

iFLY OCEANSIDE

3178 VISTA WAY

OCEANSIDE, CA 92056



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CAST
CAPITAL PARTNERS



CALIFORNIA
78

SITE

 77,962 CPD

CALIFORNIA
78

VISTA WAY



EXECUTIVE SUMMARY

iFLY Oceanside is a premier indoor skydiving facility featuring a patented SkyVenture vertical wind tunnel. Since opening in 2017, it has become a mission-critical training hub for elite military units and a high-traffic entertainment destination for tourists and professional flyers.

Offering Highlights:

- New 15 year NNN lease commencing upon close of escrow for \$700,000 net income and 2.0% annual escalations
- Asking Price of \$11.67 million represents a 6.0% Cap Rate
- 2024 Revenue exceeded \$3 million and is one of the top revenue iFLY facilities in the country
- Significant contractual revenue through 2033

Location:

Strategically positioned in San Diego, the largest concentration of military personnel in the world with over 100,000 active-duty service members and home to significant special operations jump training for Navy Seals, Marine Recon and Marine Special Operations Command.

Southern California boasts many training range facilities and live jump zones and year round great training weather makes San Diego an ideal place for non-resident special operations units to come train and augment their jumps at iFly Oceanside.

PROPERTY OVERVIEW

Address	3178 Vista Way, Oceanside, CA 92056
Zoning	CS-HQ (Special Commercial, Highway Oriented)
Lot Size / Building SF	0.70 acres / 4,967 SF
Construction	Steel + concrete, built 2017
Power Infrastructure	Tesla Battery System (AI-optimized), with plans for 147 kW solar array
Parking	33 surface spaces
Year Built	2017
Visibility	Hwy 78 Freeway frontage with 77,962 cars per day





INVESTMENT SUMMARY TABLE

Address	3178 Vista Way, Oceanside, CA 92056
Sale Type	Sale Leaseback
Price	\$11,666,667
Cap Rate	6.0%
NOI	\$700,000 (2% annual increases)
Square Footage	4,967 SF Building on a 30,492 SF Parcel
Lease Term	15 Year NNN Fee Simple Ownership qualifies for 100% bonus depreciation in year one.
Occupancy	Consult with CPA to confirm as each buyer will have a different benefit from this.

INVESTMENT HIGHLIGHTS

- NNN Lease / Sale Leaseback Flexibility - 15-Year Initial Term
- 2024 Revenue over \$3M - 8%+ Year-over-Year Growth
- Asset Backed Security - \$10M+ in Proprietary Equipment & Buildout. Over \$12 million replacement cost
- Premium Experience + Infrastructure - 18-Hour Daily Ops, Zero CapEx Needed

IFLY COMPANY PROFILE

Tenant Name	iFLY Oceanside
Founded	2017
Ownership	Franchisee of iFLY Corporate
Locations	80
Headquarters	Oceanside, CA
Website	www.iflyworld.com

Narrative:

iFLY Oceanside has operated continuously since 2017 and is one of the strongest-performing franchisees in the global iFLY network. The business generates over \$3.0 million in annual revenue with \$1.24 million in EBITDA as of 2024, driven by long-term U.S. and allied military contracts secured through 2032. The company has shown consistent growth, with military revenue alone increasing 63% since 2022. Backed by \$11.1 million in signed contract revenue and a high-margin, diversified customer base, the tenant maintains a durable financial profile. The balance sheet reflects low overhead, minimal maintenance obligations, and no near-term CapEx needs. iFLY’s consistent performance and contractual revenue base support a strong tenant credit profile.



The Nation's Top Performing iFLY

1. Unmatched Military Revenue & Client Base

- \$11.1M in contractual military revenue through 2032 — the highest contracted backlog in the iFLY system.
- Serving 18+ elite units, including:
 - Navy SEAL Teams 7 & 17, TRADET, and NPT
 - MARSOC (USMC), USAF (Edwards, Nellis, Rampart)
 - UKMOD's Royal Air Force and Qatar Special Forces
- 100% historical retention of military clients — no other iFLY tunnel replicates this.

2. Most Advanced Wind Tunnel in the Network

- 14R4 SkyVenture model — iFLY's flagship vertical tunnel
- Superior energy efficiency via AI-optimized Tesla battery system
- Lower operating costs: maintenance < 5% of revenue
- Infrastructure capacity for 18+ operating hours/day
- No CapEx required for scaling — a true plug-and-play growth opportunity

3. Most Elite Instructor Roster in the U.S.

- 16 military-certified instructors, including:
 - Highest concentration of T4/L4 credentials of any iFLY facility
 - Trusted by Tier 1 tactical teams for real-combat readiness training
- Instructors support multi-segment growth across:
 - Tactical military
 - Professional skydivers
 - Civilian tourism and STEM programs

Metric	Oceanside iFLY	Typical iFLY Franchise
2024 Revenue	\$3.0M	~\$1.5-2.0M
2024 Adj. EBITDA	\$1.24M (41%)	~20-25% margin
Projected EBITDA @ 80% Util.	\$1.9M+	-
Contribution Margin	81%	~60%

**iFLY Oceanside outpaces system-wide averages in revenue, profitability, and contract quality — backed by real estate with \$20.5M third-party valuation.*



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Metric	2024 Oceanside iFLY	Pro Forma @ 700,000 SLB
Revenue	\$3.0M	\$2.6M
Adj. EBITDA	\$1.24M (41%)	
Projected EBITDA @ 80% Util.	\$1.9M+	
Contribution Margin	81%	

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THE COMMUNITY... **WELCOME** **TO OCEANSIDE**

Macro Trends:

- Population:
 - 1.17M in North County;
 - 3.2M in San Diego County
- Median Income: \$103K+
- Tourism:
 - 31.8M visitors in 2024, with a growing preference for experiential attractions
 - 194K tourism-related jobs

Local Drivers:

- Adjacent to Highway 78 and Vista Way
- Camp Pendleton: 42,000+ active-duty personnel





5-mile proximity

Camp Pendleton

Lake Elsinore
Jump Zone

42,000 Marines
stationed nearby

GoJump Oceanside Skydiving

iFLY Oceanside

San Diego sees
35M+ tourist
annually

CARLSBAD

Legoland

ESCONDIDO

Warner Springs SEAR
School Facility

Adjacent to
**Ronald Packard
Pkw**
(high visibility)

San Clemente Island
Live Fire Training
Facility

(MCAS) Miramar

33 on-site
parking spaces

Sea World

R-2310 / R-2507
Aerial Live Fire
Training Range

San Diego Zoo

(MCRD) San Diego

Naval Air Station - North Island

Naval Base San Diego

Amphibious Warfare Base

San Diego Sky Dive

LOCATION OVERVIEW

\$5 Billion new Navy Seal Base

TECATE

TIJUANA



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