competitive Landscape: Garage Door Service Providers Are The Primary Channel Through Which Homeowners Procure Garage Door Services

Garage Door Services Value Chain Overview

– Preliminary –



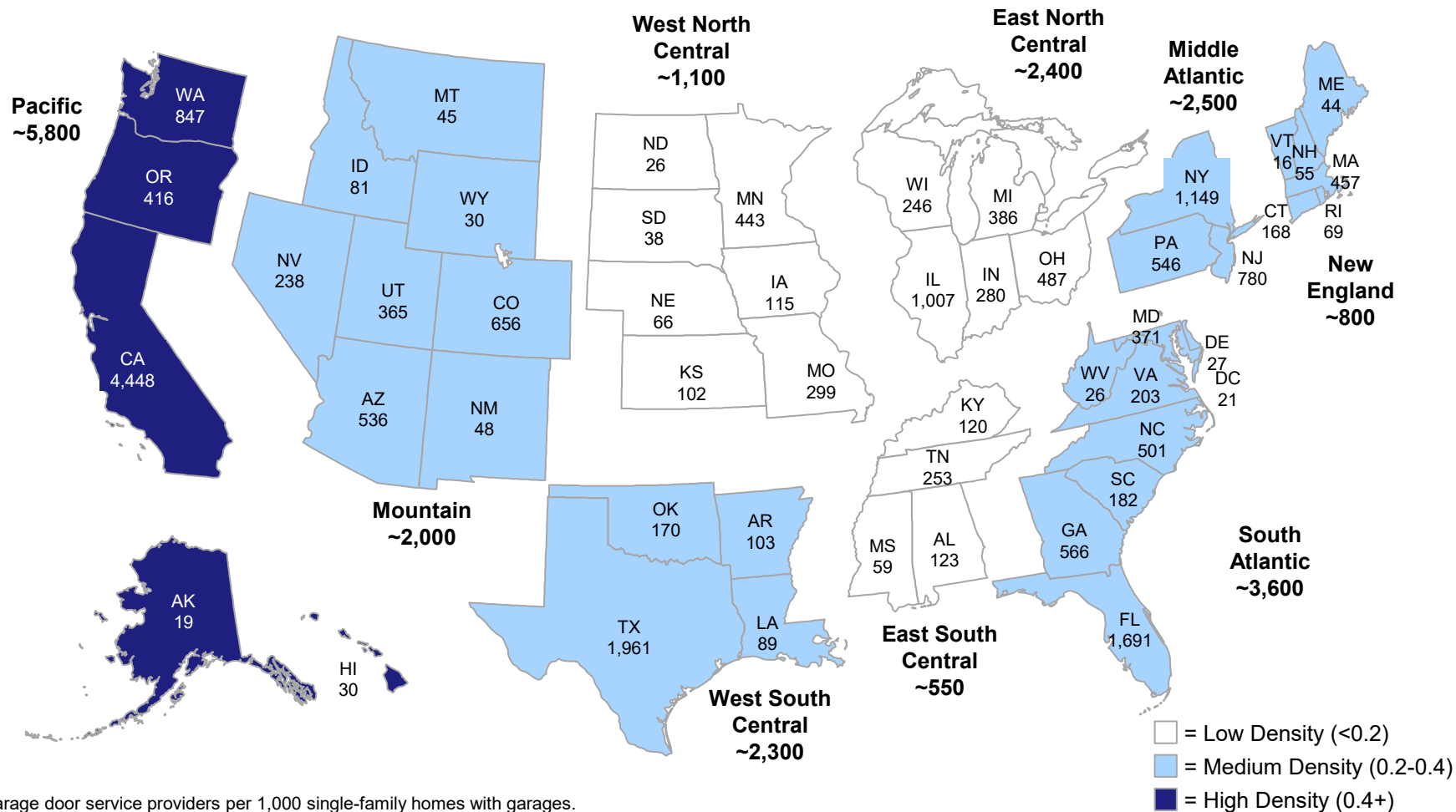
Source: Gotham Consulting Partners Research

Competitive Landscape: Pacific States Have The Highest Density Of Garage Door Service Providers, While Central Regions Have The Lowest Density

Number Of Garage Door Service Provider Location Density*

– Preliminary –

(# Of Garage Door Service Providers)



* # of garage door service providers per 1,000 single-family homes with garages.

Source: SalesGenie; U.S. Census Bureau

Competitive Landscape: The Garage Door Services Landscape Is Fragmented, Characterized By Thousands Of Small Independents, With Emerging Franchise And Platform Models Beginning To Professionalize The Market

Garage Door Services Competitive Landscape

– Preliminary –

Segment Overview	Key Distinct Features	# Of Players	Illustrative Companies	Illustrative Companies
Franchise	National brands operating under standardized franchise systems, with franchisees locally owned but following corporate protocols and leveraging shared marketing, CRM, and training infrastructure	~3	- Offer franchise training programs to ensure quality and consistency - Centralized digital lead generation, CRM, and marketing support from franchisor - National brand equity drives trust and consumer awareness - Recurring royalties and brand fees create tighter control	  
National/ Regional	Private or PE-backed operators with multi-state footprints; typically grow via acquisition or greenfield expansion, maintaining full ownership and operational control.	~10	- Centralized management, HR, and call centers drive consistency and efficiency - Typically operate as authorized OEM dealers with direct access to product supply and co-branded marketing support - Significant marketing spend and technician training infrastructure	    
Local Independent	Independent multi-location or mid-sized companies operating within a single metro or adjacent counties; often family-owned with a mix of install, repair, and light commercial work	~500	- Deep local reputation and community ties drive customer retention - May serve as an authorized OEM dealer; can also procure from independent distributors - Limited marketing sophistication; rely on online reviews and repeat customers - Typically maintain small service fleets and technician footprint	   
Sole Proprietors	Small, single-location or owner-operator service providers specializing in residential repairs and replacements; often founded by former technicians branching out independently	10,000+	- Low overhead; often home-based - Buy parts directly from distributors or online suppliers (limited OEM relationships) - Hyper-local; compete on responsiveness and word-of-mouth - Fragmented, non-standardized operations; limited scalability	

Source: Gotham Consulting Partners Research

M&A PE Activity: Many Key National Players Are PE-owned; M&A Activity Has Accelerated Over The Past 5 Years, With Guild Garage Group The Most Recently Created Platform

Key U.S. Garage Door Services PE Platforms

– Preliminary –

Platform	Revenue (\$MM)/# Of Employees	Locations/Geographic Coverage	PE Acquirer	Platform Overview	Total Add-ons	Add-ons By Year
Guild Garage Group (New York, NY) Founded: 2024	\$350-400/ ~900	~100 locations in Northeast (NJ, PA), Midwest (OH, IL, IN), South (NC, GA, TN, MS, OK, TX), and West (CO, UT, AZ, NV, CA, WA, ID)	Oak Hill Capital (Mar 2026)	Network of garage door service companies with 31 acquisitions in the last 2 years	31	2026: 7 2025: 10 2024: 14
OGD Overhead Garage Door (Fort Worth, TX) Founded: 2011	\$100-150/ ~500	63 locations in South (AL, AR, FL, GA, KY, CO, OK, SC, TN, TX, KY, LA, NC, VA), and Midwest (IN, MI, NE, OH)	The Sterling Group (Jul 2024)	Provides installation and maintenance services to commercial and residential customers nationwide	None	None
Precision Door Tri-State (Pompton Plains, NJ) Founded: 1999	\$30-40/ ~70	6 locations in Northeast (CT, NJ, NY)	Monogram Capital Partners (May 2024)	First franchisee within Neighborly's Precision Garage Door Service system based in the Tri-State area	1	2026: 1
GarageCo (New Canaan, CT) Founded: 2024	\$75-100/ ~250	30 locations in Midwest (MI, OH, KS, IA), and Northeast (NY, PA)	Gridiron Capital (Mar 2024)	Provides residential and commercial garage door repair and replacement	7	2026: 1 2024: 3
Highland Arms Enterprises (Woodinville, WA) Founded: 2003	\$20-25/ ~50	Operates in 18 local markets in West (CA, WA, UT, ID, NV, OR)	Main Post Partners (Feb 2024)	Large franchisee operator of Precision Garage Door Service focused on the West and PNW	2	2025: 2
Door Pro America (Gainesville, VA) Founded: 1998	\$15-20 ~80	9 locations in Northeast (NJ, NY), South (VA, MD), Midwest (IL), and West (WA, CO, OR)	Rotunda Capital Partners (Nov 2023)	Provides residential install, repair and replacement garage door services across 8 states	2	2025: 2
US Dock & Door (Flowery Branch, GA) Founded: 2023	\$10-15/ ~60	10 locations across Northeast (MA, RI) and Southeast (TN, NC, GA)	Soundcore Capital Partners (Sep 2023)	Provides installation, maintenance, and repair services for garage doors and loading dock equipment	2	2025: 2
A1 Garage Door Service (Phoenix, AZ) Founded: 2007	\$250-300 ~850	93 locations in Northeast (NJ, PA), South (NC, TN, GA, FL, OK, TX), Midwest (MN, KS, MI, NM, WI), and West (AZ, ID, NV)	Cortec Group (Jan 2023)	Provides residential repair and replacement garage door services; operates in 16 states	12	2025: 1 2024: 4 2023: 7
Precision Garage Door Service (Waco, TX) Founded: 1981	\$600-700 ~3,000	351 locations nationwide (up from 80 locations in 2015)	KKR, HarbourVest Partners (Jul 2021)*	Part of Neighborly home services franchise platform with >30 service brands and >5,500 franchise owners	4	2022: 2 2021: 1 2020: 1

* Former PE sponsors include Harvest Partners (Jun 2018), Riverside (Aug 2014), TZP Group (Dec 2010), Riverside (Oct 2003).
Source: Gotham Consulting Partners Research

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Contact Us For More Information On Gotham's Expertise And Insights In The Residential Garage Door And Other Residential Services Markets



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