

# Architects Practice Ownership

A survey of business valuation, acquisitions & mergers and  
ownership issues in private architectural practices

# 2020





# Architects Practice Ownership 2020 edition

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# starting a practice

# 1

## 1.1 Establishment

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CHART 1-1  
Year in which architectural practice was founded

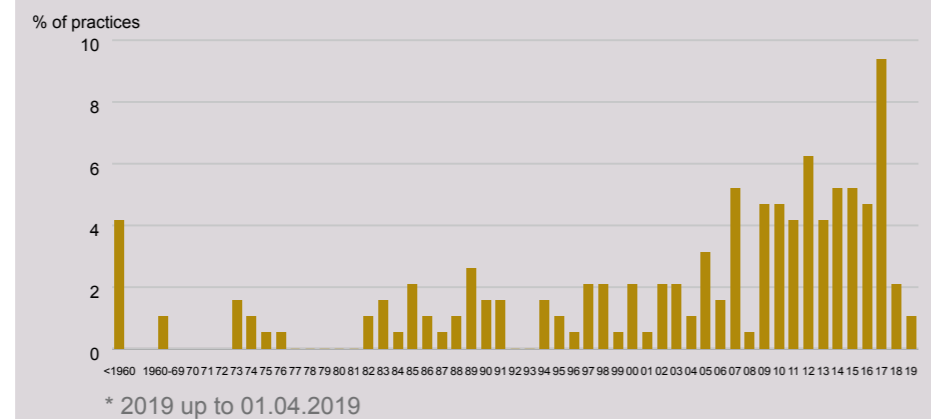


CHART 1-2  
Year in which architectural practice was founded, by practice size

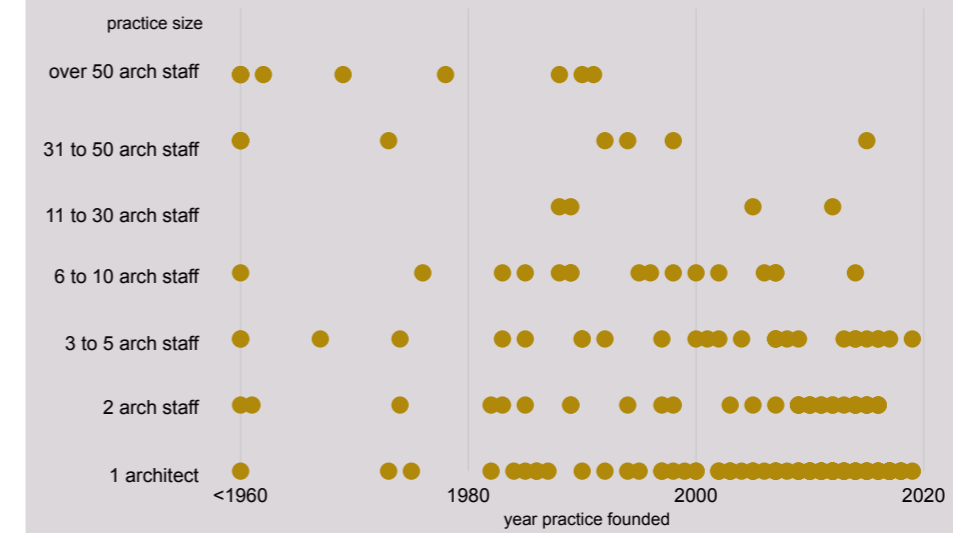


CHART 1-3  
Decade in which architectural practice was founded, trends 2011-19

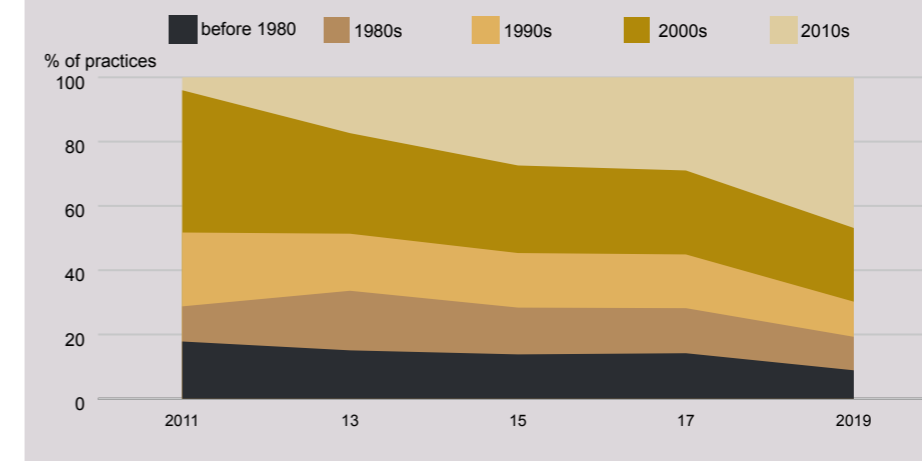
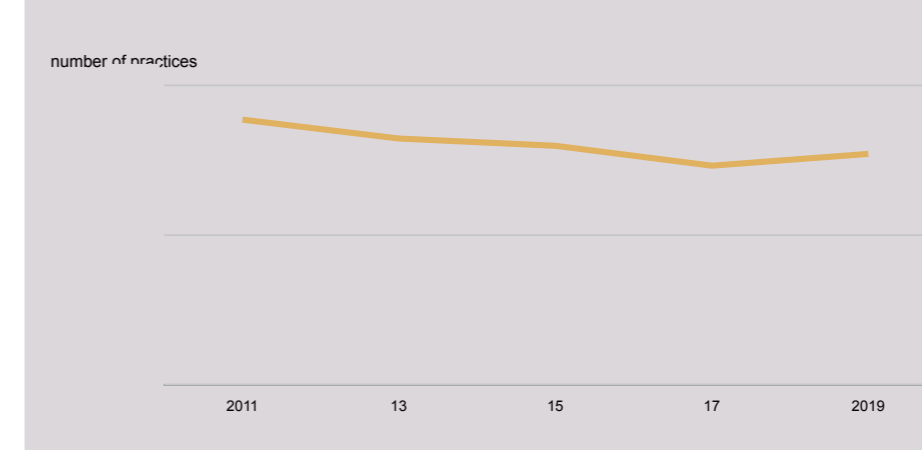


CHART 1-4  
Estimated number of start-ups, trends 2011-2019



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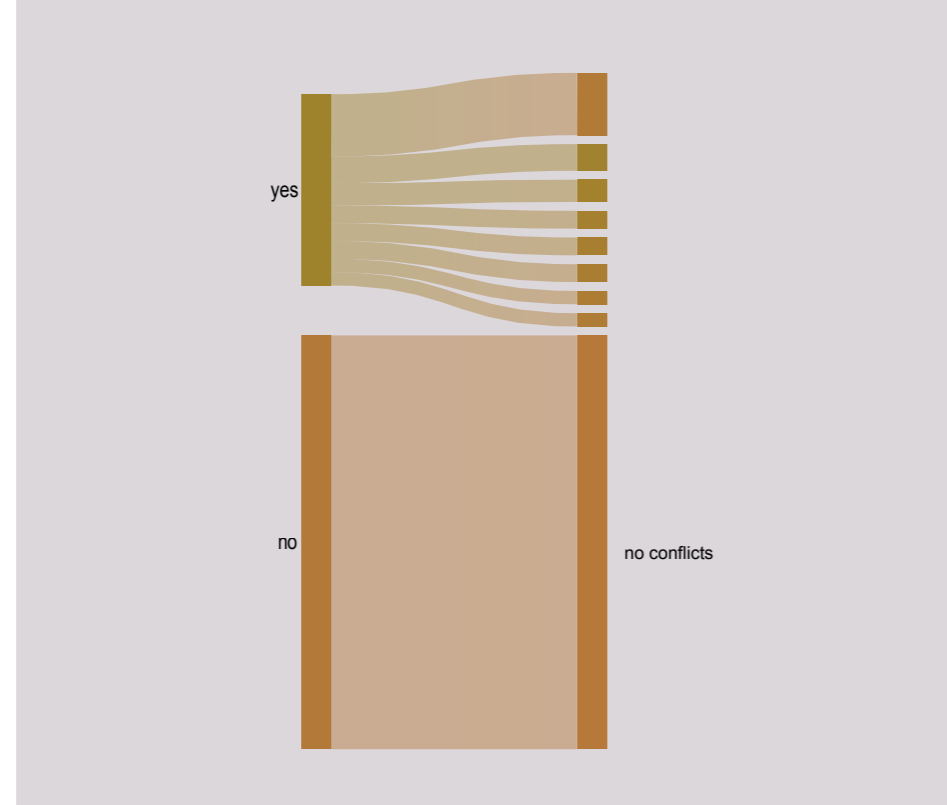
### 2.3 Sources of conflict

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CHART 2-4 Mentions and types of conflicts within the practice



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CHART 2-5 Mentions of conflicts, trends 2011-2019

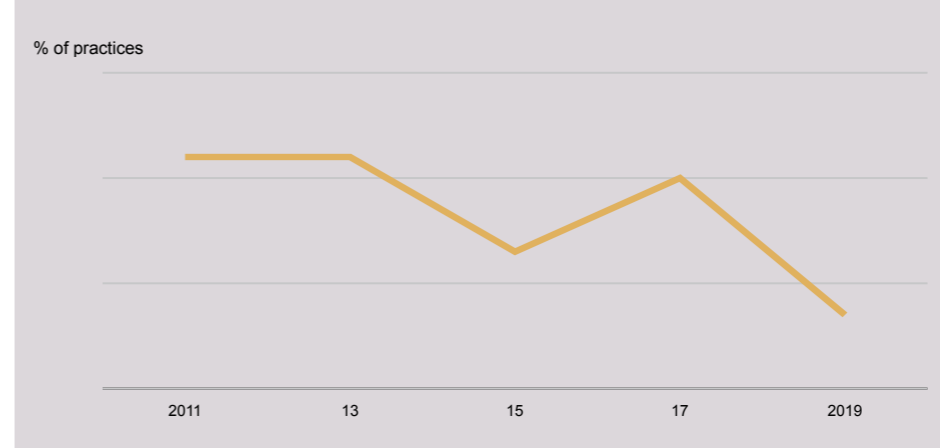


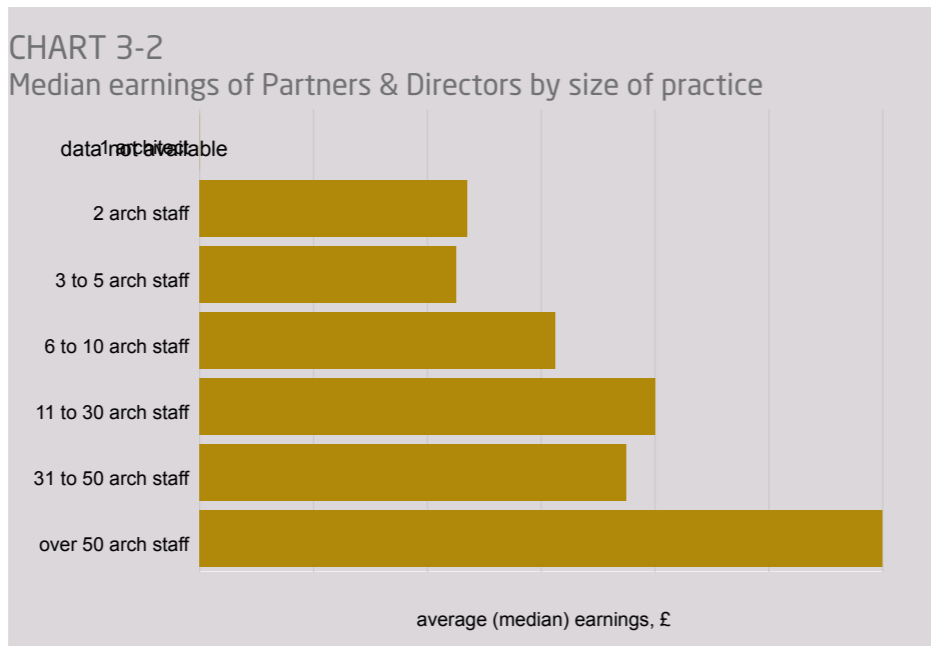
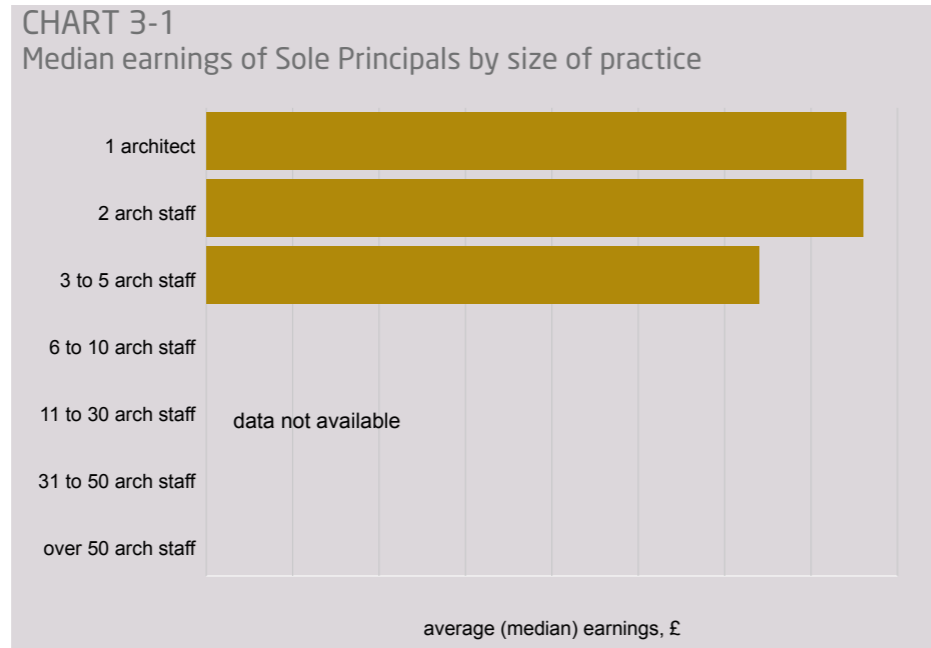
TABLE 2-4 Mentions of conflict within the practice

% of Principals	size of practice (no. architectural staff)							ALL
	1	2	3-5	6-10	11-30	31-50	51+	
yes, conflicts mentioned	xx	xx	xx	xx	xx	xx	xx	xx
no conflicts mentioned	xx	xx	xx	xx	xx	xx	xx	xx
ALL	xx	xx	xx	xx	xx	xx	xx	xx

TABLE 2-5 Main conflicts mentioned by respondents

	% of Principals mentioning a conflict
cash	xx
fee levels	xx
equalising work & rewards	xx
new work	xx
resources	xx
business	xx
personal	xx
bad debts	xx
design decisions	xx
priorities	xx
staff recruitment	xx
succession	xx
others	xx

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**TABLE 3-1**  
Principals' median earnings - analysed by field of employment and size of practice

Number of architectural staff (£)	Sole Principals	Partners & Directors
1	xx	n/a
2	xx	xx
2-5	xx	xx
5-10	n/a	xx
11-30	n/a	xx
31-50	n/a	xx
51+	n/a	xx
ALL	xx	xx

\* small sample size - treat with caution

**TABLE 3-2**  
Sole Principals' median earnings - analysed by experience and region

Region (£)	number of years on ARB register	
	<25	25+
North*	xx	xx
Mids & East Anglia*	xx	xx
South East*	xx	xx
Greater London	xx	xx
South West & Wales*	n/a	xx
Northern Ireland	n/a	n/a
Scotland*	xx	xx
ALL	xx	xx

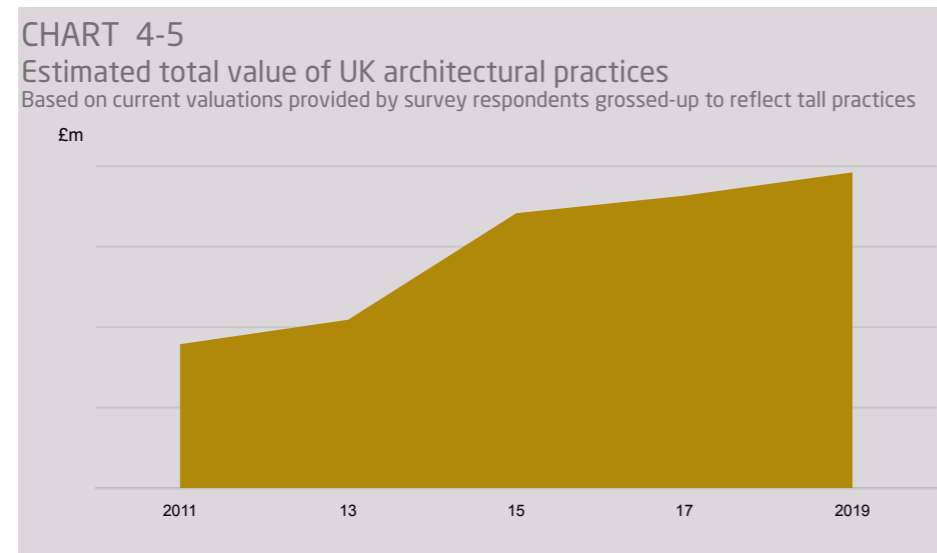
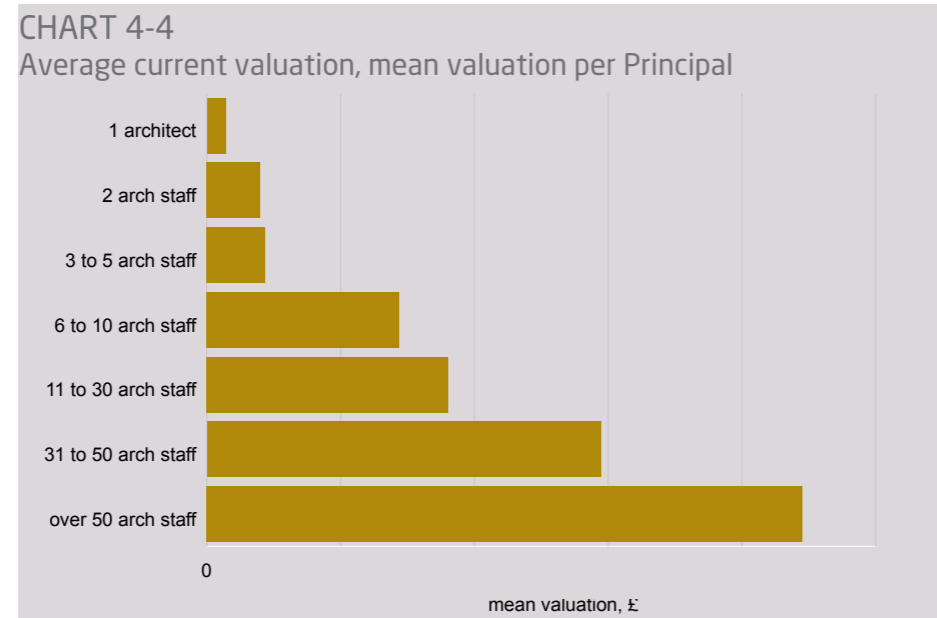
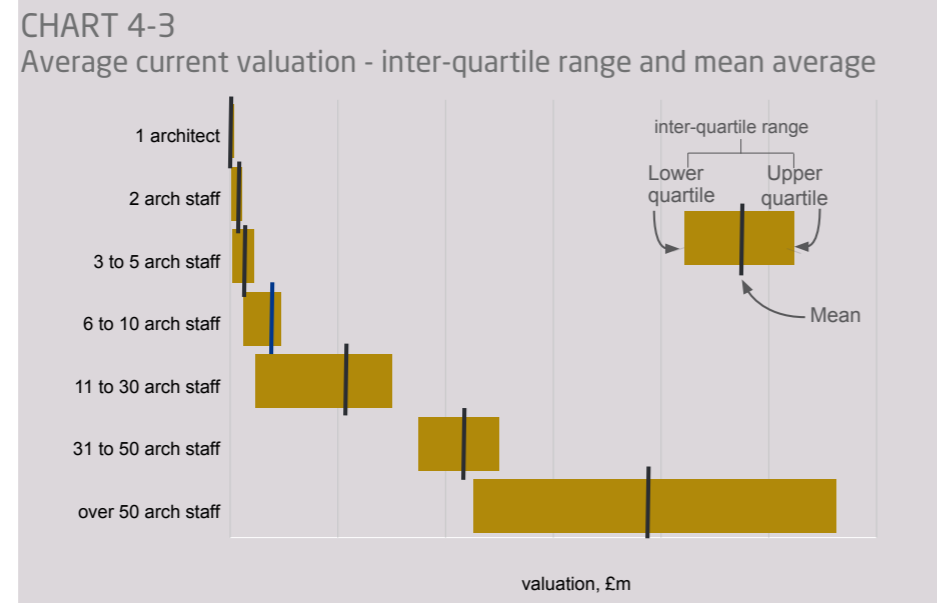
\* the size of this sub-sample is small; results should be considered with caution

**TABLE 3-3**  
Principals in Partnership median earnings - by experience and region

Region (£)	number of years on ARB register		
	<15	14-24	25+
North	n/a	xx	xx
Mids & East Anglia*	n/a	xx	xx
South East	n/a	xx	xx
Greater London	xx	xx	xx
South West & Wales	n/a	xx	xx
Northern Ireland*	n/a	n/a	xx
Scotland*	xx	xx	xx
ALL	xx	xx	xx

\* the size of this sub-sample is small; results should be considered with caution

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## 4.2 How practices calculate their valuation

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