

FOR SALE: Toronto Architecture Firm with 80+ on Staff

Regionally focused on GTA with Senior Associates in Leadership!

Financial Overview

List Price: \$77,000,000

Gross Sales

FYE 2024	FYE 2023
\$29,088,299	\$26,883,776

Cash Flow

FYE 2024	FYE 2023
\$16,241,524	\$15,348,071

- **Profit Margin:** 56%

Valuation: FYE 2024 Cash Flow x Multiple = Valuation
 \$16,241,524 x 4.75 = \$77,147,239

Business Information

Year Established: 25+ years

Location: Toronto, Ontario. Regionally focused throughout GTA

Services: Full-service Architecture Firm offering feasibility studies, CAD rendering, master planning, and building & fire code consultation

Industry: Highrise Condos, Schools, Hockey Arenas, and some Commercial Retail

Clients: General Contractors and Land Developers

Personnel: 80+ on staff: Leadership includes 2 Associate Principals, 3 Senior Associates, and 7 Associates

Seller Transition Period: 3 years

Reason for Selling: Retirement planning as the seller approaches 70

Owner Role: Active in the firm, which the Associate Principals are being groomed to absorb these roles

Lease: Spacious 10,000 sq ft office space

Growth Opportunities: Expand geographically and offer service to clients in the United States

Funding Example

Purchase Price: \$77,000,000

70% Financing + Buyer Cash	\$53,900,000
15% Seller Financing	\$11,550,000
15% Seller Equity Roll (If Desired)	\$11,550,000

Description

Marking over two decades of success in Toronto in the architectural space, this firm operates regionally throughout the GTA. Their range of services include full-service architecture design, feasibility studies, CAD rendering, master planning, and building & fire code consultation. The firm's clients develop high-rise condos, schools, recreational venues like hockey arenas, and commercial retail spaces. They serve a repeat client base of general contractors and land developers. The firm operates from a spacious 10,000 square foot office, boasting a robust team of over 80 staff members. Their leadership structure includes: 2 Associate Principals, 3 Senior Associates, and 7 Associates plus an additional 70 employees. The reason for sale is the owner is planning for retirement, and has offered a transition period of 3 years as a sign of good faith. The Associate Principals are being groomed to take on more responsibilities as part of succession planning. Seller is also offering 15-30% carry and/or equity roll to show a vested interest in the company's success going forward.

Priced at **\$77,000,000**, the firm is billing nearly \$30,000,000 in annual revenue, with a profit margin of 56%! The backlog is proving 2025 will be another growth year!

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