

FOR SALE: Architecture Firm with specialty in Schools and Churches

Full team in place with nearly 3 million in WIP!

Financial Overview

List Price: **\$1,590,000**

Gross Sales

2025	2024
\$2,608,911	\$2,396,415

Cash Flow

2025
\$484,747

Valuation: 2025 Cash Flow x Multiple = Valuation
 \$484,747 x 3.3 = \$1,599,665

Low Multiple: 3.3

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. 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: **\$1,590,000**

10% Buyer Down Payment	\$159,000
15% Seller Financing	\$238,500
75% Bank Loan	\$1,192,500

- 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. The list of comprehensive architectural services offered include feasibility studies, design, entitlement, and interior design, ensuring a seamless process from concept to completion. The seller does little to no billable client hours but does provide general oversight to the team and financials. The operations are supported by a dedicated team of 10 full-time employees, including a Sr. architect, 2 Jr. architects, project managers, and administrative personnel. 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.

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