

SBA Approved 18-Year AI-Driven Digital Marketing Agency Turnkey

Deal ID:SNEB59

Overview

This is an 18-year established digital marketing and creative services agency offering web design, development, hosting, SEO, digital marketing, and brand/creative support. The business operates with a lean hybrid delivery model, pairing senior U.S.-based client leadership with an offshore fulfillment team. It has documented systems, experienced staff, and recurring service lines that support stable monthly revenue.

Asking Price: \$799K

TTM Revenue: \$587K

TTM Profit / Adjusted SDE: \$343K

SDE Margin: 58.4%

Gross Margin: 78.2%

Multiple: 2.3x SDE

Year 1 ROI: 43%

2026 Booked Revenue: \$500K

Contracted Recurring Retainers: \$310K

Active Q2 Pipeline: \$125K–\$150K

Industry: Digital marketing, creative services, web development, SEO

Years in Business: 18 years

Team: 11 internal team members plus external accounting partner

Turnkey: Yes, team, systems, workflows, and transition support in place

Online / Remote-Capable: Yes, digital services and hybrid delivery model

Financing: SBA-eligible

Real Estate / FF&E: Asset-light; minimal capex, LTM depreciation under \$200

Top Client Concentration: Approx. 26% of revenue

Growth Opportunities

The business is unusually well-positioned for 2026, with \$500K already signed and booked, including \$310K in contracted recurring retainers. A proprietary AI-powered lead generation tool transfers with the sale and provides an attractive growth engine. Additional upside exists through scaling sales capacity, productizing care plans, cross-selling existing clients, and selectively increasing recurring-service pricing.

Exit Advisor Takeaway

This opportunity stands out for a buyer seeking a stable, high-margin, relatively turnkey services platform. The 58.4% SDE margin is well above typical small-agency benchmarks, and the \$500K booked 2026 revenue materially lowers first-year risk. The transferable AI lead-generation asset is a key differentiator, giving an acquirer a scalable growth lever beyond the owner's personal network. The main diligence focus should be top-client retention and operator handoff, both partially mitigated by recurring revenue, staff continuity, and a structured transition plan.

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The information provided is for discussion purposes only. All parties are encouraged to conduct their own independent verification and due diligence, as financial figures, projections, and operational details may change or vary upon further review.