

DEALS OF THE WEEK

- **KEWS-FM/Dallas \$42 million (est.)**
 - Jacor-Gannett swap \$300 million (est.)
 - KIIS-AM & FM/Los Angeles
 - KSDO-AM & KKBH-FM/San Diego
 - WDAE-AM & WUSA-FM/Tampa-St. Petersburg
- **CBS-SFX swap \$59 million (est.)**
 - KRRW-FM & KTXQ-FM/Dallas
 - WHFS-FM/Washington

1996 DEALS TO DATE

Dollars To Date: \$12,557,358,520
(Last Year: \$4,790,765,967)

This Week's Action: \$99,820,000
(Last Year: \$60,911,569)

Stations Traded This Year: 1789
(Last Year: 1033)

Stations Traded This Week: 30
(Last Year: 33)

TRANSACTIONS AT A GLANCE

- KEAG-FM/Anchorage, AK \$2.5 million
- KEZX-AM & KJOK-FM/Yuma, AZ \$1,375,000
- KHIS-AM & FM/Bakersfield, CA \$2.65 million
- KWIZ-FM/Santa Ana, CA \$11.2 million
- WMOP-AM/Ocala, FL \$350,000
- WMPZ-FM/Ringgold, GA \$960,000
- WEAS-AM & FM/Savannah, GA \$3.75 million
- KEZT-FM/Ames, IA \$3.2 million
- KFOR-AM & KRFX-FM/Lincoln, NE \$5.3 million
- WTTM-AM & WCHR-FM/Trenton, NJ \$20 million
- KPHT-FM/Kindred, ND \$800,000
- WMYB-FM & WYAK-FM/Myrtle Beach, SC \$5,125,000
- KDXE-FM/Sulphur Springs, TX \$525,000
- WMAD-AM/Sun Prairie (Madison), WI \$85,000

TRANSACTIONS

Jacor's Jumpin' After Swap With Gannett

☐ **CBS Radio completes Dallas divestitures: KEWS to Salem, KRRW & KTXQ to SFX**

Deal Of The Week

KEWS-FM/Dallas

PRICE: \$42 million (estimated)
TERMS: Asset sale for cash and KDFX-AM/Dallas
BUYER: Salem Communications Corp., headed by Edward Atsinger III. It owns or operates 38 other stations.
SELLER: Infinity Broadcasting Corp., headed by President Mel Karmazin. Infinity is being acquired by CBS Radio.
FREQUENCY: 94.9 MHz
POWER: 98kw at 1509 feet
FORMAT: News
BROKER: Gary Stevens of Gary Stevens & Co.

Swap Deals

Jacor Communications-Gannett swap

EXCHANGE VALUE: \$300 million (estimated)
TERMS: Jacor Communications is swapping WSTP-TV/Tampa for Gannett's KIIS-AM & FM/Los Angeles, KSDO-AM & KKBH-FM/San Diego, and WDAE-AM & WUSA-FM/Tampa-St. Petersburg.

KIIS-AM & FM/Los Angeles

TRADED TO: Jacor, headed by CEO Randy Michaels. It owns or operates 73 other stations.
FREQUENCY: 1150 kHz; 102.7 MHz
POWER: 5kw; 8kw at 2959 feet
FORMAT: CHR; CHR

KSDO-AM & KKBH-FM/San Diego

TRADED TO: Jacor; it also owns XTRA-AM & FM & KHIS-FM/San Diego.

FREQUENCY: 1130 kHz; 102.9 MHz
POWER: 10kw; 32kw at 617 feet
FORMAT: News/Talk; AC

WDAE-AM & WUSA-FM/Tampa-St. Petersburg

TRADED TO: Jacor; it also owns WFLA-AM, WDUV-FM & WFLZ-FM/Tampa.
FREQUENCY: 1250 kHz; 100.7 MHz
POWER: 5kw; 100kw at 1211 feet
FORMAT: Hot AC; Hot AC

CBS Radio-SFX Broadcasting swap

EXCHANGE VALUE: \$59 million (estimated)
TERMS: SFX Broadcasting is swapping WHFS-FM/Washington for CBS Radio's KRRW-FM & KTXQ-FM/Dallas.

WHFS-FM/Washington

TRADED TO: CBS Radio, headed by President Dan Mason. It owns or has agreed to buy 80 other stations, including WPGC-AM & FM, WARW-FM & WJFK-FM/Washington.
FREQUENCY: 99.1 MHz
POWER: 50kw at 459 feet
FORMAT: Alternative

KRRW-FM & KTXQ-FM/Dallas

TRADED TO: SFX Broadcasting Inc., headed by Chairman Robert Sillerman. It owns or has agreed to acquire 72 stations.
FREQUENCY: 97.9 MHz; 102.1 MHz
POWER: 100kw at 1611 feet; 100kw at 1447 feet
FORMAT: Classic Hits; Rock

Alaska

KEAG-FM/Anchorage

PRICE: \$2.5 million
TERMS: Asset sale for cash
BUYER: Pioneer Broadcasting Co. Inc., headed by President Elisabeth Clapp Williams. Phone: (206) 628-3121
SELLER: Ingstad Alaska Broadcasting Inc., headed by President Thomas Ingstad. Phone: (612) 471-0970
FREQUENCY: 97.3 MHz
POWER: 100kw at 594 feet
FORMAT: Oldies

Arizona

KEZC-AM & KJOK-FM/Yuma

PRICE: \$1,375,000
TERMS: Asset sale for \$600,000 cash, a \$175,000 non-compete agreement, a \$250,000 consulting agreement, and a 10-year, \$350,000 promissory note at 7% interest
BUYER: MonsterMedia L.L.C., headed by principals Joseph Soldwell and Gordon Lewis
SELLER: MagnaMedia Inc., headed by President James Stowe. Phone: (520) 782-4321
FREQUENCY: 1400 kHz; 93.1 MHz
POWER: 1kw; 100kw at 79 feet
FORMAT: B/EZ; Hot AC

California

KHIS-AM & FM/Bakersfield

PRICE: \$2.65 million
TERMS: Asset sale for cash
BUYER: Hemisphere Broadcasting, headed by owner Clifford Burnstein. It owns or operates KKXX-FM & KRAB-FM/Bakers-

field; KYNO-AM, KJFX-FM & KFRR-FM/Fresno; KSTT-FM, KSLY-FM/San Luis Obispo; and KXFM-FM/Santa Maria, CA.

SELLER: International Church of the Foursquare Gospel Inc., headed by President James Rogers. Phone: (213) 484-2400
FREQUENCY: 800 kHz; 96.5 MHz
POWER: 1kw day/440 watts night; 50kw at 499 feet
FORMAT: Religious; Religious
BROKER: Randy George of Sterling Associates

KWIZ-FM/Santa Ana

PRICE: \$11.2 million
TERMS: Asset sale for cash
BUYER: Liberman Broadcasting Inc., headed by Presidents Jose and Lenard Liberman. It owns KKHJ-AM/Los Angeles, KBUE-FM/Long Beach, and KWIZ-AM/Santa Ana. Phone: (213) 520-1055
SELLER: Odyssey Communications Inc., headed by President Michael Kakoyiannis. It owns five other stations, including KLYY/Fallbrook-L.A. Phone: (914) 592-1071
FREQUENCY: 96.7 MHz
POWER: 3kw at 207 feet
FORMAT: Ethnic

Florida

WMOP-AM/Ocala

PRICE: \$350,000
TERMS: Asset sale for \$175,000 cash and a \$175,000 promissory note at 6.7% interest
BUYER: Florida Sportstalk Inc., headed by President Gordon Smith. Phone: (352) 351-4466
SELLER: WMOP Broadcasting Inc., headed by President Dick Andrews. Phone: (904) 732-2010
FREQUENCY: 900 kHz
POWER: 3.3kw day/23 watts night
FORMAT: Country

Georgia

WMPZ-FM/Ringgold (Chattanooga)

PRICE: \$960,000
TERMS: Asset sale for \$200,000 cash; \$135,000 assumption of debt; a \$250,000 non-compete agreement; and a 10-year, \$375,000 promissory note at 9% interest
BUYER: Brewer Broadcasting L.L.C., headed by President Jim Brewer. It owns WJTT-FM/Chattanooga.
SELLER: SMI Communications Inc., headed by Thomas Brooks
FREQUENCY: 93.7 MHz
POWER: 3kw at 328 feet
FORMAT: Urban
BROKER: Bill Cate of Sunbelt Media Inc.

WEAS-AM & FM/Savannah

PRICE: \$3.75 million
TERMS: Asset sale for cash
BUYER: Ogeechee Broadcasting Co. Inc., headed by President Eddie Esserman. It is a partial owner of WMAZ-AM & WAYS-FM/Macon, GA.
SELLER: WEAS Inc., headed by President Marie Rivers
FREQUENCY: 900 kHz; 93.1 MHz
POWER: 4.35kw day/152 watts night; 97kw at 981 feet
FORMAT: Sports/Talk; Urban
BROKER: George Reed of Media Services Group Inc.

Iowa

KEZT-FM/Ames

PRICE: \$3.2 million
TERMS: Asset sale for cash
BUYER: Saga Communications Inc., headed by President Ed Christian. It owns or operates 34 other stations. Phone: (313) 886-

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