

DEAL OF THE WEEK

- **KFI-AM & KOST-FM/ Los Angeles for 14 stations**
Estimated value: \$600 million

1999 DEALS TO DATE

Dollars To Date: \$3,082,118,772.39
(Last Year: \$7,857,011,177)

Dollars This Week: \$11,334,500
(Last Year: \$57,940,000)

Stations Traded This Year: 900
(Last Year: 1,568)

Stations Traded This Week: 23
(Last Year: 40)

TRANSACTIONS AT A GLANCE

- **KTRI-FM/Mansfield (Branson), MO** \$90,000
- **KLUK-FM/Laughlin, NV (Bullhead City, AZ)** \$9.5 million
- **WHLA-AM/Niagara Falls (Buffalo), NY** \$535,000
- **WTGH-AM/Cayce (Columbia), SC** \$375,000
- **WINF-AM/Waynesboro and WKDW-AM & WSVO-FM/ Staunton, VA** \$744,500

TRANSACTIONS

AMFM Secures So. Cal. Seven With Cox Deal

☐ **Cox receives 14 properties for KFI & KOST/L.A.; Mercury grabs fifth in Buffalo market**

Deal Of The Week

KFI-AM & KOST-FM/ Los Angeles

PRICE: Not provided. Based on station revenues, it is estimated at approximately \$600 million.

TERMS: Swap for 14 AMFM stations in various markets.

BUYER: AMFM Inc., headed by Vice Chairman **Jim de Castro**. It also owns KLAC-AM, KBIG-FM, KCMG-FM, KKBT-FM & KYSR-FM/Los Angeles. Phone: (214) 922-8700

SELLER: Cox Radio Inc., headed by President/CEO **Bob Neil**. Phone: (404) 843-5000

FREQUENCY: 640 kHz; 103.5 MHz

POWER: 50kw; 12.5kw at 3,114 feet

FORMAT: Talk; AC

AMFM Stations Being Swapped to Cox:

Miami-Ft. Lauderdale: WEDR-FM

Atlanta: WFOX-FM
Jacksonville: WBWL-AM, WOKV-AM, WAPE-FM, WFYV-FM, WKQL-FM & WMXQ-FM

New Haven: WPLR-FM and local sales rights for WYBC-FM, owned by Yale Broadcasting
Stamford-Norwalk, CT: WNLK-AM, WSTC-AM, WEFX-FM & WKHL-FM

Missouri

KTRI-FM/Mansfield (Branson)

PRICE: \$90,000

TERMS: Asset sale for cash

BUYER: Galen Gilbert. He owns seven other stations. Phone: (417) 678-1385

SELLER: Pearson Broadcasting of Mansfield Inc., headed by President **Max Pearson**. He owns eight other stations. Phone: (703) 437-8400

FREQUENCY: 95.9 MHz

POWER: 3kw at 312 feet

FORMAT: Religious

Nevada

KLUK-FM/Laughlin (Bullhead City, AZ)

PRICE: \$9.5 million

TERMS: Asset sale for cash

BUYER: Mag Mile Media LLC, headed by President **Chris Devine**. Phone: (312) 204-8900

SELLER: H&R Broadcasting Inc., headed by President **Billy Williams**. Phone: (520) 763-5586

FREQUENCY: 107.9 MHz

POWER: 15.5kw at 1,867 feet

FORMAT: Rock

BROKER: Norman Fischer & Associates

New York

WHLA-AM/Niagara Falls (Buffalo)

PRICE: \$535,000

TERMS: Asset sale for cash plus

\$150,000 consultation and non-compete agreement

BUYER: Mercury Radio Communications LLC, headed by President **Charles Banta**. It also owns WMNY-AM, WEDG-FM, WGRF-FM & WHTT-FM/Buffalo. Phone: (716) 888-9789

SELLER: Butler Communications Corp., headed by President **Paul Butler**. Phone: (716) 773-1270

FREQUENCY: 1270 kHz

POWER: 5kw day/144 watts night

FORMAT: Religious

South Carolina

WTGH-AM/Cayce (Columbia)

PRICE: \$375,000

TERMS: Asset sale for cash

BUYER: Glory Communications Inc., headed by President **Alex Snipe**. Phone: (803) 939-9530

SELLER: Midland Communications Inc., headed by President **Isaac Heyward**. Phone: (803)

796-9533

FREQUENCY: 620 kHz

POWER: 1kw day/126 watts night

FORMAT: Religious

Virginia

WINF-AM/Waynesboro and WKDW-AM & WSVO-FM/Staunton

PRICE: \$744,500

TERMS: Asset sale for cash

BUYER: Douglass Communications LLC, headed by President **Michael Douglass**. He is a 20% stockholder of Clark Communications

SELLER: Clark Broadcasting Co. It owns six other stations. Phone: (804) 975-2233

FREQUENCY: 970 kHz; 900 kHz; 93.1 MHz

POWER: 5kw day/1kw night; 2.5kw day/127 watts night; 2.8kw at 338 feet

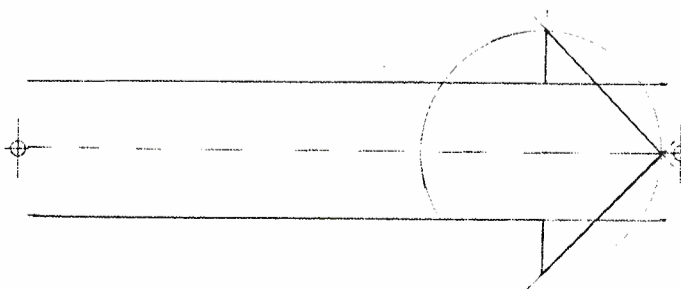
FORMAT: News/Talk; Country; Oldies

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