

FOR SALE: Multiple Locations Architecture Practice with 25% Seller Carry

Over 90% Reoccurring Clientele!

Financial Overview

List Price: **\$4,400,000**

Gross Sales

2022
\$4,925,480

Cash Flow

2022
\$954,000

Valuation: Cash Flow x Multiple = Valuation
 $\$954,000 \times 4.6 = \$4,388,400$

Assets Included in Purchase: \$1,152,000

- AR: \$705,000
- FFE: \$447,000

Business Information

- **Services:** Higher education (30%), K-12 education (30%), multifamily housing (30%), and hospitals (10%).
- **Location:** New York City and Boston.
- **Service Area:** Nationwide
- **Years Established:** 15+ years
- **Reason for Selling:** Aging Owner.
- **Personnel:** 25 employees including Senior Management, 7 architects plus CAD.
- **Seller Transition Period:** 3 years
- **Current Owner Responsibilities:** Oversight

Funding Example

Purchase Price: **\$4,400,000**

30% Seller Financing	\$1,320,000
70% Financing and Buyer Cash	\$3,080,000

Description

Based in New York City, this business has been able to accumulate an excellent reputation spurred on by happy clients which has led to 90% repeat clientele. A strategic new owner with experience in architecture and engineering would have 3 years of seller transitioning of the business and a foot into the New York market. The firm has nearly 15 years of experience under their belt, and their leadership team has been well mentored. The team consists of 25 employees including Leadership and several architects. This owner is open to a 30% carry showing good faith in the ongoing success and the seller's vested interest in the success of the business after sale. This architecture firm has a focus on higher education and K-12, with 4.1M in backlog, they are poised for an acquisition.

Priced at **\$4,400,000** this business is primed to return year over year success to anyone in a related industry. Someone that knows how to operate in this field would be able to not only enjoy the expected organic growth pattern brought forward by the world's focus on education and building new opportunities, but put forth new growth opportunities without having to utilize exponential resources on accumulating additional assets. Included in the purchase of this business is \$1,152,000 in assets, this includes AR and the necessary equipment needed to maintain day-to-day operations.

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Last Revised BV 3.30.2023.

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.