

FOR SALE: Smart Irrigation & Sprinklers Business

Niche in system optimization and sustainable water management!

Financial Overview

List Price: **\$405,000**

Gross Sales

2025	2024	2023
\$797,089	\$385,835	\$317,443

Cash Flow

2025
\$135,550

- **Profit Margin:** 17%
- **Multiple:** 3

Valuation: Cash Flow x Multiple = Valuation
 \$135,550 x 3 = \$406,650

Assets Included in Purchase: \$127,000

Vehicles: 4 Pickups & 2 Trailers - \$86,000

Equipment: Trenchers & Rippers \$31,000

Inventory: ~\$10,000

Business Information

Services: Irrigation and sprinkler installation, repair, annual recurring maintenance, and drainage solutions

Client breakdown: ~80% residential, ~20% commercial; with ~120 recurring maintenance customers

Differentiator: Eco Friendly – they use a smart system optimization and design that reduces water usage by 40-60%. The system is equipped with intelligent controls and sensors

Personnel: 6 FT on staff including an Operations Manager, 3 Irrigation Technicians, 2 Laborers, and a Virtual Assistant/Admin

Location: Tucson, Arizona

Service Area: Pima County (including Tucson, Green Valley, Sahuarita; two franchise territories)

Lease: ~20' x 10' warehouse/storage unit used for material and equipment storage

Year Established: 2022

Reason for Selling: Owner is relocating out of state to Florida

Seller Training Period: 6 - 12 months with opportunity to mentor on a part-time basis thereafter

Owner Role: Flexible schedule of only 15 hours per week; he does operations oversight, payroll, and coordinating with vendors. Seller does limited sales

Growth Opportunities: Add 4th technician, expand referral partnerships, continue to grow commercial segment

Funding Example

Purchase Price: **\$405,000**

10% Buyer Down Payment	\$40,500
15% Seller Financing	\$60,750
75% Bank Loan	\$303,750

Description

This Tucson-based irrigation, sprinklers, and drainage company offers service through Pima County, including Tucson, Green Valley, and Sahuarita. The business offers irrigation installation, repair, maintenance, and drainage solutions. There is an average of 120 recurring clients that utilize the company for summarizing and winterizing sprinkler systems. These repeat clients also have service calls for maintenance and repairs throughout the year. The systems utilized are eco-friendly and are optimized and designed to reduce water waste by 40-60%! Operations are run out of a ~20' x 10' warehouse/storage facility used to store the equipment and material. The team consists of 1 operations manager, 3 technicians, 2 laborers, and 1 virtual assistant handling administrative functions. The seller maintains a flexible schedule with only 15 hours per week, with a primary focus on oversight, payroll, vendor coordination, and limited sales. The seller is relocating out of state within the next 2 years, which is the driving factor for the sale of the business. He has offered to stay post close for 6 – 12 months with the opportunity to mentor on a part time basis thereafter. Additionally, the seller has offered to carry 15% of the purchase price as a show of good faith in the continued success of the business post-close.

Priced at **\$405,000**, this is a great opportunity for a buyer seeking a scalable, with recurring revenue and established systems. Growth opportunities include hiring an additional technician to increase capacity, expanding referral partnerships, grow the commercial segment, and increasing upsell of system upgrades and efficiency services.

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