

**DEAL OF THE WEEK**

• **KXL-AM & FM/Portland**  
**\$55 million**

**1998 DEALS TO DATE**

**Dollars To Date: \$8,187,086,576**  
(Last Year: \$13,049,327,307)

**Dollars This Week: \$160,933,107**  
(Last Year: \$706,603,794)

**Stations Traded This Year: 1756**  
(Last Year: 2113)

**Stations Traded This Week: 34**  
(Last Year: 66)

**TRANSACTIONS AT A GLANCE**

- KAHZ-AM/Dallas-Ft. Worth, KIDR-AM/Phoenix, and WBAH-AM & WJDM-AM/Elizabeth, NJ (New York) \$29.3 million
- KWCY-FM/Glendale (Phoenix), AZ \$22 million
- KMJC-AM & FM/Mount Shasta, CA \$300,000
- KRCX-AM/Roseville (Sacramento), CA \$1.7 million
- KBKO-AM & KSPE-FM/Santa Barbara, CA \$4.6 million
- WKGf-AM/Arcadia, FL \$75,000
- WROM-AM/Rome, GA \$150,000
- KTFI-AM/Twin Falls, ID \$300,000
- WNTS-AM/Beech Grove (Indianapolis), IN No cash consideration
- WJFX-FM/New Haven (Ft. Wayne), IN \$1.3 million
- WBPS-AM/Dedham (Boston), MA \$4 million
- FM CP/Bronson (Flint), MI \$80,000
- WWBR-FM/Mt. Clemens (Detroit), MI \$27 million
- WTLZ-FM/Saginaw (Bay City-Midland), MI \$1.79 million
- KSWA-FM/Corrales (Albuquerque), NM \$1.5 million (plus station swap)
- WTTf-AM & FM/Tiffin, OH \$2.4 million
- FM CP/Sisters (Bend), OR \$160,000
- WBAW-AM/Barnwell, SC \$117,000
- WFIS-AM/Fountain Inn (Greenville-Spartanburg), SC \$195,000
- WKSO-FM/Orangeburg & WKWQ-FM/Batesburg (Columbia), SC \$3,412,500
- WTNN-AM/Farragut (Knoxville), TN \$275,000
- WSMT-AM, WTZX-AM & WSMT-FM/Sparta (Cookeville), TN \$615,000
- KRJT-FM/Bowie, TX \$4,273,607
- WRIC-FM/Richlands, VA \$190,000
- WSRG-FM/Sturgeon Bay, WI \$200,000

**TRANSACTIONS**

**Paul Allen Buys A Pair In Portland**

☐ **Microsoft co-founder captures KXL-AM & FM; Radio Unica finds four for its network**

**Deal Of The Week**  
**KXL-AM & FM/Portland**  
PRICE: \$55 million  
TERMS: Asset sale for cash  
BUYER: **Rose City Radio Corp.**, headed by Chairman **Paul Allen**. Phone: (425) 453-1940  
SELLER: **Alexander Broadcasting Co.**, headed by CEO **Lester Smith**. Phone: (425) 455-0923  
FREQUENCY: 750 kHz; 95.5 MHz  
POWER: 50kw day/20kw night; 100kw at 990 feet  
FORMAT: News/Talk; Adult Alternative

**Group Deal**  
**KAHZ-AM/Dallas-Ft. Worth, KIDR-AM/Phoenix, and WBAH-AM & WJDM-AM/Elizabeth, NJ (New York)**  
PRICE: \$29.3 million  
TERMS: Asset sale agreement  
BUYER: **Radio Unica Corp.**, headed by CEO **Joaquin Blaya**. It owns or operates 14 other stations. Phone: (305) 463-5000  
SELLER: **Children's Broadcasting Corp.**, headed by CEO **Christopher Dahl**. Phone: (612) 338-3300  
FREQUENCY: 1360 kHz; 740 kHz; 1660 kHz; 1530 kHz  
POWER: 5kw; 1kw day/292 watts night; 10kw day/1kw night; 1kw  
FORMAT: Misc.; Misc.; Spanish News/Talk; Ethnic  
COMMENT: Radio Unica's Spanish News/Talk format will debut on KAHZ and KIDR upon completion of this deal. The format will debut on WJDM upon the expiration of the station's current programming agreement.

**Arizona**  
**KWCY-FM/Glendale (Phoenix)**  
PRICE: \$22 million  
TERMS: Asset sale for cash  
BUYER: **Z Spanish Radio Network Inc.**, headed by CEO **Amador Bustos**. It owns 30 stations. Phone: (916) 646-4000  
SELLER: **OwensMac Radio LLC**, headed by Managing Partner **Michael Owens**. Phone: (602) 966-6256  
FREQUENCY: 103.5 MHz  
POWER: 62kw at 2427 feet  
FORMAT: Country  
BROKER: **Blackburn & Co. Inc.**  
COMMENT: Z Spanish Radio's syndicated "La Z" Regional Mexican format will debut on this frequency upon the close of this deal, expected in February 1999.

**California**  
**KMJC-AM & FM/Mount Shasta**  
PRICE: \$300,000  
TERMS: Asset sale for cash  
BUYER: **Four Rivers Broadcasting Inc.**, headed by President **John Power**. He has interests in five other stations, including KSYC-AM & FM/Yreka. Phone: (602) 488-2596  
SELLER: **Shasta Cascade Broadcasting Corp.**, headed by President **David Rees Sr.**  
FREQUENCY: 620 kHz; 107.9 MHz  
POWER: 1kw day/29 watts night; 3.5kw at 1296 feet  
FORMAT: Oldies; Nostalgia

**KRCX-AM/Roseville (Sacramento)**  
PRICE: \$1.7 million  
TERMS: Asset sale for cash  
BUYER: **The Freedom Network Inc.**, headed by **George Lindemann**. He has interests in 13 other stations. Phone: (203) 894-8215  
SELLER: **EMI Sacramento Radio Inc.**, headed by President **Athena Marks**. It is a subsidiary of EXCL Communications Inc., which owns 17 other stations. Phone: (408) 274-1170  
FREQUENCY: 1110 kHz  
POWER: 5kw day/500 watts night  
FORMAT: Regional Mexican  
BROKER: **George Dacre Corp.**, headed by President **Harold Kneller Jr.** It also owns WZSP-FM/No-catee & WZZS-FM/Zolfo Springs. Phone: (941) 637-7745  
SELLER: **Hall Communications Inc.**, headed by President **Arthur Rowbotham**. It owns 15 other stations, including WWRZ-FM/Arcadia. Phone: (860) 887-3511  
FREQUENCY: 1480 kHz  
POWER: 1kw day/131 watts night  
FORMAT: Talk

**KBKO-AM/Santa Barbara & KSPE-FM/Santa Barbara**  
PRICE: \$4.6 million  
TERMS: Asset sale for cash  
BUYER: **Jacor Communications Inc.**, headed by CEO **Randy Michaels**. It owns 236 stations. Phone: (606) 655-2267  
SELLER: **Spectacular Broadcasting Inc.**, headed by President **Richard Marsh**. Phone: (805) 965-1490  
FREQUENCY: 1490 kHz; 94.5 MHz  
POWER: 1kw; 880 watts at 2949 feet  
FORMAT: Regional Mexican; Spanish Contemporary  
BROKER: **Jorgenson Broadcast Brokerage**

**Florida**  
**WKGf-AM/Arcadia**  
PRICE: \$75,000  
TERMS: Asset sale for cash  
BUYER: **Heartland Broadcasting**

**Georgia**  
**WROM-AM/Rome**  
PRICE: \$150,000  
TERMS: Asset sale for cash  
BUYER: **LGV Broadcasting Inc.**, headed by President **Christopher Lumpkin**. Phone: (770) 684-8798  
SELLER: **The Promised Land Communications Inc.**, headed by President **Roy Taylor**. Phone: (706) 234-7171  
FREQUENCY: 710 kHz  
POWER: 1kw  
FORMAT: Religious

**Idaho**  
**KTFI-AM/Twin Falls**  
PRICE: \$300,000  
TERMS: Asset sale for cash  
BUYER: **FM Idaho Co.**, headed by President **Wendell Starke**. It owns four other stations, including KIKX-FM/Ketchum. Phone: (800) 241-5477

**Indiana**  
**WNTS-AM/Beech Grove (Indianapolis)**  
PRICE: No cash consideration  
TERMS: Transfer of control  
BUYER: **Testamentary Trust of Samuel W. Smulyan**, headed by Trustee **Jeffrey Smulyan**. He is the President of Emmis Communications Corp., which owns 16 other stations. Phone: (317) 634-0300  
SELLER: **Estate of Samuel W. Smulyan**, headed by Trustee **Jeffrey Smulyan**.  
FREQUENCY: 1590 kHz  
POWER: 5kw day/500 watts night  
FORMAT: Religious  
COMMENT: The Estate of Samuel W. Smulyan is the 100% owner of S & M Broadcasting Co. Inc., licensee of WNTS-AM. Through this transaction the parties are attempting to transfer control from the Estate to the Testamentary Trust of Samuel W. Smulyan.

**WJFX-FM/New Haven (Ft. Wayne)**  
PRICE: \$1.3 million

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Lorianne Crook & Charlie Chase

**JONES RADIO NETWORK**

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