

## DEAL OF THE WEEK

- **KBTM-AM, KFIN-FM & KIYS-FM/Jonesboro, AR**  
**\$26.5 million**

## 1999 DEALS TO DATE

**Dollars To Date: \$27,320,257,614**  
(Last Year: \$8,455,899,944)

**Dollars This Week: \$45,660,646**  
(Last Year: \$24,920,868)

**Stations Traded This Year: 1,616**  
(Last Year: 1,844)

**Stations Traded This Week: 29**  
(Last Year: 37)

## TRANSACTIONS AT A GLANCE

- WACQ-AM/Carrville, AL \$160,000
- WKAX-AM/Russellville, AL \$65,000
- KBBC-AM/Lake Havasu City, AZ \$608,000
- FM CP/Newberry Springs, CA \$248,194
- KPAT-FM/Orcutt (Santa Maria-Lompoc), CA \$900,000
- FM CP/Sutter Creek, CA \$250,000
- KCSJ-AM & KGHF-AM/Pueblo, CO \$912,000
- WSAA-AM/St. Petersburg (Tampa) \$1 million and swap of WHNZ-AM/Tampa-St. Petersburg
- KLGR-AM & FM/Redwood Falls and FM CP/Belview, MN \$7.5 million
- WINR-AM/Binghamton, NY \$600,000 and swap of WKOP-AM/Binghamton, NY
- WLOF-FM/Attica, NY \$655,000
- KADS-AM/Eik City, OK \$50,000
- KICE-FM/Bend, OR \$2.04 million
- WTKZ-AM/Allentown, PA \$1.25 million
- WEYE-FM/Surgoinsville, TN \$403,000
- KSOX-AM/Raymondville (McAllen-Brownsville), TX \$700,000
- KWUN-AM/Murray (Salt Lake City-Ogden-Provo), UT \$603,202
- WLRV-AM/Lebanon, VA \$161,250
- KNLT-FM/Walla Walla, WA \$800,000
- WSGB-AM & WCKA-FM/Sutton, WV \$255,000

## TRANSACTIONS

## Cumulus Jumps Into Jonesboro In \$26.5 Million Deal

- **Clear Channel, Concord Media trade Tampa Bay AMs; Mega set to bring Spanish to Allentown**

## Deal Of The Week

### KBTM-AM, KFIN-FM & KIYS-FM/Jonesboro, AR

**PRICE:** \$26.5 million  
**TERMS:** Asset sale for cash  
**BUYER:** Cumulus Media Inc., headed by Executive Chairman Richard Weening. It owns over 260 stations. Phone: (414) 615-2800  
**SELLER:** Duke Broadcasting Corp., headed by President Larry Duke. Phone: (870) 932-8400  
**FREQUENCY:** 1230 kHz; 107.9 MHz; 101.9 MHz  
**POWER:** 1kw; 100kw at 600 feet; 100kw at 1,059 feet  
**FORMAT:** News/Talk; Country; Hot AC  
**BROKER:** Tom Gammon of Americom Radio Brokers

## Alabama

### WACQ-AM/Carrville

**PRICE:** \$160,000  
**TERMS:** Asset sale for cash  
**BUYER:** Progressive United Communications Inc., headed by Frank Cummings. It owns two other stations. Phone: (904) 355-8262  
**SELLER:** Hughey Communications

Inc., headed by President Fred Hughey. Phone: (334) 283-6888  
**FREQUENCY:** 1130 kHz  
**POWER:** 1kw  
**FORMAT:** News/Talk  
**BROKER:** Hadden & Assoc.

### WKAX-AM/Russellville

**PRICE:** \$65,000  
**TERMS:** Asset sale for cash  
**BUYER:** Jamar Communications Inc., headed by President Marshall Moore. Phone: (256) 383-5403  
**SELLER:** Ronnie & Wanda Underwood. Phone: (256) 332-6103  
**FREQUENCY:** 1500 kHz  
**POWER:** 1kw  
**FORMAT:** Religious

## Arizona

### KBBC-AM/Lake Havasu City

**PRICE:** \$608,000  
**TERMS:** Asset sale for cash  
**BUYER:** Steven Greeley. Phone: (520) 855-9336  
**SELLER:** Rick Murphy. Phone: (520) 855-1051  
**FREQUENCY:** 980 kHz  
**POWER:** 1kw day/52 watts night  
**FORMAT:** Adult Standards

## California

### FM CP/Newberry Springs

**PRICE:** \$248,194  
**TERMS:** Asset sale for cash  
**BUYER:** Moon Broadcasting LLC, headed by Abel de Luna. It owns four other stations. Phone: (202) 783-8400  
**SELLER:** B&GRS Partnership, headed by Clifton Moor. He has interests in three other stations. Phone: (404) 266-2257  
**FREQUENCY:** 103.7 MHz  
**POWER:** 6kw at 246 feet

### KPAT-FM/Orcutt (Santa Maria-Lompoc)

**PRICE:** \$900,000  
**TERMS:** Asset sale for cash  
**BUYER:** American General Media, headed by President Anthony Brandon. It owns 24 other stations. Phone: (410) 832-5870  
**SELLER:** Radio Representatives Inc., headed by President Norwood Patterson. Phone: (805) 528-1996  
**FREQUENCY:** 95.7 MHz  
**POWER:** 3.3kw at 735 feet  
**FORMAT:** Religious  
**BROKER:** Media Services Group

### FM CP/Sutter Creek

**PRICE:** \$250,000  
**TERMS:** Asset sale for cash  
**BUYER:** Golden Pegasus Financial Services Inc., headed by President Nelson Gomez. Phone: (209) 883-8760  
**SELLER:** Idaho Broadcasting Consortium Inc., headed by President Frederic Constant. No phone listed.  
**FREQUENCY:** 107.5 MHz  
**POWER:** 3.4kw at 440 feet  
**BROKER:** The Exline Co.

## Colorado

### KCSJ-AM & KGHF-AM/Pueblo

**PRICE:** \$912,000  
**TERMS:** Asset sale for cash  
**BUYER:** McCoy Broadcasting Co., headed by President Craig McCoy. It owns eight other stations, including KCCY-FM & KDZA-FM/Pueblo. Phone: (503) 796-1070  
**SELLER:** Colorado Springs Radio Broadcasters Inc. It owns two other stations. Phone: (919) 839-0300  
**FREQUENCY:** 590 kHz; 1350 kHz  
**POWER:** 1kw; 5kw day/1kw night  
**FORMAT:** News/Talk/Sports; Adult Standards

## Florida

### Station Swap WSAA-AM/St. Petersburg (Tampa)

**PRICE:** \$1 million  
**TERMS:** Swap of WHNZ-AM/Tampa-St. Petersburg and cash  
**BUYER:** Clear Channel Communications Inc., headed by CEO Lowry Mays. It owns over 500 other stations, including WDAE-AM, WFLA-AM, WDDV-FM, WFLZ-FM, WMTX-FM, WSSR-FM, WTBT-FM & WXTB-FM/Tampa-St. Petersburg. Phone: (210) 822-2828  
**SELLER:** Concord Media Group Inc., headed by President Mark Jorgenson. It owns five other stations, including WTBL-AM/Tampa-St. Petersburg. Phone: (813) 926-9260  
**FREQUENCY:** 620 kHz  
**POWER:** 5kw  
**FORMAT:** News

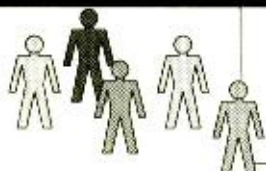
## Minnesota

### KLGR-AM & FM/Redwood Falls and FM CP/Belview

**PRICE:** \$7.5 million  
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"We promote upcoming events or website contests/information in an attempt to increase traffic to the site and listener participation."

• Laura Kittell-Operations Manager-WDRC Hartford •



## E-Mail Director

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