

# FOR SALE: Scalable Irrigation & Water Management Business

*Low multiple due to owner relocating out of state!*

## Financial Overview

**List Price:** **\$415,000**

### Gross Sales

|           |
|-----------|
| 2026 Ann  |
| \$807,845 |

### Cash Flow

|           |
|-----------|
| 2026 Ann  |
| \$218,493 |

- **Profit Margin:** 17%
- **Multiple:** 1.9

**Valuation:** 2026 Ann Cash Flow x Multiple = Valuation  
 \$218,493 x 1.9 = \$415,136

## 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 with service throughout 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

**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:** **\$415,000**

|                        |           |
|------------------------|-----------|
| 10% Buyer Down Payment | \$41,500  |
| 15% Seller Financing   | \$62,250  |
| 75% Bank Loan          | \$311,250 |

## Description

This Tucson-based irrigation company offers irrigation installation, repair, maintenance, and drainage solutions through Pima County, including Tucson, Green Valley, and Sahuarita. The systems utilized are eco-friendly and are optimized and designed to reduce water waste by 40-60%! 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. Operations are run out of a ~20' x 10' warehouse/storage facility used to store the equipment and materials. 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 **\$415,000**, 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.

**- CONFIDENTIAL -**

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