

# **FOR SALE: Niche Focused B2B Architecture Firm**

*Architecture Firm with specialty in Schools and Churches!*

## Financial Overview

**List Price:** **\$1,600,000**

### Gross Sales

2025	2024	2023	2022
\$2,521,931	\$2,396,415	\$2,103,295	\$1,578,203

### Cash Flow

2025	2024	2023
\$480,835	\$522,589	\$445,675

**Valuation:** 2025 Cash Flow x Multiple = Valuation  
 $\$480,835 \times 3.35 = \$1,610,797$

**AR:** \$562,427

**WIP:** \$2,796,300

## Business Information

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

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

**Services:** Full-service architectural design

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

**Location:** Los Angeles, CA

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

**Reason for Selling:** Retirement planning

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

**Years Established:** 30 years

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

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

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

## Funding Example

**Purchase Price:** **\$1,600,000**

<b>10% Buyer Down Payment</b>	\$160,000
<b>15% Seller Financing</b>	\$240,000
<b>75% Bank Loan</b>	\$1,200,000

- 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! Offering comprehensive architectural services that include feasibility studies, design, entitlement, and interior design, ensuring a seamless process from concept to completion. 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 has a dedicated team of 10 full-time employees, including a 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. With more than \$2.7 million in work-in-progress and a proven track record of four consecutive years of revenue growth, this business is primed and ready for a new owner to step in and continue operations. Due to the new SBA guidelines, an industry buyer is only required to bring 2.5% as a down payment.