

The analysis behind the decision. The materials behind the raise.

Commercial real estate advisory and deal marketing — underwriting, acquisition and disposition advisory, lease and portfolio strategy, and investment memos, plus the offering pages, OMs, and investor communications a raise needs. Built by a principal who underwrites, buys, and raises capital on his own deals.

\$750M+ ADVISED PRINCIPAL AT **BLUEBIRD** **12** DEALS AS PRINCIPAL
FLAT FEES — **NEVER** A % OF YOUR RAISE

WHAT WE DO

Two halves of one practice: the analysis behind a decision to buy, sell, hold, or refinance — and the materials behind a capital raise. Take one line or the whole desk.

ADVISORY & DEAL MARKETING

Underwriting & Acquisition Advisory

10-year proforma, financings, sensitivities, debt sizing, deal memo — plus buy- and sell-side guidance on the deals you're weighing. **2–7 business days**.

Lease Abstracts & Portfolio Strategy

20-field abstract per lease plus a strategic overlay. **24–48 hrs** single · **7–14 days** for portfolios.

Investment & IC Memos

IC, decision, and lender memos — thesis, business plan, sensitivities, risk.
3–10 business days.

Capital-Raise & Marketing Materials FLAGSHIP

Offering pages, OMs, pitch decks, investor email kits — on your brand. **2–3 business days** per deal page · **5–7** for a full raise package.

EVERY ASSET CLASS

INDUSTRIAL

OFFICE

RETAIL

MULTIFAMILY

PUBLISHED PRICING — FLAT, PER DEAL

System Setup	\$7,500 once
Brand system, page architecture, templates + first deal	

Deal Page	\$2,500 /deal
New deal on your established system	

Full Raise Package	\$5,000 /deal
Page + OM or deck + investor email sequence	

Investor Relations Retainer	\$500–1K /mo
Hosting, access, quarterly investor updates	

Two revision rounds included. Underwriting, lease abstracts, and memos quoted per engagement. Fees are never contingent on your raise — no success fees, no percentage of capital.

HOW WE WORK

- 01 Introductory call** — 30 min, confidential. No pricing yet.
- 02 Scoped quote** — one page: deliverable, fee, timeline, terms.
- 03 Production** — schema-driven, founder-reviewed, on cadence.
- 04 Handoff** — deliverable + review call. The system stays with you.

TWO PROMISES

Founder review on every page, model, and memo that leaves the building. **On-time delivery** — miss the promised cycle time and we refund 10% of the fee.

WHO IT'S FOR

Sponsors & GPs raising \$1–30M/deal from their network · owners, operators & buyers who need the analysis behind a decision · brokers running structured marketing on listings.

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Capistrano Real Estate Advisors provides commercial real estate analysis and production services. It is not a registered investment adviser, broker-dealer, or CPA firm; deliverables are work product, not investment, legal, or tax advice. Compensation is flat fees or retainers per engagement — never a commission, success fee, or percentage of capital raised. The founder also serves as Principal at Bluebird, an industrial CRE investment platform.