

Opportunity

BN000028449 – Full-service Architectural Firm with Developed E-commerce Business

Location: Southeast US



Established architectural firm plus a developed e-commerce business offering a wide range of planning and design services as well as a large database of stock plans.

Bids Invited

Key Aspects

- Revenue and adjusted EBITDA grew at a compound annual growth rate (CAGR) of 19.3% and 26.2% respectively, from 2020 through the trailing twelve months (TTM) ending June 30, 2023
- Average adjusted EBITDA margins of 38.6% from 2020 through 2022
- In operation for over 25 years
- Large database of stock plans readily available for individual sales and to be utilized to develop projects in a timely, cost-efficient, and high-quality manner
- Featured in national magazines such as Better Homes and Garden, Southern Living, and Coastal Living
- Notable reputation in the industry with numerous awards and accolades

Key Indicators

Period Ending	Revenue Source	Revenue '000	Adj. EBITDA '000
12/31/2020	Internal	\$1,498	\$485
12/31/2021	Internal	\$1,985	\$807
12/31/2022	Internal	\$2,416	\$1,043
6/30/2023	TTM	\$2,328	\$869

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

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Opportunities

- Expand online marketing to a national scale
- Integrate with a national builder to bring architectural services and custom quality product in-house
- Expand promotional efforts to build notoriety of the company and e-commerce business
- Continue to expand footprint into different states to expand market share
- Upgrade design/drafting technology to increase efficiencies
- Capitalize on the growing housing market to expand long-term revenue model

Headquartered

- South Carolina

Current Markets

- The company primarily serves residential homeowners. The company also provides services for commercial, not-for-profit organizations, mixed-use, and small multi-family residents throughout the Eastern and Southeastern regions of the United States.

Real Estate

- The company operates from a 1,800 sq. ft. facility leased from an affiliated entity, which could be up for negotiation. There is room to grow in the current location and the business is relocatable.

Shareholder Objectives

- The company is equally owned by three shareholders who would eventually like to transition away from the business. There is a management succession plan in place.

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