

DEAL OF THE WEEK

- **Secret Communications stations \$237.75 million**
 - **WJLB-FM, WMXD-FM & WQRS-FM/Detroit**
 - **WFLN-FM/Philadelphia**

1996 DEALS TO DATE

Dollars To Date: \$11,471,643,776
(Last Year: \$4,018,034,802)

This Week's Action: \$298,753,825
(Last Year: \$78,452,000)

Stations Traded This Year: 1557
(Last Year: 834)

Stations Traded This Week: 26
(Last Year: 24)

TRANSACTIONS AT A GLANCE

- Evergreen-Greater Media swap \$32 million
 - WQRS-FM/Detroit
 - WWRC-AM/Washington
- KAMO-AM & FM/Rogers, AR \$850,000
- KVEN-AM & KHAY-FM/Oxnard-Ventura, CA \$12.7 million
- KWSP-FM/Santa Margarita, CA \$500,000
- KKSJ-AM & KBAY-FM/San Jose \$31 million
- KRRA-AM/West Covina, CA \$3.1 million
- Northern Illinois University stations No cash consideration
 - WNIU-FM/Dekalb
 - WNIE (FM CP)/Freeport
 - WNIW (FM CP)/La Salle
 - WNIJ-FM/Rockford
 - WNIQ (FM CP)/Sterling
- WEIC-AM/Charleston, IL \$240,190
- WZOC-FM/Plymouth, IN \$575,000
- KHKR-FM/East Helena, MT \$210,000
- KKDD-AM/North Las Vegas, NV \$600,000
- WFLB-AM/Fayetteville, NC \$228,635
- KUTQ-FM & KZHT-FM/Salt Lake City \$11 million

TRANSACTIONS

Evergreen Dealing In Motown's Secrets

☐ **Ginsburg & Co. buy Secret's Detroit, Philly FMs; trade WQRS to Greater Media**

Deal Of The Week

Secret Communications Stations

PRICE: \$237.75 million
TERMS: \$168 million for WJLB-FM & WMXD-FM/Detroit, \$37.75 million for WFLN-FM/Philadelphia, and \$32 million for WQRS-FM/Detroit
BUYER: Evergreen Media Corp., headed by Chairman/CEO Scott Ginsburg. It owns or operates 37 other stations, including WDFN-AM, WDOZ-AM, WKQI-FM, WNIC-FM & WWWW-FM/Detroit.
SELLER: Secret Communications L.P., headed by President/CEO Frank Wood. It owns 10 other stations.
BROKER: Bill Steding of Star Media Group
COMMENT: Evergreen is simultaneously swapping WQRS for Greater Media's WWRC-AM/Washington. Secret recently agreed to acquire WQRS & WFLN from American Radio Systems (R&R 5/17).

WJLB-FM, WMXD-FM & WQRS-FM/Detroit
FREQUENCY: 97.9 MHz; 92.3 MHz; 105.1 MHz
POWER: 50kw at 489 feet; 50kw at 459 feet; 20kw at 784 feet
FORMAT: Urban; Urban AC; Classical

WFLN-FM/Philadelphia
FREQUENCY: 95.7 MHz
POWER: 50kw at 502 feet
FORMAT: Classical

Swap Deal

Evergreen-Greater Media Swap

EXCHANGE VALUE: \$32 million
TERMS: Evergreen Media is trading newly acquired WQRS-FM/Detroit (see Deal Of The Week) for Greater Media's WWRC-AM/Washington plus \$9.5 million cash. Evergreen had originally agreed to purchase WWRC for \$22.5 million (R&R 6/21).

WQRS-FM/Detroit

TRADED TO: Greater Media, headed by President Tom Milewski. It owns 13 other stations, including WLLZ-AM, WCSX-FM & WRIF-FM/Detroit.
FREQUENCY: 105.1 MHz
POWER: 20kw at 784 feet
FORMAT: Classical

WWRC-AM/Washington

TRADED TO: Evergreen, headed by Chairman/CEO Scott Ginsburg. It owns or has agreed to buy 35 other stations, including WTOP-

AM, WASH-FM & WGAY-FM/Washington.
FREQUENCY: 980 kHz
POWER: 50kw day/5kw night
FORMAT: Talk

Arkansas

KAMO-AM & FM/Rogers (Fayetteville)

PRICE: \$850,000
TERMS: Asset sale for \$800,000 cash and a \$50,000 promissory note at 8% interest
BUYER: Vekony Broadcasting Inc., headed by President Istvan Vekony. Phone: (501) 582-9290
SELLER: Johnson Communications Inc. It owns three other stations. Phone: (501) 756-9933
FREQUENCY: 1390 kHz; 94.3 MHz
POWER: 1kw day/49 watts night; 25.1kw at 692 feet
FORMAT: Country; Country

California

KVEN-AM & KHAY-FM/Oxnard-Ventura

PRICE: \$12.7 million
TERMS: Asset sale for cash
BUYER: McDonald Investment Co., in conjunction with Bengal Pacific Communications. McDonald, headed by Chairman William Mc-

Donald, owns or has agreed to buy six other stations. Bengal is headed by President Joseph Schwartz. Phone: (205) 879-0456
SELLER: KVEN Broadcasting Corp., headed by Robert Fox and David Loe. Phone: (805) 642-8595
FREQUENCY: 1450 kHz; 100.7 MHz
POWER: 1kw; 39kw at 1211 feet
FORMAT: News/Talk; Country
BROKER: Elliot Evers of Media Venture Partners

KWSP-FM/Santa Margarita

PRICE: \$500,000
TERMS: Asset sale for cash
BUYER: Gary & Virginia Brill. They own KIQO-FM/Atascadero, CA. Phone: (805) 466-6511
SELLER: Hance Communications Ltd. Phone: (818) 707-3506
FREQUENCY: 106.3 MHz
POWER: 950 watts at 1463 feet
FORMAT: B/EZ
BROKER: Exline Co.

KKSJ-AM & KBAY-FM/San Jose

PRICE: \$31 million
TERMS: Cash

BUYER: American Radio Systems Corp., headed by Chairman/CEO Steve Dodge. It owns, operates, or has agreed to buy 97 other stations, including KSJO-FM & KUFX-FM/San Jose.
SELLER: United Broadcasting Co., headed by managing partner Steve Snell
FREQUENCY: 1370 kHz; 100.3 MHz
POWER: 5kw; 14.5kw at 2579 feet
FORMAT: Nostalgia; AC
BROKER: Elliot Evers of Media Venture Partners

KRRA-AM/West Covina

PRICE: \$3.1 million
TERMS: Asset sale for cash
BUYER: El Dorado Communications Inc., headed by President Thomas Castro. It owns, operates, or has agreed to buy 15 other stations, including KRRA-AM & KRTO-FM/West Covina. Phone: (310) 914-8300
SELLER: Robert Burdette & Assoc. Inc., headed by President Robert Burdette. Phone: (310) 841-4980
FREQUENCY: 900 kHz

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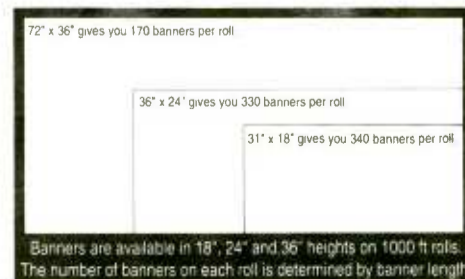
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