

FOR SALE: Niche Architecture & Design Firm with 2Million in WIP

Specialty in Schools and Churches with Senior Leaders!

Financial Overview

List Price: **\$1,575,000**

Gross Sales

TTM	2025	2024
\$2,754,964	\$2,608,911	\$2,396,415

Cash Flow

TTM	2025
\$797,579	\$515,047

Valuation: 2025 Cash Flow x Multiple = Valuation
 \$515,047 x 3.1 = \$1,596,645

Low Multiple: 3.1

WIP: \$2,259,500

Business Information

Services: Full-service architectural design

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

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

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. Licensed 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: **\$1,575,000**

10% Buyer Down Payment	\$157,500
15% Seller Financing	\$236,250
75% Bank Loan	\$1,181,250

Description

The firm specializes in church projects and high-end research & development laboratories with a client base consisting of religious organizations and medical equipment companies. Their workload consists of 75% in churches, schools and places of worship, and 25% R&D and Medical laboratories with 98% of the client base being repeat or referral with some having a 20+ year tenure. 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. Licensed Architect, 2 Jr. Architects, project managers, and administrative personnel. The office space is 4,500 sq ft and supports all daily functions – it a collaborative work space with modern amenities. 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 \$2.2 million in work-in-progress and a proven track record of five consecutive years of revenue growth, this business is primed and ready for a new owner to step in and continue operations.

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