

# FOR SALE: Boston Based Interior Design Firm focused on Procurement

*Styling, Furnishing, and Purchasing for Condos & Hotels!*

## Financial Overview

**List Price:** **\$1,075,000**

### Gross Sales

2023 Ann.	2022
\$2,069,505	\$1,957,807

### Cash Flow

2023 Ann.	2022	2021
\$832,093	\$300,018	\$261,875

Valuation: 2022 Cash Flow x multiple = Valuation.

$$\$300,018 \times 3.55 = \$1,065,063$$

## Business Information

**Services:** Interior design and purchasing agents, who combine expertise in interior architecture and design.

**Clients:** Commercial with a focus on condos and hotels

**Client Examples:** Hilton Hotels, Marriott International/Starwood Hotels, Hyatt Hotels Corporation, TAJ Hotels, members of the Royal families of Qatar, The Kingdom of Saudi Arabia, Prime Minister of Turkey

**Location:** Boston, MA

**Service Area:** Upper East Coast/International

**Current Owner's Responsibilities:** 3.5 days, oversight only, no billable hours

**Personnel:** 5 – 2 Project Directors, 1 Purchasing Agent, 1 Bookkeeper, and 1 Senior Designer

**Seller Training Period:** Owner would stay for a period of 2-3 years

**Reason for Selling:** Recently married and relocating out of state

**Year Established:** Over 30 years.

**Office Space:** Open design for work with private conference rooms in the beautiful back bay.

**Growth Opportunities:** Increase marketing – No Advertising or business development is being done. All clients are existing repeat customers

## Funding Example

**Purchase Price:** **\$1,075,000**

10% Buyer Down Payment	\$107,500
10% Seller Financing	\$107,500
10% Equity Roll	\$107,500
70% Bank Loan	\$752,500

**A 10% down payment of \$107,500 returns \$161,580 in the first year after debt payments. That is a 150% ROI!**

## Description

For over 30 years this Boston based firm has catered to their portfolio of repeat commercial clients. This multi-faceted group of designers and purchasing agents specialize in providing complete services for both new construction and refurbishing of commercial interiors. The team consists of 1 Design Director, 1 Senior Designer, 1 Designer, 1 Purchasing Agent, and 1 Bookkeeper. The business has an impressive client portfolio that includes renowned names like, Hilton Hotels, Marriott International/Starwood Hotels, Hyatt Hotels Corporation, TAJ Hotels, members of the Royal families of Qatar, The Kingdom of Saudi Arabia, the Prime Minister of Turkey, and has completed more than 220 condo high-rises, hotels & restaurants. The owner does not do any billable work but oversees strategy and interfaces with key employees, he has limited client interaction as he is only in the office three days per week. The current owner of this profitable design and architecture firm is willing to stay on for 2-4 years to help ease the transition and is offering to carry 10% of the purchase price plus roll equity of 10% to show good faith in the future success of this firm. The current owner is a newlywed, looking to sell this business so he can move out of state.

Priced at **\$1,075,000**, with nearly 2 million in sales and consistent cashflow, this business is primed for a new owner to step in and reap the benefits of this established firm. There is an opportunity for growth in the business development of this organization as most of their clients are repeat/existing base.

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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.