

DEALS OF THE WEEK

- **WRMA-FM/Ft. Lauderdale & WXDJ-FM/North Miami Beach \$110 million**
- **WDAS-AM & FM/Philadelphia \$103 million**

1996 DEALS TO DATE

Dollars To Date: \$12,457,538,520
(Last Year: \$4,743,854,398)

This Week's Action: \$280,907,000
(Last Year: \$279,744,000)

Stations Traded This Year: 1758
(Last Year: 1002)

Stations Traded This Week: 30
(Last Year: 20)

TRANSACTIONS AT A GLANCE

- KESR-FM/Sherwood, AR \$750,000
- KIST-AM/Santa Barbara & KMGQ-FM/Goleta, CA \$3.5 million
- WZZS-FM/Zolfo Springs, FL \$375,000
- WWIQ-FM/Gray, GA \$1.6 million
- WYIQ-FM/Warner Robins, GA \$500,000
- KPOI-FM/Honolulu \$2,125,000
- WMWA-FM/Glenview, IL \$110,000
- WLTH-AM/Gary, IN No cash consideration
- WNDU-AM & FM/South Bend, IN \$5.8 million
- KSAL-AM & KYEZ-FM/Salina, KS \$4 million
- KCAZ-AM & KXTR-FM/Kansas City \$10.5 million
- KRYK-FM/Chinook, MT \$95,000
- WVOA-FM/DeRuyter, NY \$900,000
- WLNA-AN & WHUD-FM/Peekskill, NY \$20 million
- WHKP-AM/Hendersonville, NC No cash consideration
- WBTT-FM/Englewood & WLQT-FM/Kettering, OH \$12 million
- WSCQ-FM/Columbia, SC \$4.1 million
- KHXS-FM/Abilene, TX \$85,000
- KORQ-FM/Abilene, TX \$767,000
- KLEN-FM/Cheyenne, WY \$700,000

TRANSACTIONS

New Age Sells Miami Combo, Evergreen Picks Up Philly Pair

□ **Buying Beasley's WDAS combo gives Evergreen one FM too many**

Deal Of The Week

WRMA-FM/Ft. Lauderdale & WXDJ-FM/North Miami Beach
PRICE: \$110 million
TERMS: Asset sale for cash
BUYER: Spanish Broadcasting System Inc., headed by President

Raul Alarcon Jr. It owns or operates 10 other stations. Phone: (202) 682-3506
SELLER: New Age Broadcasting Inc., headed by President Russ Oasis. Phone: (305) 447-9595
FREQUENCY: 106.7 MHz; 95.7 MHz
POWER: 100kw at 984 feet; 41.3kw at 548 feet
FORMAT: Spanish; Spanish

WDAS-AM & FM Philadelphia

PRICE: \$103 million
TERMS: Asset sale for cash
BUYER: Evergreen Media Corp. It owns WFLN-FM, WJZ-FM & WYXR-FM/Philadelphia and is buying WIOQ-FM & WUSL-FM/Philadelphia.

SELLER: Beasley Broadcast Group, headed by Chairman George Beasley. It now operates WTEL-AM & WXTU-FM/Philadelphia and owns or has agreements to acquire 25 other stations.
FREQUENCY: 1480 kHz; 105.3 MHz
POWER: 5kw day/1000 kw night; 16.5kw
FORMAT: Gospel; Urban AC

Ted Hite
FREQUENCY: 106.9 MHz
POWER: 5kw at 358 feet
FORMAT: Country
BROKER: Randy Jeffery Jr. of Media Venture Partners

Georgia

WWIQ-FM/Gray
PRICE: \$1.6 million
TERMS: Asset sale for cash
BUYER: WIKS-FM Inc., headed by President Stephen Taylor
SELLER: IQ Radio Networks Inc., headed by President Edward Taylor
FREQUENCY: 96.5 MHz
POWER: 7.6kw at 587 feet
FORMAT: Classic Rock

Arkansas

KESR-FM/Sherwood
PRICE: \$750,000
TERMS: Asset sale for cash
BUYER: CDB Broadcasting Corp., headed by President Calvin Arnold. Phone: (501) 663-0092
SELLER: Sherwood Broadcasting of Arkansas, headed by Phil and Christy Flynn-Hall. It owns KBBL-AM/Cabot, AR. Phone: (501) 376-1741
FREQUENCY: 102.1 MHz
POWER: 4.1kw at 387 feet
FORMAT: CHR

WYIQ-FM/Warner Robins
PRICE: \$500,000
TERMS: Cash
BUYER: Taylor Communications Corp., headed by President Edward Taylor. It owns five other stations, including WRBG-FM/Warner Robins.
SELLER: IQ Radio Network Inc., headed by President Donald Jones. It owns WZIQ/Smithville, GA.
FREQUENCY: 102.5 MHz
POWER: 4kw at 328 feet
FORMAT: Rock

California

KIST-AM/Santa Barbara & KMGQ-FM/Goleta
PRICE: \$3.5 million
TERMS: Asset sale for cash
BUYER: Channel Islands Broadcasting Inc., headed by President Michael Nicassio. Phone: (805) 962-7800
SELLER: Engles Enterprises Inc., headed by President Stephen Engles. It owns KTMS-AM and KHTY-FM/Santa Barbara. Phone: (703) 812-0470
FREQUENCY: 1340 kHz; 106.3 MHz
POWER: 7kw day/650 watts night; 2kw at 827 feet
FORMAT: Oldies; Hot AC
BROKER: Robert Maccini of Media Services Group Inc.

Hawaii

KPOI-FM/Honolulu
PRICE: \$2,125,000
TERMS: Cash
BUYER: Caribou Broadcasting L.P., headed by President Kent Nichols
SELLER: Kilohana Broadcasting Inc., headed by President Chuck Cotton. Phone: (808) 591-9369
FREQUENCY: 97.5 MHz
POWER: 80kw at 46 feet
FORMAT: Alternative
BROKER: Kalil & Co. Inc.

Florida

WZZS-FM/Zolfo Springs
PRICE: \$375,000
TERMS: Asset sale for cash
BUYER: Heartland Broadcasting Corp., headed by President Harold Kneller
SELLER: Teddy Bear Communications Inc., headed by President

WMWA-FM/Glenview
PRICE: \$110,000
TERMS: Asset sale for cash
BUYER: Glenbrook High School District #225, headed by Superintendent Jean McGrew
SELLER: The Midwestern Acad-

Continued on Page 10

**HELPING RADIO ENTREPRENEURS
 BUILD THEIR COMPANIES**

\$75,000,000
Senior Debt Financing
 has been arranged for
 Paxson Communications Corporation



COMMUNICATIONS EQUITY ASSOCIATES

\$150,000,000
Senior Credit Facility
 has been arranged for
 Paxson Communications Corporation




COMMUNICATIONS EQUITY ASSOCIATES

\$24,200,000
Senior Debt Financing
 has been arranged for
 Mel Wheeler, Inc.




COMMUNICATIONS EQUITY ASSOCIATES

\$11,200,000
Equity Capital
 has been arranged for
 Shockley Communications Corporation



COMMUNICATIONS EQUITY ASSOCIATES



COMMUNICATIONS EQUITY ASSOCIATES

\$10,000,000
Sale of Preferred Stock
 has been arranged for
 Excl' Holdings, Inc.



COMMUNICATIONS EQUITY ASSOCIATES

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