

# FOR SALE: Education/ Installation Arch. Firm: Owner Offering 4-year Transition

*Double location with 25% Seller Financing!*

## Financial Overview

**List Price: \$4,375,000**

### Gross Sales

2022	2021
\$5,936,140	\$5,712,632

### Cash Flow

2022	2021
\$986,534	\$930,642

- **Profit Margin:** 17%

**Valuation:** 2022 Cash Flow x Multiple = Valuation  
 \$986,534 x 4.45 = \$4,390,076

## Assets Included in Purchase: \$2,717,293

**Equipment:** \$1,491,473

- **Computer Equipment & Software:** \$976,933
- **Office Equipment:** \$373,294
- **Leasehold Improvements:** \$141,546
- **Accounts Receivable:** \$1,225,520

*\*amounts may vary, assets may be depreciated, replacement cost, or fair market value*

## Business Information

- **Services:** architecture with Interior Design.
- **Personnel:** 30+ employees including 2 SVP's, 1 CFO, 11 architects, interior designers, and administrators.
- **Over 90% Return/Repeat Clients** with 20-25 projects active at a time
- **Client type:** Higher education (30%), K-12 education (30%), multifamily housing (30%), and hospitals (10%).
- **Reason for Selling:** Retirement Planning
- **Seller Transition Period:** 5 years
- **Current Owners' Responsibilities:** Supervision, planning, client relations
- **Location:** Southern region and Secondary Markets
- **Year Established:** 20+
- **Over \$4,000,000 in WIP**

## Funding Example

**Purchase Price: \$4,375,000**

<b>10% Seller Financing</b>	\$437,500
<b>15% Equity Roll (if desired)</b>	\$656,250
<b>75% Financing &amp; Buyer Cash</b>	\$3,281,250

## Description

With 2 locations and a full established staff of over 30 members, this business is able to handle work for 20-25 projects a time! The team consists of 31 employees including 2 SVP's, 1 CFO, 11 architects, interior designers, and administrators. This well-developed team is able to simultaneously work on 25 projects at any given time. All employees are full-time and experienced in their positions and their leadership team has been well mentored. This architecture firm has a main focus on buildings pertaining to the higher education and K-12 sector. Included in the purchase is over \$2.7 million in assets, including equipment (computers, software, office equipment, leasehold improvements) and accounts receivables. This firm is currently working with clients in Arkansas, Oklahoma, Texas, Colorado, Florida, Connecticut, New Mexico, Kansas, Missouri, and the New England Area. Even with such a diverse client base, their client base is made up of 90% return customers! The current owner is open to carrying 25% of the purchase to show good faith as well as the vested interest in the success of the business after sale. This firm has nearly 15+ years of experience under their belt, and have been able to accumulate an excellent reputation spurred on by happy customers which is why they have over 4 million in WIP and has led to 90% repeat clientele. This business currently has hospital clients making up roughly 10% of their customer base and with their current team, resources, and connections this would be an excellent opportunity for growth!

Priced at **\$4,375,000**, strong growth opportunities exist for this architectural firm, with only a small percentage of the regional school district market tapped and a lot of space for winning additional multifamily contracts. This firm's extensive experience within the resident client base allows them to regularly win projects over larger national entities. Focused on K-12 and University work, this firm will flourish with the new infrastructure bill and will not fall victim to any looming recession.

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The Firm makes no warranties or representation in consideration to the information provided above. All communication regarding this business must occur directly with The Firm Advisors, LLC. The Firm does not sell real estate. The Firm solely advises on exit strategy.