

Opportunity

BN000030378 – Ultra-Luxury Residential Architecture Firm

Location: Southeast, U.S.



The Company is an architectural firm specializing in the design of custom ultra-luxury homes for high-net-worth clients. The Company is highly-acclaimed and has been featured in multiple trade publications for its signature designs.

Bids Invited

Key Aspects

- Revenue and adjusted EBITDA grew at compound annual growth rates (CAGRs) of 17.9% and 27.7% from 2020 through 2023
- As of February 15, 2024, the Company has approximately \$3M remaining to be billed on projects
- Average new home design fee is \$200,000
- Nearly four decades in operation as of 2022
- The Company is entrenched in the ultra high-net-worth market which is largely unaffected by variability in economic conditions
- Superior reputation within luxury home design market

Key Indicators

Period Ending	Revenue Source	Revenue '000	Adj. EBITDA '000
12/31/2020	Internal	\$1,542	\$516
12/31/2021	Internal	\$2,269	\$937
12/31/2022	Internal	\$2,471	\$930
12/31/2023	Internal	\$2,527	\$1,074

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

William Sullivan
wsullivan@benchmarkintl.com

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Opportunities

- Leverage brand reputation to expand into commercial architecture services
- Close proximity to growing metropolitan area provides ample opportunity to design new homes and commercial buildings
- Offer architectural services to clients building homes in the \$500k - \$1.2 million range
- Sell home design plans online
- Expand geographic presence

Headquartered

- Southeast U.S.

Current Markets

- The Company's customers are primarily high-net-worth individuals looking to design and build luxury homes in the Southeast United States.

Real Estate

- The Company operates from a 1,700 square foot facility leased from an affiliated entity. The owner is willing to entertain including the facility in the sale of the Company.

Shareholder Objectives

- The Company's sole owner is seeking a full sale of the Company for retirement purposes and is willing to stay for a transition period up to one year upon a sale.

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