

RADIO BUSINESS

TRANSACTIONS

Year End Deals Boost 1987 Action To \$2.67 Billion

Serafin Rings In The New Year With \$6 Million NC Deal

Alabama

WIQR/Prattville

PRICE: \$175,000

BUYER: Gospel Radio Corp. of Montgomery Inc., owned by L.E. Willis. He also owns WOWI/Norfolk, VA; WIMG/Ewing, NJ; WBOK/New Orleans; WGSP/Charlotte; WBXB/Edenton, NC; WKWQ/Batesburg, SC; WSRC/Durham, NC; WSFU/Union Springs, AL; WKXS/Marion, SC; WAYE/Birmingham; KFTH/Marion, AR; WNTC/Thomasville, NC; WPCE/Portsmouth, VA; WFTH/Richmond; WPDQ/Green Cove Springs, FL; WWCA/Gary, IN; WESL/East St. Louis, MO; WTJH/East Point, GA; WGTW/Wilson, NC; WSVE/Jacksonville; WXSS/Memphis; and WOLS/Florence, SC.

SELLER: American Trust Broadcasting Corp.

FREQUENCY: 1410 kHz

POWER: 5 kw days/1 kw nights

FORMAT: AC

California

KKAL/Arroyo Grande & KZOZ/San Luis Obispo

PRICE: \$3,615,000

BUYER: Phoenix Broadcasting Co. Inc., owned by Anthony Brandon and L. Rogers Brandon. They also own KERN & KQXR/Bakersfield, CA;

KLLF/Wichita Falls, TX; KGEE/Monahans, TX; KVOQ/Lorenzo, TX; and WYDE/Birmingham.

SELLER: Tattersall-Commonwealth Broadcasters Co. The company is principally owned by Claude Turner, Michael Thorsness, John McGuire Jr., Vincent Bartolotta Jr., Michael Padilla, and Ted Atkins. They also have interests in KROY/Sacramento; KSJQ/Manteca, CA; and KYXI/Yuma, AZ.

FREQUENCY: 1280 kHz; 93.3 MHz
POWER: 5 kw days/2.5 kw nights; 29.5 kw at 1470 feet
FORMAT: Country; AC

Florida

WXDJ/Homestead

PRICE: \$8 million (approximate)

BUYER: Alan Potamkin, Robert Potamkin, Russell Oasis, and Zevin Auerbach. The Potamkins own an interest in a TV CP in West Palm Beach, FL.

SELLER: Charles Goldmark is selling his entire 51% voting stock interest and will remain as an equity partner with nonvoting shares. He is a director of MitCom Ltd., which owns WICE/Cumberland, RI and WWFX/Belfast, ME.

FREQUENCY: 95.7 MHz
POWER: 100 kw at 982 feet
FORMAT: AC

Georgia

WKNG/Tallapoosa

PRICE: No cash consideration

BUYER: Steven Gradick

SELLER: James Carlisle and Steven Gradick, d/b/a Twin State Broadcasting Co.

FREQUENCY: 1060 kHz

POWER: 5-kw daytimer

FORMAT: Country

COMMENT: Gradick is acquiring 100% ownership of this station as a result of a court order involving the involuntary dissolution of his partnership with Carlisle. The court order required Carlisle to purchase Gradick's interest by 11/27/87 or surrender the entire property.

Massachusetts

WXJY/Nantucket

PRICE: \$2.8 million plus minority tax certificate

BUYER: Quality Broadcasting Inc., owned by William Wong, Lawrence DeHaan, and Robert Stoller. Wong and DeHaan also own WCFR & WMKS/Springfield, VT and WINQ/Winchendon, MA.

SELLER: CCNB Corp., principally owned by Bruce Harris, Pamela Harris, and Michael O'Neill.

FREQUENCY: 96.3 MHz

TRANSACTIONS AT A GLANCE

Total 1987 Transactions:
\$2,668,339,425

1987 Year-End Deal Action: \$15,092,001

1987 Year-End Deal Of The Week:

● **WXDJ/Homestead, FL \$8 million (approximate)**

● **WIQR/Prattville, AL \$175,000**

● **KKAL/Arroyo Grande & KZOZ/San Luis Obispo, CA \$3,615,000**

● **WKNG/Tallapoosa, GA No cash consideration**

● **WXJY/Nantucket, MA \$2.8 million plus tax certificate**

● **WBME/Belfast, ME \$5,001**

● **WOSC/Fulton, NY \$90,000**

● **WALL & WKGL/Middletown, NY No cash consideration**

● **WZJY/Mt. Pleasant, SC \$272,000**

● **WAMG/Gallatin, TN \$20,000 plus \$115,000 debt assumption**

1988 Deals/This Week's Action:
\$10.455 million

1988 Deal Of The Week:

● **WMYK/Elizabeth City, NC \$6 million**

● **WCHV & WKEZ/Charlottesville, VA \$4.55 million**

POWER: 50 kw at 394 feet

FORMAT: AC

BROKER: Kozacko-Horton Co.

Maine

WBME/Belfast

PRICE: \$5,001

BUYER: Harvest Broadcasting Co., owned by Brian Dodge.

SELLER: Marine Broadcasting Corp., owned by Doug Brown.

FREQUENCY: 1230 kHz

POWER: 1 kw

FORMAT: AC

WALL & WKGL/Middletown

PRICE: No cash consideration

BUYER: The Wickham Group, headed by President Patrick Chambers. The company is a wholly-owned subsidiary of Orange & Rockland Utilities Inc.

Through another subsidiary, the company also owns WKTU/Ocean City, NJ and WMHQ/Dover, NJ.

SELLER: Bell Radio Inc., owned by Richard Bell.

FREQUENCY: 1340 kHz; 92.7 MHz

POWER: 1 kw; 3 kw at 320 feet

FORMAT: AC; CHR

South Carolina

WZJY/Mt. Pleasant

PRICE: \$272,000

BUYER: Jesse Williams Jr. He also owns an FM CP for WIJY/Hilton Head, SC.

SELLER: William Dudley III, who is the sole owner of licensee Mt. Pleasant Communications Inc.

FREQUENCY: 1480 kHz

POWER: 1 kw

FORMAT: Urban

Tennessee

WAMG/Gallatin

PRICE: \$20,000 plus \$115,000 debt assumption

BUYER: Mike Hight, Jack Bell, and Dean Littleton. Hight is an AE and announcer with WIZO/Franklin, TN.

SELLER: Albert Raines and Lee Raines, sole stockholders of Southern Broadcasters Inc.

FREQUENCY: 1130 kHz

POWER: 2.5 kw-daytimer

FORMAT: Country

Virginia

WCHV & WKEZ/Charlottesville

PRICE: \$4.55 million

BUYER: Euro Communications, owned by Bill Euro. He also owns WKEZ/Yorktown, VA.

SELLER: Clay Media Inc., headed by chairman Lyell Clay.

FREQUENCY: 1260 kHz; 97.5 MHz

POWER: 50 kw at 450 feet

FORMAT: AC; CHR

MEDIA CAPITAL, INC.

(Thomas J. Buono, P. Richard Zitelman and Michael Hesser, Principals)

has acquired

WJYL (FM)

Jeffersontown (Louisville), KY

for

\$1,700,000

from

INTER URBAN BROADCASTING OF LOUISVILLE

(Thomas P. Lewis, Chairman and James J. Hutchinson, Jr., President)

We are pleased to have served as broker in this transaction.

BLACKBURN & COMPANY

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