A NEED FOR SIGNS

Yard signs rising across the country as families pivot to celebrate important events while social distancing

TYRANZA
Memphis Zoo says goodbye to 56-year-old elephant Tyranza

A DREAM JOB
Community development a "dream job" for returning Memphian
Pandemic drives need for signs

A teacher stuck at home during the height of the pandemic saw the proliferation of yard signs and decided to get in on a piece of the action.

Shatamara Davis trekked across Memphis at night until the wee hours of the morning with a car full of oversized alphabets. She erected yard signs with celebratory messages for birthdays, anniversaries and graduations as shelter-at-home orders shifted the way society throws a party.

“We’re busy every weekend,” said Davis, the owner of Prissy and Preppy Yard Cards and Signs and a reading instructor at American Way Middle School. “It took off faster than we thought it would. We’re always adding signs to our inventory. They’ve taken up our whole attic. They’re huge!”

Yard signs are rising across the country as families pivot to celebrate important events while socially distancing, but that doesn’t mean business is great for all sign companies. Signs Now creates signs for funerals, for groceries and for the Memphis Area Transit Authority. It did all the municipal signs for the City of Germantown. The signs provided instructions on social distancing and mask-wearing. A sign at a local Kroger offered: “Stop. Mask Required. Local ordinances require face coverings to be worn.”

“There’s a whole new branch of signage industry that’s going on because of COVID,” Shane said. Signs Now also has made “floor graphics,” which tell customers where to stand to be six feet apart from other customers. The signs have a two- to five-year durability or lifespan, Shane said. While he doesn’t expect the demand for signs to taper off soon, he said eventually everyone will have the signs they need. “It’s going to get saturated. Sooner or later, everyone is going to have their signs — unless they get a different (health department) mandate,” Shane said. FastSigns International Inc., with two locations in Memphis, issued a press release in mid-August to report strong growth year-to-date in 2020.

The growth included 12 new franchise agreements since March 1. The company attributed its growth to its centers being deemed essential businesses during the pandemic and to the pivoting of their services. “We’re incredibly proud of how our franchisees adapted to the changing climate by tapping into the diverse product range we offer so they could fulfill the unique needs of their customers,” Mark Jameson with FastSigns franchise support and development department said. “Throughout the pandemic, our franchisees have continued to manufacture critical signage, plexiglass shields and more to help hospitals, local governments and businesses communicate important health and safety information and to protect communities.”

While larger companies construct their own signs, Davis at Prissy and Preppy Yard Cards and Signs buys her signs from vendors. Her rental and set-up services start at $85. She visits about six yards a night each weekend and returns the following day to pick up the signs. Her 15-year-old daughter, Jasmy Lynons, a Bartlett High student, cleans them up and places them in the attic for retrieval on another weekend.

“It’s my first job ever,” said Jasmy, an aspiring nurse. “I’ve been trained to be aware and pay more attention. You can’t forget a letter.”

Steven Davis, Davis’ husband, works at a railroad but says doing the side sign gig with his family is not a huge drain on his energy. “It’s more than a job,” he said as he helped keep yard card orders separated in the back of the family’s gray Toyota van. “We bring a lot of joy to people. Kathy James, a 911 dispatcher who celebrated her 50th birthday in August, peeked through her blinds as the Davis family layered letters with musical notes on cards under a bright moon. She opened her door, but the Davis’ don’t like an audience.

“Not yet,” said Shatamara Davis, waving her back. After the Davis’ pulled away, James exploded onto her yard. She squealed. Then she snapped photos. The following day, she held a drive-by/pull-up party for herself.

“I’ve had grandma make a cake, but I’d never had a party party. I picked the pandemic year for one,” Davis said. “It made me feel special to be able to do something at a time like this, even if we weren’t hugging on each other. I haven’t seen my family in months,” she said. “This was our first foray into maybe spending some time with one another.”

Amanda Higgs also started her 901 Yard Party Signs business after the pandemic hit the Mid-South. She struck upon the idea of doing signs after her gourmet cooking demonstration business “crashed” with COVID-19. She does 30 to 35 signs a week, “It’s been crazy ever since. Crazy,” Higgs said.

As for the future of the yard sign business, Higgs predicts the pandemic will have a lasting impact on how some but not all parents party. “I can’t tell you how many parents have said to me, ‘I’m never throwing a child’s party again,”’ Higgs said.
Pandemic poses challenges for Youth Villages’ LifeSet program

DON WADE
The West Tennessee News

It might sound like a pretty basic list: finishing high school or earning a GED; applying for scholarships and starting college; finding and maintaining suitable housing; finding and maintaining employment; applying for medical insurance; learning essential financial skills; and building and maintaining healthy relationships.

That’s not even the complete list. And notice, it’s already long.

Everything on that list, and some of the mix and the results can severely threaten that chance to adulthood coming out of difficult situations—everything from aging out of long-term foster care to having been in the juvenile justice system.

Add the COVID-19 pandemic to the mix and the results can severely threaten that chance at success.

“The LifeSet kids were losing housing, jobs, their support systems,” said Patrick Lawler, Youth Villages’ CEO.

“We found out they needed help paying their bills, getting mobile devices. They needed more support because they were already out there living on the edge before the pandemic. And of course, there’s fear and anxiety.”

Christen Glickman, Youth Villages (YV) federal policy manager based in Washington, says in March as the pandemic gripped the country, a survey of young people participating in the LifeSet program found a quarter of them anticipated losing a job and 10% feared they would run out of food in two weeks.

Additionally, FosterClub surveyed “transition-age-youth” 18 to 24 nationally and found 50% of those who said they had lost work and filed for unemployment benefits reported not receiving them. Thirty-seven percent said they had family (legal or chosen) they could rely on during the pandemic. The COVID-19 crisis created an instant crossroads. And for many, a daily challenge of how to get from Point A to Point B.

“We continued on

Zoo friends honor beloved elephant

KAREN PULFER FOCHT
The West Tennessee News

Memphis Zoo is saying goodbye to one of its most beloved residents, Tyranza the elephant who died Friday Sept. 4, 2020. Visitors are paying their respects by leaving cards and flowers at the elephant statue on the Zoo's front plaza.

At age 56 she set the record for longest-lived African elephant in North America, zoo officials said. Ty, as her friends called her, was born in the wild in 1964, where it is believed she was orphaned. After a short stint as a circus elephant with Ringling Brothers, she was retired to Memphis Zoo in 1977.

Zoo officials believe members of her matriarch, the Zoo's chief zoological officer Matt Thompson said, "Elephants are both extremely intelligent and extremely social. They have been observed mourning deceased members of their herd in the wild. We expect to see the same behavior.

Houston Winbigler, a retired animal keeper at the zoo, had a soft spot for Ty. After all, he cared for her for close to 40 years before his retirement.

Winbigler knew how to make Tyraa purr, where she liked to be scratched (her tongue), and how her mind worked when it came to a sense of fairness amidst the elephant herd.

Animal conservationist Dan Ashe said poaching and wildlife trafficking are decimating elephant populations in Africa. Much of the ivory illegally harvested from these elephants ends up in the hands of American consumers, or passes through our ports on the way to Asia and other parts of the world," Ashe said.

"The Memphis Zoo and other accredited zoos and aquariums across the nation play a key role in educating visitors about the problem and how their choices as consumers affect elephants and other imperiled wildlife."

"From when I first received his case, he’s really made a lot of progress,” said Rebekah Fields, the specialist assigned to working with him.

Frazier is on track on getting his barber's license through the Tennessee College of Applied Technology next month, provided he passes his final exam. He also is about to start taking an automotive vocational course.

"I want like two trades, one as a main and one as a backup," he said.

Because of the pandemic, Fields and Frazier have been meeting virtually. While they talk, she can watch Frazier cutting hair on a mannequin in preparation for his test.

He made his first attempt at cutting hair when he was in middle school. On himself with a $10 pair of clippers.

"I gave myself a real messed-up haircut," he said. "I tried to do a fade, but it was like I had a bowl on top of my head. I had to go to school like that and I got checked.”

Although he made progress from there and even made money cutting hair while attending Whitehaven High School, he has since learned there is more to it.

"You basically learn the bones in the head, the skin..."
New clinic focuses on helping patients with depression, PTSD

Dr. Ginger Williams prepares a customized dip at her Revive Ketamine Clinic on Friday, Sept. 4, in Arlington.

(Mark Weber/The West Tennessee News)

MICHAEL WADDELL
The West Tennessee News

Since the opening of her clinic in Arlington earlier this year, Dr. Ginger Williams has touted the benefits of low-dose ketamine, building awareness to the treatment while building her new business.

Williams, owner of Revive Ketamine and IV Infusion Clinic, says the approach helps patients deal with post-traumatic stress disorder, depression, anxiety and some chronic pain syndromes.

“It’s amazing to watch patients come in here and they’ve tried everything. They’ve tried multiple medications, and they’re not getting the relief,” Williams said. “To see them get the (ketamine) treatment and walk out of here a different person after just one treatment has been phenomenal.”

Developed in the 1960s and used for operating on soldiers during the Vietnam War, ketamine is an anesthetic drug that blocks pain and also affects receptors in the brain associated with depression, according to webMD. Major depression affects more than 16 million adults in the United States every year, with nearly a third not finding relief from antidepressants and other traditional treatments, webMD states. Studies found that ketamine can have long-lasting benefits against depression, even though the drug stays in the body only a short time.

Williams, an advanced practice nurse anesthesiologist from Atoka, has worked in the medical field for 28 years and practiced anesthesia for nearly 17 years. She administers ketamine (which is also used as an animal tranquilizer) daily in the form of anesthesia. One reason she started her own business is that her son is in the U.S. Army, and many military personnel and their family members suffer from PTSD. She also took an anesthesia course that highlighted ketamine’s help with mental illness.

“I’ve noticed that nine of 10 patients that come in here ... have either anxiety or depression in some form,” said Williams. “I thought, ‘well this is what I do, and I should be able to help people.’ There aren’t many places like this locally where people can go, so I wanted to bring this here and offer it to as many people as I can.”

She stresses that she is not a mental health provider and patients receiving ketamine treatments must have a referral from whomever is treating them.

Nurse practitioner Dr. Deanna Speight, who owns Speight Family Medicine, took her teenage daughter, who suffered from depression and anxiety, to Revive over the summer. “It worked wonderfully and was a great experience. She’s a different kid now,” said Speight, who refers some of her patients with anxiety and depression to Williams’ clinic.

Revive also offers intravenous vitamin hydration services that help combat hangovers, migraines, heavy training workouts, and fatigue – with the most popular being the Myers’ Cocktail, as well as B12 injections.

Williams said she chose Arlington for her business because it is only 20 minutes from her home in Atoka. Her 1,350-square-foot clinic at 6220 Greenlee features two private infusion rooms for ketamine patients as well as a room for vitamin infusions.

“It’s really busy here in Arlington, and I just thought it would be a great location where I could serve a lot more people,” Williams said.
Memphis-area home sales fall 5.3% in August, but prices rise

TOM BAILEY
The West Tennessee News

Real estate agents sold 102 fewer Memphis-area houses during this August than they did in August 2019: a 5.3% drop. Yet, the total amount in the sales prices, called “sales volume,” still rose by $27.5 million, or 7.3 percent.

That can only mean that the fewer houses sold are fetching higher sales prices.

Sales prices continue to climb from an average of $195,134 in August 2019 to $221,098 last month, according to statistics provided by the Memphis Area Association of Realtors. That’s a 13.3% increase in sales prices from over a year ago.

And higher prices reflect another, years-long trend in real estate: The number of houses for sale, or “inventory,” continues to shrink.

In August, the inventory dropped by 2.1% compared to a year ago, down to 2.8% homes on the market. By contrast, two years ago the number of homes for sale in the Memphis area totaled 4,519. And before the Great Recession occurred in 2008, well over 13,000 houses were listed for sale in the Memphis area.

The competitiveness of the market was evident, with sales volume up more than 7 percent in August and now more than 3 percent ahead year-to-date,” Kathryn Garland, president of the Memphis-area Realtors, said in a release.

“Average sales price has increased almost nine percent year-to-date.”

The Memphis Area Association of Realtors has about 4,100 members. Its MAARdata system includes records of all single-property sales in Shelby, Fayette, and Tipton counties.

Community development a ‘dream job’ for returning Memphian

OMER YUSUF
The West Tennessee News

Damon Williams, 42, returned home to be closer to his family after two decades in Washington and San Francisco.

He built up a lengthy resume with various nonprofit and housing agencies in two of the largest cities in America. Unsurprisingly, Williams was optimistic about his job prospects – that did not last.

“There was a lot of ‘your resume is great. Love to have you, but you’re overqualified,’ Williams said. “I understand what that is. A lot of it was also around who do you know to be able to get an interview. It was challenging. As the job search continued, Williams said, seeing an opening for the vacant executive director position with the Frayser Community Development Corp. Former director Steve Lockwood, in the position 18 years, announced his upcoming retirement in February. After writing a “pretty personal” cover letter and pushing for a conversation about what his vision would be if selected, Williams’ luck began to change. Selected by the nonprofit’s board in July to fill the vacancy, Williams now runs Frayser CDC, one of the largest neighborhood nonprofit organizations in Memphis.

“I started thinking about why I’m here. What things I really care about. Really for me, it was helping people. One of the things that really bothers me is when I see people being treated unfairly or discrepancies in the way people are receiving services.”

After graduating from UT-Chattanooga with a degree in nonprofit management, Williams moved to Washington. The organization wants to continue improving Frayser’s trajectory upward.

“If I could imagine my dream job, this would be it,” Williams said. Williams spent his childhood in Westwood and Whitehaven gaining a curiosity about the way things were in his hometown. A Whitehaven High graduate, he developed his civic-mindedness at Doubletree Elementary. Through his elementary school principal, Williams regularly attended political campaign events with classmates. “As a little kid, I would watch the news and just kind of connect the dots,” Williams said. “I saw there was a level of inequity in Memphis. Even as a young kid, things always seemed to boil down to race in Memphis. As a young kid, that definitely had an impact just how things varied depending on your ZIP code.”

When Williams left Memphis to attend the University of Tennessee-Chattanooga, he joined various community organizations hoping to find his calling.

“That’s how I got exposure to the nonprofit and political world,” Williams said. “I started thinking about why I’m here. What things I really care about. Really for me, it was helping people. One of the things that really bothers me is when I see people being treated unfairly or discrepancies in the way people are receiving services.”

After graduating from UT-Chattanooga with a degree in nonprofit management, Williams moved to Washington. The four years later in 2006, Williams entered the housing world as a housing trainer, and later program coordinator, with Housing Counseling Services in D.C. His job duties were to understand and inform the public about fair housing and down-payment assistance programs.

“It made me more passionate about what I did and stretched the importance of what we did,” Williams said. “I think it made me better, because in a small way, we were fighting a small piece of injustice.”

Since he can remember, Williams wanted to live in California. While pursuing a doctorate in nonprofit management, many of the schools that offered that program were in his dream state.

In 2012, he moved to San Francisco to pursue a doctorate and is currently writing his dissertation. He previously got his master’s in nonprofit management from University of Maryland Global Campus in 2006. During his time in San Francisco, he worked at the Tenderloin Housing Clinic as an associate director of property.
Week of 9/14/20

**Daily Crossword**

**ACROSS**
1. Puts in stitches  
5. Tiptop  
6. Hot sauce  
14. Cookie for dunking  
15. Watch-step link  
16. French farewell  
17. Keepie, for one  
20. Go off-script  
22. Trepidation  
23. Engrossed by  
25. Match, in poker  
26. Conclusive trial  
28. Poe's middle name  
39. Bic file  
41. Long, long  
43. On the way  
46. Ammunition wagon  
47. Arithmetic sign  
48. Kind of cavity  
49. Summer beverage  
50. Unable to sit still  
51. Hollywood Danson  
52. Make a go of it  
53. Mr. T's group  
54. False show  
55. Oog reprimand  
56. Certain dancer  
57. Staff symbol  
58. Kind of cap  
59. One-sided  
60. Reduce, as expenses  
61. Money substitute  
62. iPhone assistant  
63. Spellbound  
64. Spartan slave  
65. Leak slowly  
66. Telephoto, for example  
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**DOWN**
1. Bubbly drinks  
2. Lose ground?  
3. Justly deserved  
4. Songs for one  
5. Sailor's assent  
6. Keep in custody  
7. Like some colors  
8. Unpredictable  
9. Tree tricking  
10. Cop to  
11. Bank claim  
12. Email folder  
13. Pilot starter  
14. Gladiator's place  
15. Railing part  
16. Felix, for one  
17. Like beauty, they say  
18. and clear  
19. Gathering, as things  
20. Capricorn's creature  
21. One's partner  
22. Shed  
23. "Way to go!"  
24. Standing  
25. **The Weekly Crossword** by Margie E. Burke

Edited by Margie E. Burke

How to Solve: Each row must contain the numbers 1 to 9, each column must contain the digits 1 to 9, and each set of 3 by 3 boxes must contain the numbers 1 to 9.

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**Sudoku Difficulty: Medium**

Edited by Margie E. Burke

How to Solve: Each row must contain the numbers 1 to 9, each column must contain the digits 1 to 9, and each set of 3 by 3 boxes must contain the numbers 1 to 9.

Answers to Last Week's Sudoku:

Edited by Margie E. Burke

Your source for accurate and unbiased real estate data you can trust. [www.ChandlerReports.com](http://www.ChandlerReports.com)
SUBSTITUTE TRUSTEE’S NOTICE OF SALE

SALE at public auction will be on October 6, 2020, at 4:00:00 PM, at the north entrance of the Madison County Courthouse, Madison, Tennessee, and described in the said Deed of Trust to be sold to the highest bidder, subject to the conditions and terms of said Deed of Trust, and the entirety of the indebtedness has been declared due and payable.

Party Entitled to Enforce the Deed: Reverse Mortgage Funding LLC, its successors and assigns.

The real estate located in Madison County, Tennessee, described in the said Deed of Trust to be sold to the highest bidder, the terms of the said Deed of Trust may be modified by other parties, including those created by a fixture or setback lines that may be applicable; any prior liens or encumbrances; and home warranties or representations of any kind, express or implied, including without limitation, warranties regarding the condition or quality of the property, the fitness for any intended use, or the ability to use the property.

The following parties may claim an interest in the above-referenced property to be affected by the foreclosure: any judgment creditor or lien holder having a lien or interest in the property, any prior mortgagee or seller, any real estate agents, or under any of the foregoing. Such other parties as the Substitute Trustee may include: Department of Housing and Urban Development.

The real property is sold for cash, free and clear of rights of redemption, equity or setback lines that may be applicable; any prior liens or encumbrances; and home warranties or representations of any kind, express or implied, including without limitation, warranties regarding the condition or quality of the property, the fitness for any intended use, or the ability to use the property.

The right is reentered to a day at the sale to another day, time and place certain without further publication, upon announcement at the time and place for the sale set forth in the notice of the sale, or all amounts due under the mortgage agreement in the form of a certified or cashier’s check payable to the Secretary of HUD. If the sale is not held as advertised, all deposits will be returned to the successful bidder at the conclusion of the auction in the place, time and manner as set forth in the notice of the sale.

The Substitute Trustee reserves the right to rescind the sale if it appears of record in Plat Book 2, Page 72, in the Register of Madison County, Tennessee, and described in the said Deed of Trust to be sold to the highest bidder, the terms of the said Deed of Trust may be modified by other parties, including those created by a fixture or setback lines that may be applicable; any prior liens or encumbrances; and home warranties or representations of any kind, express or implied, including without limitation, warranties regarding the condition or quality of the property, the fitness for any intended use, or the ability to use the property.

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Foreclosure Notices

**Tipton County**

**SUBSTITUTE TRUSTEE'S SALE**

For the foregoing debt due and owing to the Substitute Trustee, reference is hereby made to the Mortgagor, the Mortgagee or the Successors or Assigns thereof, for a more particular description of the property sold herein below, pursuant to the power of sale granted to the Substitute Trustee, as more fully described in the foregoing Foreclosure Notice.

The real estate located in Tipton County, Tennessee, will be sold by the Substitute Trustee, at 7:00 A.M., on or about 10:00AM **27, 2020**, to the highest bidder subject to all conditions set forth in said Foreclosure Notice, for the purpose of paying the debt due and owing to said Substitute Trustee and for the expenses of the sale.

The sale will be held at the Tipton County Courthouse, 100 South Main, Bolivar, Tennessee 38008.

**THE PROPERTY IS SOLD WITHOUT ANY REPRESENTATIONS OR WARRANTIES, EXPRESSED OR IMPLIED, RELATING TO TITLE, THE VALIDITY OF THE CONVEYANCE, QUIET ENJOYMENT OR THE LIKE AND FITNESS FOR GENERAL OR SPECIAL PURPOSE.**

The title is believed to be good, but the undersigned will sell and convey only as Substitute Trustee.

The right is reserved to adjourn the sale to another day or to another time, and place, and time certain, without further publication upon any notice or announcement on the day, time, and place of said sale and said sale shall be set forth above any subsequent adjourned day, time, and place of sale.

If you purchase a property at the foreclosure sale, the entire purchase price must be payable at the conclusion of the auction in the form of certified funds made payable to or endorsed to Padgett Law Group. No personal checks will be accepted. To this end, you must bring sufficient funds to bid the lender and any other bidders. Insufficient funds will not be accepted. Amounts received in excess of the winning bid will be refunded to the successful purchaser at the time the foreclosure deed is delivered.

This property is being sold with the express reservation that the sale is subject to the rejection of any order of the court or trustee. This sale may be rescinded by the Substitute Trustee at any time.

**THIS IS AN ATTEMPT TO COLLECT A DEBT, AND ANY INFORMATION OBTAINED WILL BE USED FOR THAT PURPOSE.**

For applicable, the notice requirements of T.C.A. 35-5-101 have been met.

All right of equity of redemption, statutory and otherwise, and homestead exemption are expressly waived in said Deed of Trust. But the undersigned will sell and convey only as Substitute Trustee.

This property is being sold with the express reservation that the sale is subject to the rejection of any order of the court or trustee. This sale may be rescinded by the Substitute Trustee at any time.

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