

## TRANSACTIONS

# Golden Bear Dips Into Gold Coast Honey Pot For \$2.9 Mil

**MVP Shows RadioVision With \$2.6 Million Arkansas FM Deal; Richards In Tandem With Nebraska FM Action**

## Deal Of The Week:

## Gold Coast Stations

PRICE: \$2,907,500

**BUYER:** Golden Bear Broadcasting Inc., owned by Stephen Marrott of Red Bluff, CA and Wallace Heusser of Fresno, CA. They also own KDJQ/Red Bluff, CA. Heusser also owns KKDJ/Fresno, CA and KDJK/Oakdale, CA.  
**SELLER:** Gold Coast Communications Corp., owned by Jerome Maltz. He also owns KCKC/San Bernardino, CA; KBON/Lake Arrowhead, CA; KUNA/Indio, CA; and KEAG/Anchor-age, AK.  
**BROKER:** Hogan-Feldmann Inc.

## KCZN &amp; KZTR/Camarillo-Santa Paula, CA

PRICE: \$1,967,500

**TERMS:** Escrow deposit \$50,000. Buyer to assume notes valued at

\$975,000 and mortgage valued at \$135,000. Additional \$875,000 to be paid in cash, of which \$150,000 is allocated for three-year noncompete agreement.

FREQUENCY: 1400 kHz; 95.9 MHz

POWER: 1 kw; 3 kw at 1320 feet

FORMAT: Gold; AC

**COMMENT:** KZTR was purchased in December 1985 for \$1.4 million, KCZN in November 1986 for \$500,000.

## KTOU/Provo, UT

PRICE: \$940,000

**TERMS:** Cash at closing \$140,000. Promissory note for \$800,000. Deal includes three-year noncompete valued at \$140,000.

FREQUENCY: 94.9 MHz

POWER: 47 kw at 4580 feet

FORMAT: NAC

**COMMENT:** This station sold for \$1.6 million in July 1986.

## Arkansas

## KEZA/Fayetteville-Ft. Smith

PRICE: \$2.6 million

**TERMS:** Escrow deposit \$100,000. Total cash at closing \$1.45 million, buyer to assume existing promissory note valued at \$1.15 million.

**BUYER:** Communications Corp., owned by Thomas Galloway Sr. of Lafayette, LA. He is the proposed buyer of KPEL & KTDY/Lafayette, LA. He is selling KADN-TV/Lafayette, LA.

**SELLER:** RadioVision of America Inc., principally owned by Cleveland area investors Anthony Gazzana, John Carney, Jon Newton, Robert Rains, and Robert Reed. The company also owns WAZY/Lafayette, IN and KBSR-AM & FM/Hardin-Billings, MT.

FREQUENCY: 107.9 MHz

POWER: 100 kw at 1259 feet

FORMAT: AC

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Frank Osborn, President  
Osborn Communications  
(Publicly traded  
NASDAQ OSBN)

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## TRANSACTIONS AT A GLANCE

**Deals So Far In 1988:**  
**\$3,046,448,245**

Total Stations Traded This Year: 985

This Week's Action: \$19,932,098

Total Stations Traded This Week: 26

## Deal of the Week:

Gold Coast Stations \$2,907,500

● **KCZN & KZTR/Camarillo-Santa Paula, CA**  
**\$1,967,500**

● **KTOU/Provo, UT \$940,000**

- KEZA/Fayetteville-Ft. Smith, AR \$2.6 million
- KNTI/Lakeport, CA \$415,000
- KDIF/Riverside, CA \$767,500 for 50%
- WMS/Michigan City, IN \$880,000
- KWTM & KKEZ/Ft. Dodge, IA \$2,040,000
- KOKA/Shreveport, LA \$230,000
- WKHQ-AM & FM/Charlevoix, MI \$1,881,448
- WLJN/Jackson, MS \$2.4 million
- WTMX/New Albany, MS \$208,150
- KLDZ/Lincoln, NE \$2.4 million
- WMTK/Littleton, NH \$87,500 for 50%
- WPZX/Oswego, NY (FM CP) \$100,000
- WEGD/Concord, NC \$300,000
- KPMA/Altamont, OR (FM CP) \$10,000
- WVAM & WPRR/Altoona, PA \$1.6 million
- KIJV & KURO/Huron, SD \$650,000
- KDDD & KMRE/Dumas, TX \$175,000
- WSPV/Bufalo Gap, VA (FM CP) \$280,000

**BROKER:** Randall Jeffery and Brian Cobb of Media Venture Partners.  
**COMMENT:** This station sold for \$2.88 million in September 1986.

## KDIF/Riverside

PRICE: \$767,500 for 50%

**TERMS:** Buyer is to pay \$377,500 for partnership interest to Channel Island National Bank in Oxnard, CA to be applied against seller's current loan balance of \$450,000. Separate consulting agreement valued at \$390,000. Value of one-year noncompete agreement to be calculated six months from closing, to be based on one-half of "net quick assets" increase.

**BUYER:** Lincoln Deller of Montecito, CA.

**SELLER:** W. John Grandy, a broadcaster and media broker based in San Luis Obispo, CA, is selling his 50% interest in Inland Empire Wireless.

FREQUENCY: 1440 kHz

POWER: 1 kw

FORMAT: Spanish

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## California

## KNTI/Lakeport

PRICE: \$415,000

**BUYER:** Evans Broadcast Service Inc., owned by Jerry Evans and Leslie Evans. He is the morning announcer at KIFM/San Diego.

**SELLER:** Magic Communications Corp., owned by Clifford Marko, Laurence Nadler, and Harold Marko.

FREQUENCY: 99.5 MHz

POWER: 2.6 kw at 1880 feet

FORMAT: AC

BROKER: William A. Exline Inc.

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