

Upon Recording Return to:
STILES & STILES, INC., P.S.
P.O. Box 228
Sedro-Woolley, WA 98284



200311040149
Skagit County Auditor

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Abbreviated Legal: Unit 727, M-F Sub Lot 3, "CASCADE PALMS BSP NO. 02-973", AF#:
200211120149.
Assessor's Tax Parcel No.: P119766

ANY OPTIONAL PROVISION NOT INITIALED BY ALL PERSONS SIGNING THIS CONTRACT WHETHER
INDIVIDUALLY OR AS AN OFFICER OR AGENT IS NOT A PART OF THIS CONTRACT

**REAL ESTATE CONTRACT
(RESIDENTIAL SHORT FORM)**

1. **PARTIES AND DATE.** This Contract is entered into on this 30th day of October, 2003
between TRAIL INVESTMENTS, LLC, a Washington Limited Liability Company as "Seller" and
ROBERT C. ERICKSON and SHIRLEY J. ERICKSON, husband and wife as "Buyer."

2. **SALE AND LEGAL DESCRIPTION.** Seller agrees to sell to Buyer and Buyer agrees to
purchase from Seller the following described real estate in Skagit County, State of Washington:

SEE ATTACHED LEGAL DESCRIPTION

3. **PERSONAL PROPERTY.** Personal property, if any, included in the sale is as follows:

No part of the purchase price is attributed to personal property.

4. (a) **PRICE.** Buyer agrees to pay:

	\$ 169,950.00	Total Price
Less	(\$ 60,000.00)	Down Payment
Less	(\$ -0-	Assumed Obligation(s)
Results in	\$ 109,950.00	Amount Financed by Seller.

(b) **ASSUMED OBLIGATIONS:** NONE

(c) **PAYMENT OF AMOUNT FINANCED BY SELLER.**

Buyer agrees to pay the sum of \$109,950.00 as follows:

1. \$109,950.00 all cash upon closing of the sale of the property known as 22396 Suenic Road, Sedro-Woolley, Skagit County Assessor's Tax Parcel No. P64716. The amount financed by Seller shall not bear interest.
2. Trail Investments, through Stiles Realty or other local real estate broker, will continue to market the Suenic property until sold.
3. Funds received on the sale of the Suenic property, after costs of sale and accrued interest, shall first be applied to pay off the existing loan on the Suenic property of approximately \$37,000, second to pay off the \$109,950 owing on this contract. Any

remaining funds shall be paid to the Ericksons.

4. Any sale of the Suenic property to be approved by the Ericksons. If no sale occurs within 6 months for a price in excess of the \$146,950 (plus costs of sale and interest), Trail Investments has the option to sell the property for a price that they deem reasonable. If a sale for less than a net of \$146,950 is offered within 6 months of the date of this contract, authority to sell will not be unreasonably withheld if Trail Investments consents to said sale. If a sale is made for less than the funds expended, Ericksons shall not have to pay the difference.

5. Ericksons shall continue to make the payments on the Suenic property, including the existing mortgage, real estate taxes and insurance, until the property is sold.

6. Trail Investments shall make the interest payments on the \$60,000.00 loan obtained by the Ericksons for the down payment from Whidbey Island Bank for a period of 6 months, at which time, if the Suenic property has not sold, the parties agree to re-evaluate the terms of this contract.

NOTWITHSTANDING THE ABOVE, THE ENTIRE BALANCE OF PRINCIPAL IS DUE IN FULL NOT LATER THAN _____, 200__.

Payments are applied to principal. Payments shall be made at:
Trail Investments, LLC
8286 Stiles Lane
Sedro-Woolley, WA 98284
or such other place as the Seller may hereafter indicate in writing.

5. FAILURE TO MAKE PAYMENTS ON ASSUMED OBLIGATIONS. If Buyer fails to make any payments on assumed obligation(s), Seller may give written notice to Buyer that unless Buyer makes the delinquent payment(s) within fifteen (15) days, Seller will make the payment(s), together with any late charge, additional interest, penalties, and costs assessed by the Holder of the assumed obligation(s). The 15-day period may be shortened to avoid the exercise of any remedy by the holder of the assumed obligation. Buyer shall immediately after such payment by Seller reimburse Seller for the amount of such payment plus a late charge equal to five percent (5%) of the amount so paid plus all costs and attorneys' fees incurred by Seller in connection with making such payment.

6. (a) OBLIGATIONS TO BE PAID BY SELLER. The Seller agrees to continue to pay from payments received hereunder the following obligation, which obligation must be paid in full when Buyer pays the purchase price in full:

That certain _____ dated _____,
recorded as AF# _____.

ANY ADDITIONAL OBLIGATIONS TO BE PAID BY SELLER ARE INCLUDED IN ADDENDUM.

(b) EQUITY OF SELLER PAID IN FULL. If the balance owed the Seller on the purchase price herein becomes equal to the balances owed on prior encumbrances being paid by Seller, Buyer will be deemed to have assumed said encumbrances as of that date. Buyer shall thereafter make payments direct to the holders of said encumbrances and make no further payments to Seller. Seller shall at that time deliver to Buyer a fulfillment deed in accordance with the provisions of Paragraph 8.

(c) FAILURE OF SELLER TO MAKE PAYMENTS ON PRIOR ENCUMBRANCES. If Seller fails to make any payments on any prior encumbrance, Buyer may give written notice to Seller that unless Seller makes the delinquent payments within 15 days, Buyer will make the payments together with any late charge, additional interest, penalties, and costs assessed by the holder of the prior



encumbrance. The IS-day period may be shortened to avoid the exercise of any remedy by the holder of the prior encumbrance. Buyer may deduct the amounts so paid plus a late charge of 5% of the amount so paid and any attorneys' fees and costs incurred by Buyer in connection with the delinquency from payments next becoming due Seller on the purchase price. In the event Buyer makes such delinquent payments on three occasions, Buyer shall have the right to make all payments due thereafter direct to the holder of such prior encumbrance and deduct the then balance owing on such prior encumbrance from the then balance owing on the purchase price and reduce periodic payments on the balance due Seller by the payments called for in such prior encumbrances as such payments become due.

7. OTHER ENCUMBRANCES AGAINST THE PROPERTY. The property is subject to encumbrances including the following listed tenancies, easements, restrictions and reservations in addition to the obligations assumed by Buyer and the obligations being paid by Seller:

1. Declaration of Covenants, Conditions, Restrictions and Reservations of Cascade Palms, an Adult Condominium.
2. Articles of Incorporation and Bylaws of the Cascade Palms Association of Unit Owners.

ANY ADDITIONAL NON-MONETARY ENCUMBRANCES ARE INCLUDED IN ADDENDUM.

8. FULFILLMENT DEED. Upon payment of all amounts due Seller, Seller agrees to deliver to Buyer a Statutory Warranty Deed in fulfillment of this Contract. The covenants of warranty in said deed shall not apply to any encumbrances assumed by Buyer or to defects in title arising subsequent to the date of this Contract by, through or under persons other than the Seller herein. Any personal property included in the sale shall be included in the fulfillment deed.

9. LATE CHARGES. If any payment on the purchase price is not made within ten (10) days after the date it is due, Buyer agrees to pay a late charge equal to 5% of the amount of such payment. Such late payment charge shall be in addition to all other remedies available to Seller and the first amounts received from Buyer after such late charges are due shall be applied to the late charges.

10. NO ADVERSE EFFECT ON PRIOR ENCUMBRANCES. Seller warrants that entry into this Contract will not cause in any prior encumbrance (a) a breach, (b) accelerated payments, or (c) an increased interest rate; unless (a),(b) or (c) has been consented to by Buyer in writing..

11. POSSESSION. Buyer is entitled to possession of the property from and after the date of this Contract, or October 1, 2003, whichever is later, subject to any tenancies described in Paragraph 7.

12. TAXES, ASSESSMENTS AND UTILITY LIENS. Buyer agrees to pay by the date due all taxes and assessments becoming a lien against the property after the date of this Contract. Buyer may in good faith contest any such taxes or assessments so long as no forfeiture or sale of the property is threatened as the result of such contest. Buyer agrees to pay when due any utility charges which may become liens superior to Seller's interest under this Contract. If real estate taxes and penalties are assessed against the property subsequent to date of this Contract because of a change in use prior to the date of this Contract for Open Space, Farm, Agricultural or Timber classifications approved by the County or because of a Senior Citizen's Declaration to Defer Property Tax filed prior to the date of this Contract. Buyer may demand in writing payment of such taxes and penalties within 30 days. If payment is not made, Buyer may pay and deduct the amount thereof plus 5% penalty from the payments next becoming due Seller under the Contract.



13. **INSURANCE.** Seller, or the Association of Unit Owners, agrees to keep all buildings now or hereafter erected on the property described herein continuously insured under fire and extended Coverage policies in an amount not less than the balances owed on obligations assumed by Buyer plus the balance due Seller, or full insurable value, whichever is lower. All policies shall be held by the Seller and be in such companies as the Seller may approve and have loss payable first to any holders of underlying encumbrances, then to Seller as their interests may appear and then to Buyer. If the insurance proceeds are sufficient to pay the contract price for restoration or if the Buyer deposits in escrow any deficiency with instructions to apply the funds on the restoration contract, the property shall be restored unless the underlying encumbrances provide otherwise. Otherwise the amount collected under any insurance policy shall be applied upon any amounts due hereunder in such order as the Seller shall determine. In the event of forfeiture all rights of Buyer in insurance policies then in force shall pass to Seller. Buyer shall provide a "Condominium Owners" policy of insurance, at their expense, to protect their personal property and the interior of the individual condominium property.

14. **NONPAYMENT OF TAXES, INSURANCE AND UTILITIES CONSTITUTING LIENS.** If Buyer fails to pay taxes or assessments, insurance premiums or utility charges constituting liens prior to Seller's interest under this Contract, Seller may pay such items and Buyer shall forthwith pay Seller the amount thereof plus a late charge of 5% of the amount thereof plus any costs and attorney's fees incurred in connection with making such payment.

subject to completion of upgrades set forth in Addendum to Purchase & Sale Agreement.

15. **CONDITION OF PROPERTY.** Buyer accepts the property in its present condition and acknowledges that Seller, his agents and subagents have made no representation or warranty concerning the physical condition of the property or the uses to which it may be put other than as set forth herein. Buyer agrees to maintain the property in such condition as complies with all applicable laws.

16. **RISK OF LOSS.** Buyer shall bear the risk of loss for destruction or condemnation of the property. Any such loss shall not relieve Buyer from any of Buyer's obligations pursuant to this Contract

17. **WASTE.** Buyer shall keep the property in good repair and shall not commit or suffer waste or willful damage to or destruction of the property. Buyer shall not remove commercial timber without the written consent of Seller.

18. **AGRICULTURAL USE.** If this property is to be used principally for agricultural purposes, Buyer agrees to conduct farm and livestock operations in accordance with good husbandry practices. In the event a forfeiture action is instituted, Buyer consents to Seller's entry on the premises to take any reasonable action to conserve soil, crops, tree and livestock.

19. **CONDEMNATION.** Seller and buyer may each appear as owners of an interest in the property in any action concerning condemnation of any part of the property. Buyer may within 30 days after condemnation and removal of improvements, negotiate a contract to substantially restore the premises to their condition before the removal. If the condemnation proceeds are sufficient to pay the contract price for restoration or if the Buyer deposits in escrow any deficiency with instructions to apply the funds on the restoration contract, the property shall be restored unless underlying encumbrances provide otherwise. Otherwise, proceeds of the award shall be applied in payment of the balance due on the purchase price, as Seller may direct.

20. **DEFAULT.** If the Buyer fails to observe or perform any term, covenant or condition of this Contract, Seller may:

(a) **Suit for Installments.** Sue for any delinquent periodic payment; or

(b) **Specific Performance.** Sue for specific performance of any of Buyer's obligations pursuant

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to this Contract; or

(c) **Forfeit Buyer's Interest.** Forfeit this Contract pursuant to Ch. 61.30, RCW, as it is presently enacted and may hereafter be amended. The effect of such forfeiture includes:

(i) all right, title and interest in the property of the Buyer and all persons claiming through the Buyer shall be terminated;

(ii) the Buyer's rights under the Contract shall be cancelled;

(iii) all sums previously paid under the Contract shall belong to and be retained by the Seller or other person to whom paid and entitled thereto;

(iv) all improvements made to and unharvested crops on the property shall belong to the Seller; and

(v) Buyer shall be required to surrender possession of the property, improvements, and harvested crops to the Seller 10 days after the forfeiture.

(d) **Acceleration of Balance Due.** Give Buyer written notice demanding payment of said delinquencies and payment of a late charge of 5% of the amount of such delinquent payments and payment of Seller's reasonable attorney's fees and costs incurred for services in preparing and sending such Notice and stating that if payment pursuant to said Notice is not received within thirty (30) days after the date said Notice is either deposited in the mail addressed to Buyer or personally delivered to the Buyer, the entire balance owing, including interest, will become immediately due and payable. Seller may thereupon institute suit for payment of such balance, interest, late charge and reasonable attorneys' fees and costs.

(e) **Judicial Foreclosure.** Sue to foreclose this contract as a mortgage, in which event Buyer may be liable for a deficiency.

21. RECEIVER. If Seller has instituted any proceedings specified in Paragraph 20 and Buyer is receiving rental or other income from the property. Buyer agrees that the appointment of a receiver for the property is necessary to protect Seller's interest.

22. BUYER'S REMEDY FOR SELLER'S DEFAULT. If Seller fails to observe or perform any term, covenant or condition of this Contract, Buyer may, after 30 days' written notice to Seller, institute suit for damages or specific performance unless the breaches designated in said notice are cured.

23. NON-WAIVER. Failure of either party to insist upon strict performance of the other party's obligations hereunder shall not be construed as a waiver of strict performance thereafter of all of the other party's obligations hereunder and shall not prejudice any remedies as provided herein.

24. ATTORNEYS' FEES AND COSTS. In the event of any breach of this Contract, the party responsible for the breach agrees to pay reasonable attorneys' fees and costs, including costs of service of notices and title searches, incurred by the other party. The prevailing party in any suit instituted arising out of this Contract and in any forfeiture proceedings arising out of this Contract shall be entitled to receive reasonable attorneys' fees and costs incurred in such suit or proceedings.

25. NOTICES. Notices shall be either personally served or shall be sent certified mail, return receipt requested and by regular first class mail to Buyer at 727 Cascade Palms Court, Sedro-Woolley, WA 98284 and to Seller at Trail Investments, LLC, 8286 Stiles Lane, Sedro-Woolley, WA 98284, or such other addresses as either party may specify in writing to the other party. Notices shall be deemed given when served or mailed. Notice to Seller shall also be sent to any institution receiving payments on the Contract.

26. TIME FOR PERFORMANCE. Time is of the essence in performance of any obligations pursuant to this Contract.

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27. SUCCESSORS AND ASSIGNS. Subject to any restrictions against assignment, the provisions of this Contract shall be binding on the heirs, successors and assigns of the Seller and the Buyer.

28. OPTIONAL PROVISION -- SUBSTITUTION AND SECURITY ON PERSONAL PROPERTY. Buyer may substitute for any personal property specified in Paragraph 3 herein other personal property of like nature which Buyer owns free and clear of any encumbrances. Buyer hereby grants Seller a security interest in all personal property specified in Paragraph 3 and future substitutions for such property and agrees to execute a financing statement under the Uniform Commercial Code reflecting such security interest.

SELLER

INITIALS:

BUYER

29. OPTIONAL PROVISION -- ALTERATIONS. Buyer shall not make any substantial alteration to the improvements on the property without the prior written consent of Seller, which consent will not be unreasonably withheld.

SELLER

INITIALS:

BUYER

30. OPTIONAL PROVISION -- DUE ON SALE. If Buyer, without written consent of Seller, (a) conveys, (b) sells, (c) leases, (d) assigns, (e) contracts to convey, sell, lease or assign, (f) grants an option to buy the property, (g) permits a forfeiture or foreclosure or trustee or sheriffs sale of any of the Buyer's interest in the property or this Contract, Seller may at any time thereafter either raise the interest rate on the balance of the purchase price or declare the entire balance of the purchase price due and payable. If one or more of the entities comprising the Buyer is a corporation, any transfer or successive transfers in the nature of items (a) through (g) above of 49% or more of the outstanding capital stock shall enable Seller to take the above action. A lease of less than 3 years (including options for renewals), a transfer to a spouse or child of Buyer, a transfer incident to a marriage dissolution or condemnation, and a transfer by inheritance will not enable Seller to take any action pursuant to this Paragraph; provided the transferee other than a condemnor agrees in writing that the provisions of this paragraph apply to any subsequent transaction involving the property entered into by the transferee.

SELLER

INITIALS:

BUYER

31. OPTIONAL PROVISION -- PRE-PAYMENT PENALTIES ON PRIOR ENCUMBRANCES. If Buyer elects to make payments in excess of the minimum required payments on the purchase price herein, and Seller, because of such prepayments, incurs prepayment penalties on prior encumbrances, Buyer agrees to forthwith pay Seller the amount of such penalties in addition to payments on the purchase price.

SELLER

INITIALS:

BUYER



32. OPTIONAL PROVISION-- PERIODIC PAYMENTS ON TAXES AND INSURANCE. In addition to the periodic payments on the purchase price, Buyer agrees to pay Seller such portion of the real estate taxes and assessments and fire insurance premium as will approximately total the amount due during the current year based on Seller's reasonable estimate.

The payments during the current year shall be \$ _____ per _____
Such "reserve" payments from Buyer shall not accrue interest. Seller shall pay when due all real estate taxes and insurance premiums, if any, and debit the amounts so paid to the reserve account. Buyer and Seller shall adjust the reserve account in April of each year to reflect excess or deficit balances and changed costs. Buyer agrees to bring the reserve account balance to a minimum of \$10 at the time of adjustment.

SELLER

INITIALS:

BUYER

33. ADDENDA. Any addenda attached hereto area part of this Contract.

34. ENTIRE AGREEMENT. This Contract constitutes the entire agreement of the parties and supersedes all prior agreements and understandings, written or oral. This Contract maybe amended only in writing executed by Seller and Buyer.

IN WITNESS WHEREOF the parties have Signed and sealed this Contract the day and year first above written.

SELLER

TRAIL INVESTMENTS LLC

William A. Stiles, Jr.

BUYER

Richard D. Erickson
Shirley J. Erickson

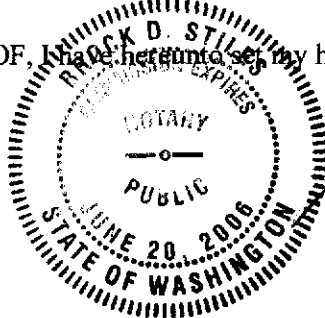
STATE OF WASHINGTON)

) ss.

COUNTY OF SKAGIT)

On this 4 day of November, 2003 before me personally appeared William A. Stiles, Jr. and ~~Patricia S. Nelson~~, to me known to be the Managers of the Limited Liability Company that executed the within and foregoing instrument, and acknowledged the said instrument to be the free and voluntary act and deed of said company for the uses and purposes therein mentioned, and on oath stated that they are authorized to execute said instrument

IN WITNESS WHEREOF, I have hereunto set my hand and affixed my official seal the day and year above first written.



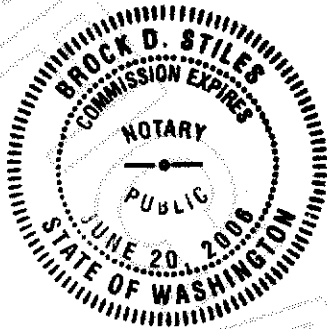
Richard D. Stiles
Notary Public in and for the State of Washington,
Residing at *Adrian Woodley*
My commission expires: *6-20-06*



STATE OF WASHINGTON)
) ss.
COUNTY OF SKAGIT)

On this day personally appeared before me ROBERT C. ERICKSON and SHIRLEY J. ERICKSON to me known to be the individual(s) described in and who executed the within and foregoing instrument and acknowledged that they signed the same as their free and voluntary act and deed, for the uses and purposes therein mentioned.

GIVEN under my hand and official seal this 30th day of October, 2003.



Brock D. Stiles
Notary Public in and for the State of Washington,
Residing at Sedra Woolley

My commission expires: 6-20-06

SKAGIT COUNTY WASHINGTON
REAL ESTATE EXCISE TAX

5735
NOV 04 2003

Amount Paid: \$ 3025⁰⁰
Skagit Co. Treasurer
By [Signature] Deputy



200311040149
Skagit County Auditor

DESCRIPTION:

Unit 727, Building #2, "CASCADE PALMS CONDOMINIUM, PHASE 1", recorded November 3, 2003, under Auditor's File No. 200311030250, records of Skagit County, Washington, said Phase #1 being Multi-Family Sub Lots 1, 2, 3, and 4, Phase #1, Cascade Palms Binding Site Plan No. 02-973, recorded November 12, 2002, under Auditor's File No. 200211120149, records of said County and State.

TOGETHER WITH those portions of the Common Areas and Limited Common Areas as described in the Declaration of Covenants for the Cascade Palms Condominium, Phase #1, recorded November 3, 2003, under Auditor's File No. 200311030251, records of said County and State.

Situate in the City of Sedro-Woolley, County of Skagit, State of Washington.



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