

# FOR SALE: Architecture Practice with \$2+ Million in Backlog

*Designing Hawaii's Most Exceptional Homes for Nearly Five Decades!*

## Financial Overview

**List Price:** \$2,650,000

### Gross Sales

2026 Ann	2025
\$1,815,848	\$1,339,701

### Cash Flow

2026 Ann	3 Year Average
\$1,204,300	\$849,815

- **Profit Margin:** 70%
- **Multiple:** 3.1

**Valuation:** 3-Year Avg. Cash Flow x Multiple = Valuation  
 \$849,815 x 3.1 = \$2,634,426

## Business Information

**Services:** Architecture and design services, construction observation, and permit & approval management

**Clients:** 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 a Licensed Architect, a CAD Technician, a part-time Administrator, and various engineering consultants.

**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. There is no marketing or sales being done to promote expansion!

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

## Funding Example

**Purchase Price:** \$2,650,000

<b>10% Buyer Down Payment</b>	\$265,000
<b>15% Seller Financing</b>	\$397,500
<b>75% Bank Loan</b>	\$1,987,500

## Description

This architectural firm has built an outstanding reputation over nearly 50 years, specializing in the design of luxury custom residences for affluent homeowners across the Big Island of Hawaii. Operating through a fully remote model with 70% profit margins, the company benefits from minimal overhead while utilizing a seasoned network of trusted consultants, including structural, civil, and landscape engineering professionals. The firm focuses exclusively on high-end residential projects, delivering services from conceptual design through construction observation. Known for its attention to detail, creativity, and client-centric approach, the business has successfully completed numerous custom homes with construction values ranging from \$4 million to \$55 million. Many projects are located in some of Hawaii's most prestigious communities, including Hokuli'a and the Kohala Coast.

Significant expansion opportunities exist through increased marketing efforts, additional staffing, strategic partnerships, and geographic diversification. The current owner remains involved in project management and client relationships. With retirement on the horizon, the owner is seeking a qualified buyer to continue the firm's legacy. To facilitate a seamless transition, he is prepared to remain involved for 1–2 years following the sale and is offering attractive financing terms, including a 15% seller carry.

Offered at **\$2,650,000**, this represents a unique acquisition opportunity for a licensed architect, architectural firm, or design-focused organization seeking immediate entry into—or expansion within—Hawaii's exclusive luxury residential market.