

Opportunity

BN000036673 – Custom Architecture & Interior Design Firm

Location: Northeast US



The company is a high-end custom architecture firm specializing in historic building renovations, additions, and apartment combinations. The company provides various services, including planning, design, bidding, building department drawings, project management, and interior design.

Bids Invited

Key Aspects

- Revenue grew at a compound annual growth rate (CAGR) of 9.9% from 2018 to May 31, 2022
- Estimated backlog of \$2,063,068 as of June 2022
- Provides various architectural services and offers in-house interior design services
- Excellent reputation with recommendations and awards from Houzz and Marvin Windows
- Established team of specialized professionals operating in a niche market

Key Indicators

Period Ending	Revenue Source	Revenue '000	Adj. EBITDA '000
12/31/2018	Internal	\$1,751	\$196
12/31/2019	Internal	\$1,802	\$187
12/31/2020	Internal	\$1,834	\$377
12/31/2021	Internal	\$2,242	\$441
3/31/2022	TTM	\$2,419	\$609

In order that we may obtain our client's permission to release the Information Memorandum, please contact:

William Sullivan
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Opportunities

- Expand current office space to keep up with demand
- Expand geographic presence to other metropolitan areas with brownstone buildings
- Leverage excellent reputation to diversify into commercial and public projects
- Increase marketing efforts; advertising is currently word of mouth, customer referral, and online affiliation

Headquartered

- Northeast US

Current Markets

- Residential customers in the Northeast US.

Real Estate

- The company operates from a 2,500 sq. ft. space leased from an unrelated third party.

Shareholder Objectives

- The company is owned by a single shareholder. The owner realizes there is potential for further company growth and seeks a buyer with the drive and vision to guide the company to reach its full potential. The owner is willing to remain with the company for a transition period following the sale.

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