

# FOR SALE: Architectural Firm with Niche in Churches & Schools

Over \$27Million of WIP with 98% repeat client base!

## Financial Overview

**List Price:** \$1,775,000

### Gross Sales

2025 Ann	2024	2023	2022
\$2,499,668	\$2,396,415	\$2,103,295	\$1,578,203

### Cash Flow

2025 Ann	2024	2023
\$506,892	\$497,674	\$413,588

- **Profit Margin:** 21%

**Valuation:** 2024 Cash Flow x Multiple = Valuation  
 \$497,674 x 3.55 = \$1,766,742

**AR:** \$436,298

**WIP:** \$2,740,300

## Business Information

**Services:** Full-service architectural design

**Industry Niche:** 75% is churches, schools and parishes, and 25% R&D and Medical laboratories

**Client Notes:** 98% Repeat and/or referral, with some having 20+ year tenure

**Location:** Los Angeles, CA

**Service Area:** Focused in Southern California with some clients throughout the state

**Personnel:** 10 full time on staff including 1 Sr. architect, 2 Jr. architects, project managers, designers, and office administration

**Lease:** Modern collaborative 4,500 sq ft office space

**Years Established:** 30 years

**Reason for Selling:** Retirement planning

**Seller Training Period:** 1-2 years with flexibility to extend

**Owner Role:** General oversight of the team and financials. Does little to no billable client hours

**Growth Opportunities:** Geographical expansion, expanding on the marketing strategy

**Desired Buyer:** A strategic discipline or geographical addition with strong culture fit

## Funding Example

**Purchase Price:** \$1,775,000

<b>10% Buyer Down Payment</b>	\$177,500
<b>15% Seller Financing</b>	\$266,250
<b>75% Bank Loan</b>	\$1,331,250

- Only 2.5% down for Industry Buyers through the new SBA rules

## Description

This architectural firm has been providing service throughout Southern California for over 30 years! They specialize in church projects and high-end research & development laboratories with a client base consisting of religious organizations and medical equipment companies. This firm offers comprehensive full-service architectural services that include feasibility studies, design, entitlement, and interior design, ensuring a seamless process from concept to completion. With more than \$2.7 million in work-in-progress and a proven track record of four consecutive years of revenue growth, the company is positioned to generate nearly \$2.5 million in annualized revenue for 2025. This firm has a dedicated team of 10 full-time employees, including 1 Sr. architect, 2 Jr. architects, project managers, and administrative personnel. The seller does little to no billable client hours but does provide general oversight to the team and financials. Planning for retirement, the seller is offering to stay onboard for 1-2 years post close to provide a successful transition of ownership. Additionally, the seller has offered to carry 10-15% of the purchase price to show his vested interest in the continued success of the business. Due to the new SBA guidelines, an industry buyer is only required to bring 2.5% as a down payment.

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