

TRANSACTIONS

Willis Takes Tidewater In \$1.23 Million FM Deal

Great Electric Cashes California Combo For \$1.1 Million

Deal Of The Week:

WTZR/Moyock, NC-Chesapeake, VA
PRICE: \$1.23 million
TERMS: Asset sale
BUYER: Bishop L.E. Willis of Norfolk. Willis owns or operates 24 radio stations, including **WOWI/Norfolk**. He recently announced plans to buy **WCLN-AM & FM/Clinton, NC** and **WVYV/Grifton, NC**.

SELLER: American Eagle Communications Inc., headed by John Broomfield

FREQUENCY: 92.1 MHz
POWER: 3kw at 300 feet

FORMAT: AOR
BROKER: Ron Hickman of Hickman Associates

COMMENT: This station has FCC approval for a B1 upgrade.

Group Deals

Defuniak Communications Stations

PRICE: No cash consideration for 50%
TERMS: Stock transfer in exchange for release of liability from debts owed by the corporation

BUYER: Robert Schumann of Binghams, NY. He currently owns 50% of the licensee.

SELLER: Arthur Dees of Seagrave Beach, FL is transferring his 50% stake in **Defuniak Communications Inc.**

WJGC/Jacksonville

FREQUENCY: 1530 kHz
POWER: 50kw daytimer
FORMAT: Religious

WJFC/Jefferson City, TN

FREQUENCY: 1480 kHz

POWER: 500 watts day/34 watts night
FORMAT: Religious

WNOX/Knoxville

FREQUENCY: 99.3 MHz
POWER: 690 watts at 653 feet
FORMAT: Country

California

KUHL & KXFM/Santa Maria

PRICE: \$1,145,653
TERMS: Asset sale

BUYER: Blackhawk Communications Inc., headed by President Roger Blaire

SELLER: Great Electric Communications Inc., owned by C. Andrew Whitley and Mike Reichert. They also own **KSBL/Carpinteria (Santa Barbara), CA**.

FREQUENCY: 1440 kHz; 99.1 MHz
POWER: 5kw day/1kw night; 2.3kw at 1906 feet

FORMAT: News/Talk; CHR
BROKER: William A. Exline Inc.

TRANSACTIONS AT A GLANCE

1991 Deals To Date:

\$467,228,376

(Last Year: \$796,086,918)

Total Stations Traded This Year: 715

(Last Year: 892)

This Week's Action: . . \$4,555,153

(Last Year: \$11,009,075)

Total Stations Traded This Week: 25

(Last Year: 22)

Deal Of The Week:

**WTZR/Moyock, NC-Chesapeake, VA
\$1.23 million**

- Defuniak Communications Stations No cash consideration for 50%
- WJGC/Jacksonville
- WJFC/Jefferson City, TN
- WNOX/Knoxville
- KUHL & KXFM/Santa Maria, CA \$1,145,653
- WSBF/New Smyrna Beach, FL \$50,000
- WKAA/Ocilla, GA \$205,000
- WRMJ/Aledo, IL Undisclosed for 14.3%
- WFRL & WXXQ/Freepport, IL \$900,000
- WSAL & WLHM/Logansport, IN \$325,000 for 50%
- KJRG & KOEZ/Newton, KS \$165,000 for 46%
- WJCC/Norfolk, MA \$25,000
- KLGS/Versailles, MO \$17,000 for 51%
- Williams Stations \$37,500
- KKNK (AM CP)/Carson City, NV
- KKNC (AM CP)/Sun Valley, NV
- KNFT-AM & FM/Bayard, NM \$50,000
- WLSE & WZKB/Wallace, NC \$230,000
- KYCN-AM & FM/Wheatland, WY \$175,000

Florida

WSBB/New Smyrna Beach

PRICE: \$50,000

TERMS: Asset sale; escrow deposit \$2500; balance via two-year promissory note for \$47,500 at 6% annual interest, payable in monthly installments of \$2105

BUYER: TK Radio Inc., owned by Brian Tolby of New Smyrna Beach and Jerry Kiefer of Rocky Ford, GA

SELLER: Broadcasters Inc., owned by A.V. Tidmore. He also owns **WPPA & WAVT/Pottsville, PA**.

FREQUENCY: 1230 kHz
POWER: 1kw
FORMAT: Nostalgia

Georgia

WKAA/Ocilla

PRICE: \$205,000

TERMS: Asset sale for cash

Continued on Page 9

To date in 1991
we are pleased to announce
**over \$30 million in
CLOSES**

2/8/91 **KZOU AM-FM** Little Rock, AR
Encore Communications LP to GHB Broadcasting

3/29/91 **WFYR-FM** Chicago, IL
Summit Communications to Major Broadcasting
(At \$19-million, the largest individual sale of a radio property to date 1991)

7/18/91 **KBFM** McAllen, TX
Encore Communications LP to May Broadcasting

8/7/91 **WZNY-FM** Augusta, GA
Arrow Communications to Benchmark Communications

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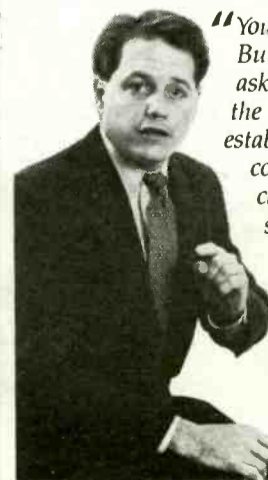
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R. Dean Meiszer, President and Managing Director of Crisler Capital Company, investment bankers specializing in mergers and acquisitions by communications organizations, answers many more questions like this in our brochure. Write or call for your copy.

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