

# FOR SALE: MEP Engineering Serving Commercial Clients Across the Southeast

*Low customer concentration with consistent project-flow!*

## Financial Overview

**List Price:** \$2,325,000

### Gross Sales

2025	2024
\$1,943,923	\$1,768,783

### Cash Flow

2025	2024
\$620,863	\$516,788

- **Profit Margin:** 32%

**Valuation:** Cash Flow x Multiple = Valuation  
 \$620,863 x 3.75 = \$2,328,236

## Business Information

**Services:** Mechanical, electrical, and plumbing (MEP) engineering design with limited fire protection system design

**Clients:** Diverse mix of an average of 215 projects annually, primarily repeat business owners across commercial sectors, with no single client exceeding ~10–15% of revenue

**Service Area:** Southeastern United States, with some multi-state projects

**Personnel:** 7 employees including an electrical engineer, a mechanical engineer, and plumbing engineers, plus an office manager

**Year Established:** 22 years in operations!

**Reason for Selling:** Age / Retirement

**Seller Training Period:** 1 to 2 years

**Owners Role:** Active in the operations on proposals and design work, plus oversees financials. Has been mentoring 2 senior engineers to absorb his roles

**Lease:** Small office space used for engineering design work, project coordination, and in-house administrative/financial operations

**Location:** Charlotte, NC

**Growth Opportunities:** Implement a business development plan to bring on new clients

## Funding Example

**Purchase Price:** \$2,325,000

<b>10% Buyer Down Payment</b>	\$232,500
<b>10% Seller Financing</b>	\$232,500
<b>80% Bank Loan</b>	\$1,860,000

## Description

This company provides mechanical, electrical, and plumbing (MEP) engineering design services with limited fire protection design for a repeat client base of about 215 projects annually. Established 22 years ago, they are based in Charlotte North Carolina and primarily serve clients throughout the Southeastern United States. The business maintains a diverse and stable client base of approximately 18 active clients, consisting primarily of commercial business owners. Revenue is well distributed, with no single client accounting for more than 10–15%. The business operates from an office that supports a team of seven employees, including licensed engineers in electrical, mechanical, and plumbing, plus there is an office manager who oversees bookkeeping and billing functions in-house. The owner remains involved in the operations where he provides proposals and some technical engineering design work. In preparation for a business transaction, the owner has started mentoring 2 senior engineers to absorb the owners' roles. The seller is planning for retirement but has offered to stay with the business for 1 to 2 years to guide the new owner. Additionally, the seller has offered to carry 10% of the purchase price as a show of good faith in the continued success of the business post close.

Priced at **\$2,325,000** this opportunity is well-suited for either an owner-operator seeking to enter or expand within the industry, or for a strategic buyer looking to grow their geographic presence and service capabilities. The firm has the capacity to grow an additional 15–20% in workload with the current team able to absorb without hiring. There are no special designations being used to secure work.

**- CONFIDENTIAL -**

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