

FOR SALE: High-End Residential Architecture Firm

Niche in Resort Style Luxury Living!

Financial Overview

List Price: **\$2,850,000**

Gross Sales

2025 Ann	2024	2023
\$1,434,590	\$2,027,868	\$671,296

Cash Flow

2025 Ann	2024	2023
\$901,866	\$1,605,380	\$341,661

- **Profit Margin:** 63%
- **Multiple:** 3

Valuation: 3-Year Avg. Cash Flow x Multiple = Valuation
 \$949,635 x 3 = \$2,848,905

Business Information

Services: Residential architecture and design services, construction observation, and permit & approval management

Clients: Almost entirely residential, focusing on individuals or families looking for bespoke, large-scale homes, often with project values ranging from \$4 million to \$55 million. Most projects are luxury homes in exclusive communities

Year Established: Nearly 50 years

Location: Big island, HI with service throughout island

Personnel: The staff structure includes an Architect, a CAD Technician, a part-time Administrator, and various engineering consultants. All team members are 1099

Reason for Selling: Age/Retirement

Lease: No central office space – low overhead!

Seller Training Period: 1-2 years

Growth Opportunities: Implement a marketing strategy and offer service to the other islands with a focus on other resort areas

Owners Role: Seller is active in the operations, spending most of his time on project management and general oversight

Funding Example

Purchase Price: **\$2,850,000**

10% Buyer Down Payment	\$285,000
20% Seller Financing	\$570,000
70% Bank Loan	\$1,995,000

Description

This well-established architecture firm specializes in the design of high-end custom homes, primarily serving affluent residential clients in resort communities on the Big Island of Hawaii. With a proven track record spanning over two decades, this firm has become a leader in luxury home design, delivering projects valued between \$4million to \$55million. Operating as a boutique practice, they offer architectural services from initial concept through construction observation, ensuring each project meets the client's vision and is executed to the highest standards. Most projects are located in sought-after areas such as Hokulea and the Kohala Coast, with significant opportunities for growth through proactive marketing or geographic expansion. The business is home-based, maintaining low overhead while leveraging a network of experienced consultants, including structural, civil, and landscape engineers. The seller plays an active role in project management. As he approaches retirement, he has decided to pursue a sale. To ensure a smooth transition, he is willing to remain with the business for 1-2 years and is also offering a 20% seller carry!

With a purchase price of **\$2,850,000**, this is an exceptional opportunity for a licensed architect or design firm seeking entry or expansion in Hawaii's luxury residential market. The current owner is committed to a smooth transition and will provide introductions, as well as ongoing support to ensure continued success.