

FOR SALE: B2B Corporate Interior Design Firm – Owner will stay 3 years

Owner has no billable client hours and is only part time!

Financial Overview

List Price: \$995,000

Gross Sales

2022
\$1,937,353

Cash Flow

2022	2021	2019
\$261,281	\$261,875	\$316,133

- 3-year Avg. of 2019, 2021 and 2022 Cash Flow: \$279,763

Valuation: Cash Flow x multiple = Valuation.

$$\$279,763 \times 3.55 = \$993,158$$

Business Information

Services: Interior Architecture, Design and Procurement

Service Area: Upper East Coast

Location: Boston, MA

Clients: Commercial with a focus on condos and hotels

Year Established: Over 30 years

Personnel: 8 – 1 Design Director, 1 Senior Designer, 1 Senior CAD Designer, 1 Designer, 1 Purchasing Agent, 1 Junior Designer, 1 Renderer, 1 Accountant

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

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

Reason for Selling: Recently married and relocating out of state

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: \$995,000

10% Buyer Down Payment	\$99,500
10% Seller Financing	\$99,500
80% Bank Loan	\$796,000

A 10% down payment of \$99,500 returns \$151,456 in the first year after debt payments. That is a 152% ROI!

Description

This firm focuses on commercial clients and has completed more than 220 condo high-rises, hotels & restaurants. This Business has an established team consisting of 1 Design Director, 1 Senior Designer, 1 Senior CAD Designer, 1 Designer, 1 Purchasing Agent, 1 Junior Designer, 1 Renderer, and 1 Bookkeeper. 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 is a newlywed, looking to sell this business so he can move out of state. The current owner of this profitable Boston based design and architecture firm is willing to stay on for 2-4 years to help ease transition and is offering to carry 10% of the purchase to show good faith in the future success of this firm. Established in 1989, this interior design firm is Boston based with recognizable national clients.

The Office space has an open design for work, a private conference space, kitchen, bathroom and storage in the basement with a lease of \$5,800/Month. There is an opportunity for growth in the business development of this organization as most of their clients are repeat/existing base. Priced at **\$995,000**, 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.

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