

# FOR SALE: Texas Based MEP with Repeat Client Base

*Custom MEP Design and Project Management – No Public Clients!*

## Financial Overview

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

### Gross Sales

2024
\$333,825

### Cash Flow

2024
\$150,937

- **2024 Profit Margin:** 45%
- **Multiple:** 2.75

**Valuation:** Cash Flow x Multiple = Valuation  
 \$150,937 x 2.75 = \$415,076

## Business Information

**Year Established:** 2004

**Location:** Dallas TX with service throughout TX and OK

**Services:** Mechanical, Electrical, and Plumbing including full design, project management, construction administration, RFI's and submittals

**Clients:** Business owners, General Contractors, Architects, and Land Developers: all repeat

**Industries Served:** Industrial buildings, hotels, churches, schools, and restaurants

**Lease:** Operates from a home office – low overhead!

**Reason for Selling:** Retirement / Age

**Personnel:** Subcontractors in each discipline all on 1099 basis including HVAC, Plumbing, Electrical, and Mechanical

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

**Growth Opportunities:** Pursue public bid government work, pursuing more design-build projects, and implement a marketing strategy

**Current Owners' Responsibilities:** Active in the operations and client facing. Seller is involved in design, consultation, and project management

## Funding Example

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

<b>10% Buyer Down Payment</b>	\$41,500
<b>15% Seller Financing or Equity Roll</b>	\$62,250
<b>75% Bank Loan</b>	\$311,250

A 10% down payment of \$41,500 returns \$87,482 in the first year after debt payments!

## Description

This engineering firm, established 15 years ago and based in Texas, specializes in comprehensive mechanical, electrical, and plumbing (MEP) design services, along with project management, construction administration, and submittal review. The business operates primarily in Texas but also serves clients in Oklahoma. The firm's client base is predominantly private, with a strong emphasis on repeat business and long-standing relationships. Clients typically include commercial property owners, contractors, and developers, with a notable presence in restaurant and retail projects. All project work is executed by a network of experienced independent subcontractors, including specialists in mechanical, electrical, plumbing, and CAD design. This flexible model allows the firm to scale staffing according to project needs without the overhead of full-time employees. The seller is active in the operations, mostly on design, consultation, and project management. The seller is approaching retirement age but has offered to stay with the business for 1-2 years post close as part of the transition period. To sweeten the deal, the seller has also offered to carry 15% of the purchase price as a show of good faith in the continued success of the business post close. The main growth opportunities include expanding into federal contracting, pursuing more design-build projects, and implementing a marketing strategy as there is no marketing being performed.

Priced at **\$415,000**, a buyer will need a down payment of \$41,500 of unborrowed funds to become the new owner. With a reputation built on quality, reliability, and deep industry expertise, this firm offers an attractive opportunity for buyers seeking a well-established, low-overhead business with a loyal client base and significant growth potential in both private and public sectors.