



BUSINESS REPORT

Date: **4th February 2026**
Business Reference:**37520**

About the Business:

STRUCTURED DEAL Young Architect - Semigrate to the Western Cape

Own your own architect firm but modernize operations, expand services, and introduce new technologies while maintaining the firm's core values. This 50 year old business, can become yours !

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Sector: **Services**

Asking Price:

R 800,000

Monthly Profit:

R 41,994

Asset Value:
R 1,650,000

Stock Value:
R 1,000

Yearly Net Profit :
R 503,930



Business Report

Fully describe the business's activities?

This well-established architectural firm based in a well-known Boland town, Western Cape, South Africa was founded over 50 years ago by the Owner.

He is currently still the Principal Architect and has built a strong reputation for delivering comprehensive architectural services across a wide range of project types.

How the Business Operates

They offer a spectrum of architectural services, including:

Design and technical drawings for residential buildings (flats, high-rise, low-rise)

Industrial buildings

Guesthouses, holiday resorts, strip malls, and shopping centres

New township design and drafting of architectural guidelines for developers

West Coast-style architecture, with notable projects in well known West Coast Towns.

Project Management The firm often acts as the Principal Agent on construction sites, ensuring quality control and adherence to design specifications.

Control/Review Architect Roles Due to their trusted reputation, they have been appointed as control/review architects in several estates:

Design Philosophy Their approach emphasizes:

Respect for client aspirations and heritage

Integration of innovative technologies

Environmentally appropriate and context-sensitive design

A celebration of local climate, space, and skills

What Advertising/Marketing is carried out?

Online, printed media and relationships

What competition exists?

Various architects are around but not a lot of them have been going for so long and the goodwill has been created over time.

A lot of their work also happens on the West Coast.

Method of Purchase

The ideal would be that someone buys the shares from the owner.

Hence all his credibility, registrations at various institutions stay in tact and the name will be the same name in the marketplace.

When does the current lease end?

The Current lease expires in June 2026 and can be renewed for another 12 months.

What are the main assets of the business?

The business are sold with all assets and computers.
All furniture included.

Strengths?

Established Reputation: Over 50 years of experience with a strong brand in the Western Cape, especially in Boland and the West Coast.
Diverse Portfolio: Projects range from residential and industrial buildings to resorts, estates, and township planning.
Trusted Roles: Appointed as control/review architect for multiple estates, indicating high trust and credibility.
Design Philosophy: Emphasis on heritage, sustainability, and local context aligns with modern architectural values.
Client Relationships: Long-standing relationships with developers and municipalities.

Weaknesses?

Limited Digital Presence: The firm's online footprint is modest, which may limit reach to younger, tech-savvy clients.
Traditional Operations: Potential reliance on older systems and workflows that may not be optimized for modern architectural software or remote collaboration.
Founder Dependency: The brand is closely tied to the owner himself, which could pose challenges during a transition.

Opportunities?

Modernization: A younger architect could introduce BIM, VR walkthroughs, and digital marketing to attract new clients.
Expansion: Opportunity to grow into urban centers or diversify into green architecture and smart buildings.
Brand Leverage: Use the existing reputation to secure larger or more innovative projects.
Mentorship & Legacy: Potential for knowledge transfer from the owner, preserving legacy while evolving the practice.

Threats?

Market Competition: Increasing competition from newer firms with strong digital strategies.

Economic Fluctuations: Construction and development are sensitive to economic downturns.

Client Retention: Risk of losing long-term clients during ownership transition if not managed carefully.

What is the reason for the sale?

The owner is over 80 and wants to retire