

DEAL OF THE WEEK

- **KFRG-FM & KXFG-FM/Riverside-San Bernardino \$60 million**

1997 DEALS TO DATE

Dollars To Date: \$3,893,198,248
(Last Year: \$2,621,712,949)

This Week's Action: \$124,518,800
(Last Year: \$110,415,988)

Stations Traded This Year: 580
(Last Year: 568)

Stations Traded This Week: 35
(Last Year: 38)

TRANSACTIONS AT A GLANCE

- KKOL-FM/Hampton, AR \$100,000
- KKJT-FM/Joshua Tree, CA \$41,400
- KKJG-FM/San Luis Obispo, CA \$1.5 million
- KOMY-AM/Watsonville (Monterey-Salinas) \$17,500
- WDXD-FM/Daytona Beach \$1.1 million
- WTMQ-AM/Columbus, GA \$34,500
- KGU-AM/Honolulu \$575,000
- KHNR-AM/Honolulu \$720,000
- WEJM-AM/Chicago \$7.5 million
- WAIV-FM/Spring Valley & WLRZ-FM/Peru, IL \$700,000
- KIAQ-FM/Clarion & KTLB-FM/Twin Lakes, IA \$1.5 million
- WLBN-AM & WLSK-FM/Lebanon, KY \$360,000
- KBJJ-FM/Marshall, MN \$450,000
- WDLJ-FM/Indianola, MS \$325,000
- KSJY-FM/Lafayette, MS \$175,000
- KTIC-AM & KWPN-FM/West Point, NE \$1.5 million
- WCSS-AM/Amsterdam, NY \$190,000
- WLVG-FM/Center Moriches, NY \$200,000
- WGMF-AM/Watkins Glen & WNGZ-FM/Montour Falls, NY \$250,000
- WKJA-FM & WKOJ-FM/Jacksonville, NC \$4 million
- WFLN-FM/Philadelphia \$41.8 million
- KHLB-AM & FM/Burnet, TX \$900,000
- KTMJ-AM & KMJU-FM/Manti, UT \$150,000
- KQMB-FM/Midvale (Salt Lake City-Ogden), UT \$330,400
- KZXR-FM/Prosser (Richland-Kennewick-Pasco), WA \$100,000

TRANSACTIONS

ARS Sets Up Shop in San Bernardino

Company continues West Coast expansion with acquisition of Riverside combo

Deal Of The Week

KFRG-FM & KXFG-FM/Riverside-San Bernardino

PRICE: \$60 million
TERMS: Not available
BUYER: American Radio Systems Corp., headed by CEO Steve Dodge. Phone: (617) 375-7500
SELLER: Amaturio Group of California, headed by President Joseph Amaturio. Phone: (954) 565-1411
FREQUENCY: 95.1 MHz; 92.7 MHz
POWER: 49kw at 489 feet; 3kw at 300 feet
FORMAT: Country; Country

Arkansas

KKOL-FM/Hampton

PRICE: \$100,000
TERMS: Asset sale for five-year promissory note at 9.5% interest
BUYER: P.S. Broadcasting, headed by President Carl Plaster. Phone: (815) 233-0097
SELLER: Southern Arkansas Radio Co., headed by Wayne and Kathy Brewies. Phone: (501) 798-4107

California

KKJT-FM/Joshua Tree

PRICE: \$41,400
TERMS: Asset sale for \$23,100 cash; a one-year, \$7800 promissory note; and assumption of existing debt
BUYER: Three D Radio Inc., headed by President J. Duane Hoover. It owns KQYN-AM & KDHI-FM/Twenty-nine Palms, CA. Phone: (619) 362-4264
SELLER: Desert Willow Broadcasters, headed by President Gene Headley. Phone: (619) 362-4264

KKJG-FM/San Luis Obispo

PRICE: \$1.5 million
TERMS: Asset sale for cash
BUYER: AGM-Nevada L.L.C., headed

by President Anthony Brandon. Phone: (805) 328-0118
SELLER: Westcoast Broadcasting, headed by President Larry Woods. Phone: (805) 541-8798
FREQUENCY: 98.1 MHz
POWER: 4.5kw at 1519 feet
FORMAT: Country

KOMY-AM/Watsonville (Monterey-Salinas)

PRICE: \$17,500
TERMS: Asset sale for cash
BUYER: Zwerling Broadcasting System Ltd., headed by President Michael Zwerling. It owns KSCO-AM/Santa Cruz, CA. Phone: (408) 685-1999
SELLER: Frontier Broadcasting Co. of California. Phone: (408) 722-2902
FREQUENCY: 1340 kHz
POWER: 1kw
FORMAT: This station is dark.

Florida

WDXD-FM/Daytona Beach

PRICE: \$1.1 million
TERMS: Asset sale for cash
BUYER: Black Crow Broadcasting Inc., headed by President Mike Linn. Phone: (904) 255-9300
SELLER: Terzynski Radio L.L.C., headed by President Michelle Terzynski
FREQUENCY: 103.3 MHz
POWER: 3kw at 295 feet
FORMAT: Country
BROKER: Mitt Younts and George Reed of Media Services Group

Georgia

WTMQ-AM/Columbus

PRICE: \$34,500
TERMS: Asset sale for cash
BUYER: M & M Partners, headed by general partner J. Thomas Milligan. It owns WPNX-AM & WVRK-FM/Columbus, GA and WGSY-FM/Phenix City, AL. Phone: (904) 763-6651
SELLER: Latino Community Broad-

casting Corp., headed by President Ramon Quinones. Phone: (706) 653-0404
FREQUENCY: 1270 kHz
POWER: 5kw day/188 watts night
FORMAT: Spanish

Hawaii

KGU-AM/Honolulu

PRICE: \$575,000
TERMS: Asset sale for cash
BUYER: Chagal Hawaii L.L.C., headed by manager Jack Siegal. It has agreed to acquire KHNR-AM/Honolulu. Phone: (310) 606-9350
SELLER: PSY Radio Partners L.P., headed by Chairman I. Martin Pompadur. Phone: (212) 980-7110
FREQUENCY: 760 kHz
POWER: 10kw
FORMAT: News/Talk
BROKER: Media Venture Partners

KHNR-AM/Honolulu

PRICE: \$720,000
TERMS: Asset sale for cash
BUYER: Chagal Hawaii L.L.C., headed by manager Jack Siegal. It has agreed to acquire KGU-AM/Honolulu. Phone: (310) 606-9350
SELLER: DCP Broadcasting Corp. of Honolulu, a wholly owned subsidiary of Community Airwaves Corp., headed by CEO Christopher Dahl. Phone: (612) 338-3300
FREQUENCY: 650 kHz
POWER: 10kw
FORMAT: News/Talk

Illinois

WEJM-AM/Chicago

PRICE: \$7.5 million
TERMS: Asset sale for cash
BUYER: Douglas Broadcasting/Personal Achievement Radio, headed by N. John Douglas. It owns WNDZ-AM/Portage, IN (Chicago) and WVVX-FM/Highland Park, IL (Chicago). Phone: (415) 324-5888
SELLER: Evergreen Media, headed by President Scott Ginsburg. Phone: (212) 505-3015

Iowa

KIAQ-FM/Clarion & KTLB-FM/Twin Lakes

PRICE: \$1.5 million
TERMS: Asset sale for cash
BUYER: Three Eagles Communications Inc., headed by President Gary Buchanan. Phone: (402) 483-5100
SELLER: Ingstad Central Broadcasting of Iowa Inc., headed by President James Ingstad. Phone: (218) 236-7900
FREQUENCY: 96.9 MHz; 105.9 MHz
POWER: 100kw at 577 feet; 25kw at 328 feet
FORMAT: Country; KTLB-FM is dark.
BROKER: Dick Chapin of Chapin Enterprises

Kentucky

WLBN-AM & WLSK-FM/Lebanon

PRICE: \$360,000
TERMS: Asset sale for \$260,000 cash and a 10-year, \$100,000 promissory note at 6% interest

BUYER: Commonwealth Broadcasting Corp., headed by President Steven Newberry. Phone: (502) 651-6050
SELLER: Lebanon-Springfield Broadcasting Co. Inc., headed by President J.T. Whitlock. Phone: (502) 692-3126

Minnesota

KBJJ-FM/Marshall

PRICE: \$450,000
TERMS: Asset sale for cash
BUYER: KMHL Broadcasting Co Inc., a wholly owned subsidiary of Minnesota Valley Broadcasting Co., headed by President Donald Linder. It owns KMHL-AM & KKCK-FM/Marshall, MN. Phone: (507) 345-4537
SELLER: Paradis Broadcasting Co. of Marshall Inc., headed by President Melvin Paradis. Phone: (507) 537-0566
BROKER: Johnson Communications Properties Inc.

Mississippi

WDLJ-FM/Indianola

PRICE: \$325,000
TERMS: Asset sale for cash
BUYER: Telesouth Communications Inc., headed by President Steven Davenport. It owns WKXG-AM & WYMX-FM/Greenwood, MS. Phone: (601) 957-1700
SELLER: Son Rise Broadcasting Inc., headed by President Andy Arant. Phone: (601) 887-1091

KSJY-FM/Lafayette

PRICE: \$175,000
TERMS: Asset sale for cash
BUYER: American Family Association Inc., headed by President Donald Wildmon. Phone: (601) 680-3886

Continued on Page 9

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