

FOR SALE: Land Surveying Services for Engineering Firms and Developers

Three decades of successful surveying to clients surrounding Austin Texas!

Financial Overview

List Price: **\$1,300,000**

Gross Sales

2023	2022	2021
\$3,232,499	\$2,508,905	\$2,159,619

Cash Flow

2023	2022	2021
\$852,264	\$249,318	\$124,761

- **Profit Margin:** 26%
- **Multiple:** 3.2

Valuation: 3-year Avg Cash Flow x Multiple = Valuation
 \$408,781 x 3.2 = \$1,308,099

Business Information

Year Established: 1990's

Location: Austin, TX

Service Area: Throughout Austin and the surrounding counties

Services: All types of professional land surveying: Mapping, Design, Construction Surveying, LiDAR & Quality Control, and Title Surveys

Clients: Engineering firms, land developers, and municipalities

Personnel: 20 including 2 General Managers, an Office Administrator, Senior Technical designer, and field technicians

Lease: 3,100 sq ft office space

A/R: \$180,110

Reason for Selling: Retirement planning as the seller approaches 70

Seller Training Period: 1 year

Owner Responsibilities: Approval of surveys performed by technical staff, general oversight of the team, and some administrative tasks

Growth Opportunities: Use of drones and GIS, add hydrographic surveying, and hire a marketing director

This business carries the DBE designation, a buyer will need to qualify for either WBE, DBE, Veteran or something similar

Funding Example

Purchase Price: **\$1,300,000**

10% Buyer Down Payment	\$130,000
10% Seller Financing	\$130,000
80% Bank Loan	\$1,040,000

A 10% down payment of \$130,000 returns \$214,418 in the first year after debt payments!

Description

With three decades of service in the land surveying industry, this business provides services throughout Central Texas, specifically focusing on Austin and the surrounding counties. The company specializes in several key areas of surveying: Boundary, Design, and Construction Surveying, LiDAR Services for high-resolution mapping and analysis, and Quality Control Services to ensure the accuracy and reliability of survey data and title surveys. Their client base consists of engineering firms, land developers, and municipalities. The team consists of 20 employees, which includes: 2 General Managers, an Office Administrator, a Senior Technical Designer, and various technicians who carry out fieldwork and data collection. Additionally, payroll and accounting functions are outsourced to specialized firms, allowing the team to focus on core surveying activities. The company operates from a nice office space of 3,100 square feet. The owner's responsibilities include approving surveys performed by technical staff, providing general oversight of the team, and completing some administrative. The owner is selling the business as part of retirement planning and age. This transition presents an opportunity for new ownership to take over a well-established firm with a solid reputation. To ensure a smooth transition for the new owner, the seller is willing to provide training for a period of 1 year plus carry 10% of the purchase price to show their vested interest in the continued success of the business moving forward.

Priced at **\$1,300,000** a 10% down payment of \$130,000 can return \$ 214,418 in the first year after debt payments. There are several avenues for growth identified within this business – these areas include the incorporation of drone technology and Geographic Information Systems (GIS) as they can enhance surveying capabilities and efficiency. Expanding into hydrographic surveying could open new markets related to water bodies. Hiring a marketing director could improve brand visibility and attract more clients through targeted marketing strategies.