

FOR SALE: Architectural Firm with 4 Years of Upward Growth

Long standing repeat client base!

Financial Overview

List Price: **\$1,655,000**

Gross Sales

2025 Ann	2024	2023	2022
\$2,468,216	\$2,396,415	\$2,103,295	\$1,578,203

Cash Flow

2025 Ann	2024	2023
\$676,752	\$457,674	\$373,588

- **Profit Margin:** 19%

Valuation: 2024 Cash Flow x Multiple = Valuation
 \$457,674 x 3.6 = \$1,647,626

AR: \$436,298

WIP: \$2,365,900

Business Information

Services: Full-service design from feasibility all the way through hiring specialty engineers and maintaining project control

Industry Niche: 75% is churches, schools and parishes, and 25% is high-end R&D laboratories

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

Location: Los Angeles, CA

Service Area: Focused in Southern California with some clients throughout the state

Personnel: 10 full time on staff including 1 licensed architect, 2 Jr. architects, project managers, designers, and office administration

Lease: Modern collaborative 4,500 sq ft office space

Years Established: 30 years

Reason for Selling: Retirement planning

Seller Training Period: 1-2 years with flexibility to extend

Owners' Role: General oversight of the team, financials, and active on client projects

Growth Opportunities: Geographical expansion, expanding on the marketing strategy

Desired Buyer: A strategic discipline or geographical addition with strong culture fit

Funding Example

Purchase Price: **\$1,655,000**

10% Buyer Down Payment	\$165,500
15% Seller Financing	\$248,250
75% Bank Loan	\$1,241,250

- Only 2.5% down for Industry Buyers through the new SBA rules

Description

Presenting a leading architectural firm based in Los Angeles, specializing in church projects and high-end research and development laboratories. With over 30 years of experience, this firm offers comprehensive full-service architectural services that include feasibility studies, design, entitlement, and interior design, ensuring a seamless process from concept to completion. Their client base primarily consists of religious organizations and medical equipment companies, with a strong emphasis on maintaining long-term relationships. The firm occupies around 4,500 square feet, featuring modern amenities and a layout conducive to collaborative work. This firm has a dedicated team of 10 full-time employees, including licensed architects, Jr. architects, project managers, and administrative personnel. The seller is active on oversight of daily operations and is planning for retirement while 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.

Priced at **\$1,655,000** a buyer needs 10% down payment of \$165,500. With a strong foundation and a commitment to excellence, this firm is poised for continued success and expansion in the architectural landscape. As the firm continues to thrive in its niche markets, particularly in faith-based projects and high-end laboratories, there are significant growth opportunities available. These include expanding into new geographic areas and enhancing their service offerings to meet the increasing demand for innovative architectural solutions in both sectors.

- CONFIDENTIAL -

Last Revised: BV 8.15.2025

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.