

DEALS OF THE WEEK

- **NewCity Communications**
\$250 million
- **Radio Equity Partners**
\$235 million

Complete NewCity and Radio Equity Partners station rosters shown in "Transactions At A Glance."

1996 DEALS TO DATE

Dollars To Date: \$3,892,486,199
(Last Year: \$1,075,990,562)

This Week's Action: \$580,615,000
(Last Year: \$7,399,000)

Stations Traded This Year: 823
(Last Year: 439)

Stations Traded This Week: 64
(Last Year: 21)

TRANSACTIONS AT A GLANCE

- **NewCity Communications**
 - WJZF-FM/Atlanta
 - WZZK-AM & FM & WODL-FM/Birmingham
 - WEZN-FM/Bridgeport, CT
 - WDBO-AM, WZKD-AM, WCFB-FM & WWKA-FM/Orlando
 - KKYX-AM, KCJZ-FM, KCYY-FM/San Antonio
 - WSYR-AM, WBBS-FM & WYYY-FM/Syracuse
 - KRMG-AM, KJSR-FM & KWEN-FM/Tulsa
- **Radio Equity Partners**
 - WARQ-FM & WWDW-FM/Columbia
 - WCKT-FM & WXR-FM/Ft. Myers-Naples
 - WSJS-AM, WTQR-FM & WXRA-FM/Greensboro
 - WREC-AM, WEGR-FM & WRXQ-FM/Memphis
 - KLZJ-FM & WNOE-FM/New Orleans
 - KXXY-AM & FM & KTST-FM/Oklahoma City
 - WWBB-FM & WWRX-FM/Providence
 - WHYN-AM & FM/Springfield, MA
- **American Radio Systems-Secret Communications swap** \$48.5 million
 - WQRS-FM/Detroit
 - WFLN-FM/Philadelphia
 - KMJI-AM & KSFM-FM/Sacramento
- **Gulfstar acquisitions** \$2.55 million
 - KLAK-FM/Durant, OK
 - KTBB-AM & KTYL-FM/Tyler, TX
- **KBZT-FM/San Diego** \$30 million
- **KSOL-FM & KYLZ-FM/San Francisco** \$40 million
- **KWSL-AM & KGLI-FM/Sioux City, IA** \$2.1 million (approx.)
- **WPRC-AM, WTAX-AM, WDBR-FM & WWTE-FM/Springfield, IL** \$6 million
- **WSSO-AM & WMXU-FM/Starkville, MS** \$620,000
- **WDAY-FM/Fargo, ND** \$1.5 million
- **WKFM-FM/Huron, OH** \$450,000
- **WCXJ-AM/Braddock, PA** \$150,000
- **WMBY-FM/Myrtle Beach, SC** \$1.1 million
- **WMGL-FM/Ravenel & WWWZ-FM/Summerville, SC** \$7,505,000
- **WLIJ-AM/Shelbyville, TN** \$140,000 for 88%
- **WSAU-AM & WIFC-FM/Wausau, WI** \$3.5 million

TRANSACTIONS

Cox Gets A NewCity; Clear Channel Gets More Equity

■ **American Radio Systems unhooks two Marlin stations in Secret swap**

Deals Of The Week

NewCity Communications

PRICE: \$250 million

TERMS: Cash

BUYER: Cox Broadcasting Inc., headed by Exec. VP/Radio Robert Neil. It owns 17 other stations.

SELLER: NewCity Communications Inc., headed by President Dick Ferguson

WJZF-FM/Atlanta

FREQUENCY: 104.1 MHz

POWER: 60kw at 1217 feet

FORMAT: NAC

WZZK-AM & FM & WODL-FM/Birmingham

FREQUENCY: 610 kHz; 104.7 MHz; 106.9 MHz

POWER: 5kw day/1kw night; 99kw at 1299 feet; 99kw at 1152 feet

FORMAT: Country; Country; Oldies

WEZN-FM/Bridgeport, CT

FREQUENCY: 99.9 MHz

POWER: 27.5kw at 669 feet

FORMAT: AC

WDBO-AM, WZKD-AM, WCFB-FM & WWKA-FM/Orlando

FREQUENCY: 580 kHz; 950 kHz;

94.5 MHz; 92.3 MHz
POWER: 5kw; 5kw; 100kw at 1470 kHz; 98kw at 1339 feet
FORMAT: News/Talk; Children's; Urban AC; Country

KKYX-AM, KCJZ-FM & KCYY-FM/San Antonio

FREQUENCY: 680 kHz; 106.7 MHz; 100.3 MHz

POWER: 50kw day/10kw night; 10kw at 1017 feet; 98kw at 984 feet

FORMAT: Country; NAC; Country

WSYR-AM, WBBS-FM & WYYY-FM/Syracuse

FREQUENCY: 570 kHz; 104.7 MHz; 94.5 MHz

POWER: 5kw; 50kw at 492 feet; 100kw at 650 feet

FORMAT: News; Country; Hot AC

KRMG-AM, KJSR-FM & KWEN-FM/Tulsa

FREQUENCY: 740 kHz; 103.3 MHz; 95.5 MHz

POWER: 50kw day/25kw night; 100kw at 1280 feet; 96kw at 1329 feet

FORMAT: Full-Service; Classic Rock; Country

Radio Equity Partners

PRICE: \$235 million

TERMS: Cash

BUYER: Clear Channel Communications Inc., headed by President/CEO Lowry Mays. It owns 61 other stations.

SELLER: Radio Equity Partners, headed by managing general partner George Sosson

WARQ-FM & WWDW-FM/Columbia

FREQUENCY: 93.5 MHz; 101.3 MHz

POWER: 2.8kw at 443 feet; 100kw at 1322 feet

FORMAT: Rock; Urban

WCKT-FM & WXR-FM/Ft. Myers-Naples

FREQUENCY: 107.1 MHz; 105.5 MHz

POWER: 25.5 MHz at 709 feet; 7.1kw at 595 feet

FORMAT: Country; Oldies

WSJS-AM, WTQR-FM & WXRA-FM/Greensboro

FREQUENCY: 600 kHz; 104.1 MHz; 94.5 MHz

POWER: 5kw; 100kw at 1453 feet; 100kw at 981 feet

FORMAT: News/Talk; Country; Rock

WREC-AM, WEGR-FM & WRXQ-FM/Memphis

FREQUENCY: 600 kHz; 102.7 MHz; 95.7 MHz

POWER: 5kw; 98kw at 899 feet; 6kw at 328 feet

FORMAT: Nostalgia; Classic Rock; Alternative

KLZJ-FM & WNOE-FM/New Orleans

FREQUENCY: 106.7 MHz; 101.1 MHz

POWER: 100kw at 981 feet; 100kw at 1004 feet

FORMAT: NAC; Country

KXXY-AM & FM & KTST-FM/Oklahoma City

FREQUENCY: 1340 kHz; 96.1 MHz; 101.9 MHz

POWER: 1kw; 98kw at 1171 feet; 98kw at 1388 feet

FORMAT: Country; Country; Country

WWBB-FM & WWRX-FM/Providence

FREQUENCY: 101.5 MHz; 103.7 MHz

POWER: 13.5kw at 951 feet; 37kw at 568 feet

FORMAT: Oldies; Classic Rock

WHYN-AM & FM/Springfield, MA

FREQUENCY: 560 kHz; 93.1 MHz

POWER: 5kw day/1kw night; 8.9kw at 1001 feet

FORMAT: Full Service; AC

Swap Deal

American Radio Systems-Secret Communications

EXCHANGE VALUE: \$48.5 million

TERMS: American Radio Systems is swapping the assets of WQRS-FM/Detroit and WFLN-FM/Philadelphia in exchange for Secret Communications' KMJI-AM & KSFM-FM/Sacramento plus \$20 million cash. ARS will retain the Philadelphia real estate and tower assets, valued at \$3 million-\$4 million.

WQRS-FM/Detroit

TRADED TO: Secret, headed by President/CEO Frank Wood. It owns 13 other stations, including WJLB-FM & WMXD-FM/Detroit.

FREQUENCY: 105.1 MHz

POWER: 20kw at 784 feet

FORMAT: Classical

WFLN-FM/Philadelphia

TRADED TO: Secret

FREQUENCY: 95.7 MHz

POWER: 50kw at 502 feet

FORMAT: Classical

KMJI-AM & KSFM-FM/Sacramento

TRADED TO: ARS, headed by Chairman/CEO Steve Dodge. It owns, operates, or has agreed to buy 59 other stations, including KCTC-AM, KSTE-

AM & KYMX-FM/Sacramento.
FREQUENCY: 1380 kHz; 102.5 MHz
POWER: 5kw; 50kw at 499 feet
FORMAT: Sports; CHR

Group Deal

Gulfstar acquisitions

PRICE: \$2.55 million

TERMS: Asset sale for cash: \$435,000 for KLAK; \$800,000 for KTBB; and \$1,315,000 for KTYL
BUYER: Gulfstar Communications Inc., headed by President Steven Hicks. It owns or has agreed to buy 29 other stations. Phone: (512) 320-7222

SELLER: KTBB Radio Inc., KTYL Radio Inc., and 97.5 Radio Inc., all headed by President James Stansell Jr. Phone: (214) 528-4633

KLAK-FM/Durant, OK

FREQUENCY: 97.5 MHz

POWER: 45kw at 515 feet

FORMAT: AC

KTBB-AM & KTYL-FM/Tyler, TX

FREQUENCY: 600 kHz; 93.1 MHz

POWER: 5kw day/2.5kw night; 100kw at 459 feet

FORMAT: News/Talk; AC

California

KBZT-FM/San Diego

PRICE: \$30 million

TERMS: Cash

BUYER: Jefferson Pilot Communications Co. The Radio Division is headed by President Clarke Brown. It owns or has agreed to acquire 15 other stations, including KSON-AM

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has sold

WIBX (AM)/WLZW (FM) - Utica, New York
WTNY (AM) & WTNY-FM - Watertown, New York
WMSA (AM) - Massena, New York

to

FOREVER BROADCASTING, INC.

and

WFRG, INC.

The undersigned initiated the above, assisted in the negotiations and acted as the exclusive broker in the transaction.



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