

FOR SALE: High-End Residential Architecture Firm: Owner Wanting Strategic Partner

Desire to grow with a strategic partner!

Financial Overview

List Price: **\$745,000**

Gross Sales

2024
\$635,509

Cash Flow

2024
\$228,602

Valuation: Cash Flow x Multiple = Valuation
 \$228,602 x 3.3 = \$754,386

Business Information

Services: Residential, high-end architecture, and interior design

Service Area: 95% of their work is in the affluent areas of Los Angeles such as: Beverly hills, Bel Air, West Hollywood, and Santa Monica. Previous project locations include Miami, Virginia, and Northern California

Project Breakdown: 75% single family residential, 15% commercial, and 10% condos

Clients: Builders, developers, property owners, and business owners

Personnel: 3 on staff including a Project Manager, and 2 remote Administrative Support members

Owner Responsibilities: Seller is active in the business

Seller Training Period: 3-5 years

Year Established: 2006

Location: Los Angeles, CA

Facility: 750 sq ft office space – Low Overhead

Reason for Selling: Desire to grow with a strategic partner

Funding Example

Purchase Price: **\$745,000**

10% Buyer Down Payment	\$74,500
15% Seller Financing	\$111,750
15% Seller Equity Roll	\$111,750
60% Bank Loan	\$447,000

Description

High-end residential architecture firm specializing in custom architecture and interior design with 75% of their projects being single-family residential properties, 15% commercial projects, and 10% in condo/multifamily properties. Their client base consists of builders, commercial developers, property owners, and business owners who seek their expertise in creating high-end spaces. With a focus on affluent neighborhoods such as Beverly Hills, Bel Air, West Hollywood, and Santa Monica; the majority of their work is concentrated in the Los Angeles area. The team comprises three members, including a Project Manager and two remote Administrative Support members. The owner is active in the business and is seeking a strategic growth partner. He would like to stay on board for 3-5 years and has offered to carry 15% of the purchase price, plus a 15% equity roll, to show vested interest in the continued success of the business post-close.

Priced at **\$745,000**, a 10% down payment of \$74,500 returns \$132,410 in the first year after debt payments! Growth opportunities include expanding into global markets such as Saudi Arabia, Dubai, and China. Venturing into these international markets can open up new avenues for business growth and exposure.

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