

FOR SALE: Architecture Firm with \$140 Million in WIP

Senior Associates on Leadership Team managing 80+ staff!

Financial Overview

Price: \$69,500,000

Gross Sales

2024
\$26,535,277

Cash Flow

2024
\$14,749,162

- **Profit Margin:** 56%

Highlights

WIP/Currently Under Contract: \$139,167,668

Monthly Reoccurring Revenue: \$768,000

10-Year Pipeline: \$412,256,270

Current Pipeline: 92 bids out with a high win rate

Backlog on Hold: \$42,652,909

Business Information

Services: Full-service architecture firm offering feasibility studies, CAD rendering, master planning, and building & fire code compliance

Active WIP: 109 Active project – 95% repeat client base

Clients: General Contractors and Land Developers

Personnel: 80+ on staff with fully developed leadership team

AR: \$8,500,000 – All collectable, only \$40K in lifetime bad debt

Reason for Selling: Retirement planning

Seller Transition Period: 3 years

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

Location: Toronto, Ontario. Regionally focused throughout GTA

Lease: Spacious 10,000 sq ft office space

Year Established: 25+ years

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

Funding Example

Purchase Price: \$69,500,000

64% Financing + Buyer Cash	\$44,480,000
15% Seller Financing	\$10,425,000
21% Seller Equity Roll (If Desired)	\$14,595,000

Description

The range of this architecture firms' services include design, feasibility studies, CAD/Revit rendering, master planning, and building & fire code compliance. They serve a 95% repeat client base of general contractors and land developers. The firm has been operating regionally throughout GTA for 25+ years! The firm's clients develop high-rise condos, schools, recreational venues like hockey arenas, and commercial retail spaces. They currently have 100+ active projects with a WIP of nearly \$140 million and boast a 10-year Pipeline of \$412 million! The firm operates from a spacious 10,000 square foot office, where the collaborative team of over 80 staff members are guided by the highly developed full leadership team. 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 Associates are being groomed to take on more responsibilities as part of succession planning. Seller is also offering more than a 30% carry and/or equity roll to show a vested interest in the company's success going forward.

Priced at **\$69,500,000**, the firm is billing over \$25,000,000 in annual revenue, with a profit margin of 56%! The backlog is proving 2025 will be another growth year!

- CONFIDENTIAL -

Last Revised: BV 3.12.2025

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.