

FOR SALE: Architecture Practice Serving Commercial and Institutional Clients

Commercial design with historical preservation expertise!

Financial Overview

List Price: **\$190,000**

Gross Sales	
2025	2024
\$427,043	\$377,190

Cash Flow

2025
\$52,439

- **Low Multiple:** 1.6

Valuation: 3-Year Avg Cash Flow x Multiple = Valuation
 \$120,031 x 1.6 = \$192,049

Business Information

Services: Architectural solutions including field surveying, project programming, schematic design, design development, construction documentation, construction administration, renderings, and historic preservation consulting with tax credit compliance

Clients: Commercial and institutional including office, restaurants, warehouses, churches, daycare; also, historic preservation and selective residential clients

Service Area: Primarily Hampton Roads region (Norfolk, Newport News, Northern Neck, Charlottesville); licensed in Virginia & North Carolina with past projects nationwide

Location: Yorktown, VA

Year Established: 1998

Personnel: 3 on staff including Project Architect (remote), Intern Architect, and PT Bookkeeper. Contract Production Specialist & offshore Architectural Drafting team as needed

Lease: ~800 sq ft, multi-use office with 5 workstations and a conference room

Owners Role: Seller is hands-on overseeing design, client relationships, and project coordination

Reason for Selling: Seeking growth minded buyer or integration with larger firm

Seller Training Period: 1 year

Growth Opportunities: Target more government projects, hire additional architects to increase capacity, and implement a formal marketing strategy

Funding Example

Purchase Price: **\$190,000**

80% Buyer Down Payment	\$152,000
20% Seller Financing	\$38,000

Description

Full-service architectural firm founded in 1998 and located in Yorktown, Virginia. The firm primarily serves the Hampton Roads region and surrounding areas, with prior project experience across multiple states. Their client base consists of commercial and institutional clients, including offices, restaurants, industrial, religious organizations, and educational projects, while also completing select residential and historic preservation work. This business provides comprehensive architectural services, including field surveying, project programming, schematic design, design development, construction documentation, construction administration for complex projects, renderings, and historic preservation consulting, including tax credit compliance. The business operates out of an 800 square foot office which serves as a hub for meetings and design work, although the team operates on a hybrid model. The business is supported by a project architect (remote), intern architect, bookkeeper, contract production support, an offshore drafting team, and external engineering consultants as needed. The owner is active in operations, overseeing design, client relationships, and project coordination. The owner is planning for retirement and is seeking a growth minded buyer or integration with a larger firm. He has offered to stay with the business for 6 months to 1 year as to transition the new owner into their role in addition to carrying 20% of the purchase price as a show of good faith in the continued success of the business post close.

Priced at **\$190,000** this business is primed and ready for a new owner to step in continue with operations. Potential growth opportunities include hiring additional staff, expanding geographic reach, and increasing capacity within its historic preservation niche.

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