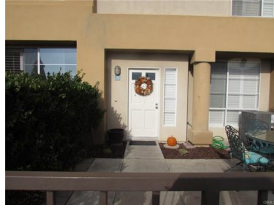


Diane Cirignani
 Legacy 15 Real Estate Brokers
 Owner/Realtor
 dcirignani@cox.net
 Cell: 949-233-3821



31 Southwind



Active • Townhouse

\$525,000 ↓

42 days on the market • Listed On 11/23/2018

2 beds, 3 baths • 1,291 sqft • 2,348 sqft lot • \$406.66/sqft • Built in 1992

Located in the prestigious gated Community of Windsong, with panoramic views of city lights and rolling hills. Downstairs has a large open living room, dining area, spacious kitchen, half bath and attached 2 car garage. Upstairs offers two master bedrooms and a bonus room with cozy fireplace and balcony. Larger master suite overlooking beautiful views and master bathroom with double sinks. engineered w... [More](#)

Aliso Viejo • [Map](#)

ML# TR18278661

33 Silverwind



Active • Condominium

\$554,900 ↓

139 days on the market • Listed On 07/17/2018

3 beds, 3 baths • 1,345 sqft • 2,548 sqft lot • \$412.57/sqft • Built in 1990

Upgraded 3 bedroom unit in the gated community of Windsong. Private courtyard for outside living! Upgraded tile in kitchen and master shower, upgraded granite tile on kitchen counters, upgraded door casings crown moldings and wood trim around fireplace, wood floors on stairway and upstairs landing, upgraded sconce light fixtures in dining area! Some new plumbing! Fireplace in living room and master... [More](#)

Aliso Viejo • [Map](#)

ML# OC18174109

13 Silverwind



Active • Townhouse

\$559,000 ↓

86 days on the market • Listed On 09/12/2018

3 beds, 3 baths • 1,389 sqft • 2,548 sqft lot • \$402.45/sqft • Built in 1990

Turnkey modern Mediterranean townhouse, featuring 3 beds 3 baths and almost 1,400 sq. ft. of living space in one of the best and well managed gated associations in Aliso Viejo. Enter through the stone paved courtyard and into the open living area, where you'll find Travertine floors throughout the entire first floor. A completely renovated kitchen, featuring remodeled counter space, granite counter top... [More](#)

Aliso Viejo • [Map](#)

ML# OC18202646

21 Windgate



Active • Condominium

\$575,000

13 days on the market • Listed On 12/22/2018

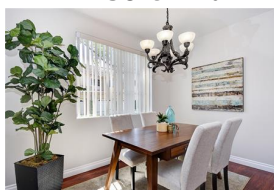
3 beds, 3 baths • 1,500 sqft • No lot size data • \$383.33/sqft • Built in 1994

Beautiful 2 story town home in a quiet location in gated Wind Song. 3 bedrooms, 2.5 baths plus an upstairs bonus/family room. Excellent location, close to pool, spa and tot lot. End unit with many windows letting in the natural light. Nice sized wrap around patio for your outdoor enjoyment. Upgrades include, Crown molding, baseboards downstairs, upgraded flooring, updated kitchen with granite counter... [More](#)

Aliso Viejo • [Map](#)

ML# OC18295385

7 Softwind



Active • Condominium

\$580,000 ↓

163 days on the market • Listed On 06/08/2018

3 beds, 3 baths • 1,500 sqft • 3,184 sqft lot • \$386.67/sqft • Built in 1990

Gorgeous 2 story townhome, located in the Windsong Gated community in the heart of Aliso Viejo with nobody directly in front of you. This 1,500 sq. ft., 3 bedroom + upstairs enclosed loft (currently being used as a 4th bedroom) and 2.5 bathroom townhome features a large enclosed front patio and lots of windows. Super great location inside the neighborhood, pool and tot lot is right across the way plus... [More](#)

Aliso Viejo • [Map](#)

ML# OC18136518

34 Tradewinds



Aliso Viejo • [Map](#)

Active Under Contract • Condominium

\$549,000 ↓

141 days on the market • Listed On 07/16/2018

3 beds, 3 baths • 1,500 sqft • 2,278 sqft lot • \$366.00/sqft • Built in 1993

Back on the market with a lower price for a quick sale!! This home is a wonderful end unit with a wrap-around yard in the private gated community of Windsong. This unit has the largest floor plan in the complex and has a bright, sunny interior. In addition, this unit offers much privacy with its fantastic location on the corner and at the end of Tradewinds. The kitchen boasts granite countertops and... [More](#)

ML# SW18163685

24 Westerly



Aliso Viejo • [Map](#)

Closed • Townhouse

List / Sold:

\$533,000 / \$525,000 ↓

70 days on the market • Sold On 09/07/2018

2 beds, 3 baths • 1,291 sqft • 2,365 sqft lot • \$406.66/sqft • Built in 1993

Modern luxury townhome located in the prestigious gated community of Windsong. Features include new quartz countertops, new engineered wood laminate floor throughout, crown moldings, recessed lightings. Family space in upper stairs has an elegant fireplace and vaulted ceilings with an adjoining private balcony. There are two master suites upstairs which have ensuite bathrooms with quartz countertop ... [More](#)

ML# PW18126436

7 Mariah



Aliso Viejo • [Map](#)

Closed • Townhouse

List / Sold:

\$569,000 / \$569,000

5 days on the market • Sold On 12/07/2018

3 beds, 3 baths • 1,385 sqft • 0 sqft lot • \$410.83/sqft • Built in 1994

EXCEPTIONAL PERIMETER LOCATION WITH LARGE YARD, ADDED PRIVACY AND VIEW OF LUSH GREEN BELTS, MODEL PERFECT AND UPGRADED THROUGHOUT! Truly a must see property with amazing location and large yard, living and dining room with recessed lighting and designer accented fireplace, spectacular kitchen with upgraded cabinets, stone countertops and designer backsplash, upgraded stainless steel appliances and rece... [More](#)

ML# OC18256207

11 Silverwind



Aliso Viejo • [Map](#)

Closed • Condominium

List / Sold:

\$599,000 / \$589,000 ↓

35 days on the market • Sold On 11/28/2018

3 beds, 3 baths • 1,499 sqft • 2,548 sqft lot • \$392.93/sqft • Built in 1990

****PRICE REDUCTION**** Nestled in the coveted private, gated Windsong community in Aliso Viejo lies this END UNIT townhome. This home features three large bedrooms PLUS open loft area or fourth bedroom with cozy fireplace. Upon entering the gate, you will notice the privacy and views from the home and enjoy the open patio space perfect for bbq grill and summer gatherings. The open interior floor plan f... [More](#)

ML# OC18239624

Quick CMA Report

| | | | | | | |
|-----------------------------|------------------------|-------------|--------------|-------------------|-------------------|----------------|
| | Br/Ba | Sqft | LSqft | List Price | Sold Price | \$/Sqft |
| Total Listings: 9 | Maximum: 3/3.00 | 1,500 | 3,184 | \$599,000 | \$589,000 | \$412.57 |
| Total on Market: 5 | Minimum: 2/3.00 | 1,291 | 0 | \$525,000 | \$525,000 | \$366.00 |
| Sold/Exp Ratio: 0.00 | Average: 3/3.00 | 1,411 | 2,227 | \$560,433 | \$561,000 | \$396.45 |
| | Median: 3/3.00 | 1,389 | 2,457 | \$559,000 | \$569,000 | \$402.45 |

| Active | | | | | | | | | | | |
|----------------|-------------|----------------|------------------|------------------|-----------|-------------|-------------|-------------|--------------|----------------|--------------|
| Address | City | YrBuilt | Sale Type | List Date | Br | Bath | CDOM | Sqft | LSqft | \$/Sqft | Price |
| 31 Southwind | AV | 1992 | STD | 11/23/2018 | 2 | 3 | 42/42 | 1,291 | 2,348 | \$406.66 | \$525,000 |
| 33 Silverwind | AV | 1990 | STD | 07/17/2018 | 3 | 3 | 139/139 | 1,345 | 2,548 | \$412.57 | \$554,900 |
| 13 Silverwind | AV | 1990 | STD | 09/12/2018 | 3 | 3 | 86/86 | 1,389 | 2,548 | \$402.45 | \$559,000 |
| 21 Windgate | AV | 1994 | STD | 12/22/2018 | 3 | 3 | 13/13 | 1,500 | | \$383.33 | \$575,000 |
| 7 Softwind | AV | 1990 | STD | 06/08/2018 | 3 | 3 | 163/163 | 1,500 | 3,184 | \$386.67 | \$580,000 |

| | | | | | | | |
|-----------------|----|------|-----|-------|-------|----------|-----------|
| Maximum: | 3/ | 3.00 | 163 | 1,500 | 3,184 | \$412.57 | \$580,000 |
| Minimum: | 2 | 3.00 | 13 | 1,291 | 2,348 | \$383.33 | \$525,000 |
| Average: | 3 | 3.00 | 89 | 1,405 | 2,657 | \$398.33 | \$558,780 |
| Median: | 3 | 3.00 | 86 | 1,389 | 2,548 | \$402.45 | \$559,000 |

| Active Under Contract | | | | | | | | | | | |
|------------------------------|-------------|----------------|------------------|----------------------|-----------|-------------|-------------|-------------|--------------|----------------|--------------|
| Address | City | YrBuilt | Sale Type | Contract Date | Br | Bath | CDOM | Sqft | LSqft | \$/Sqft | Price |
| 34 Tradewinds | AV | 1993 | STD | 01/03/2019 | 3 | 3 | 141/141 | 1,500 | 2,278 | \$366.00 | \$549,000 |

| | | | | | | | |
|-----------------|----|------|-----|-------|-------|----------|-----------|
| Maximum: | 3/ | 3.00 | 141 | 1,500 | 2,278 | \$366.00 | \$549,000 |
| Minimum: | 3 | 3.00 | 141 | 1,500 | 2,278 | \$366.00 | \$549,000 |
| Average: | 3 | 3.00 | 141 | 1,500 | 2,278 | \$366.00 | \$549,000 |
| Median: | 3 | 3.00 | 141 | 1,500 | 2,278 | \$366.00 | \$549,000 |

| Closed | | | | | | | | | | | |
|----------------|-------------|----------------|------------------|-----------------|-----------|-------------|-------------|-------------|--------------|----------------|--------------|
| Address | City | YrBuilt | Sale Type | COE Date | Br | Bath | CDOM | Sqft | LSqft | \$/Sqft | Price |
| 24 Westerly | AV | 1993 | STD | 09/07/2018 | 2 | 3 | 70/70 | 1,291 | 2,365 | \$406.66 | \$525,000 |
| 7 Mariah | AV | 1994 | STD | 12/07/2018 | 3 | 3 | 5/5 | 1,385 | 0 | \$410.83 | \$569,000 |
| 11 Silverwind | AV | 1990 | STD | 11/28/2018 | 3 | 3 | 35/35 | 1,499 | 2,548 | \$392.93 | \$589,000 |

| | | | | | | | |
|-----------------|---|------|----|-------|-------|----------|-----------|
| Maximum: | 3 | 3.00 | 70 | 1,499 | 2,548 | \$410.83 | \$589,000 |
| Minimum: | 2 | 3.00 | 5 | 1,291 | 0 | \$392.93 | \$525,000 |
| Average: | 3 | 3.00 | 37 | 1,392 | 1,638 | \$403.47 | \$561,000 |
| Median: | 3 | 3.00 | 35 | 1,385 | 2,365 | \$406.66 | \$569,000 |

Criteria:

Property Type is 'Residential'
 Standard Status is one of 'Active', 'Act Under Contract',
 'Pending'
 Standard Status is 'Closed'
 Contract Status Change Date is 01/04/2019 to 07/08/2018
 County Or Parish is 'Orange'
 City is 'Aliso Viejo'
 MLS Area Major is 'AV - Aliso Viejo'
 Subdivision Name is 'Windsong (WS)'



Fannie Mae 1004MC Statistics Detail.

Prepared By: Diane Cirignani

Listings as of **01/04/19 at 10:08 am**

Property Type is 'Residential' **Standard Status** is one of 'Active', 'Act Under Contract', 'Pending' **Standard Status** is 'Closed' **Contract Status Change Date** is 01/04/2019 to 07/08/2018 **County Or Parish** is 'Orange' **City** is 'Aliso Viejo' **MLS Area Major** is 'AV - Aliso Viejo' **Subdivision Name** is 'Windsong (WS)'

Residential

Active

| MLS # | Address | BD | BA | SqFt | \$/SqFt | List Date | DOM | List Price |
|------------|---------------|----|----|-------|----------|------------|-----|------------|
| TR18278661 | 31 Southwind | 2 | 3 | 1,291 | \$406.66 | 11/23/2018 | 42 | \$525,000 |
| OC18174109 | 33 Silverwind | 3 | 3 | 1,345 | \$412.57 | 07/17/2018 | 139 | \$554,900 |
| OC18202646 | 13 Silverwind | 3 | 3 | 1,389 | \$402.45 | 09/12/2018 | 86 | \$559,000 |
| OC18295385 | 21 Windgate | 3 | 3 | 1,500 | \$383.33 | 12/22/2018 | 13 | \$575,000 |
| OC18136518 | 7 Softwind | 3 | 3 | 1,500 | \$386.67 | 06/08/2018 | 163 | \$580,000 |

Active Under Contract

| MLS # | Address | BD | BA | SqFt | \$/SqFt | List Date | DOM | List Price |
|------------|---------------|----|----|-------|----------|------------|-----|------------|
| SW18163685 | 34 Tradewinds | 3 | 3 | 1,500 | \$366.00 | 07/16/2018 | 141 | \$549,000 |

Closed

| MLS # | Address | BD | BA | SqFt | \$/SqFt | List Date | Sold Date | DOM | List Price | Sold Price | SP%LP |
|------------|---------------|----|----|-------|----------|------------|------------|-----|------------|------------|--------|
| PW18126436 | 24 Westerly | 2 | 3 | 1,291 | \$406.66 | 05/29/2018 | 09/07/2018 | 70 | \$533,000 | \$525,000 | 98.50 |
| OC18256207 | 7 Mariah | 3 | 3 | 1,385 | \$410.83 | 10/30/2018 | 12/07/2018 | 5 | \$569,000 | \$569,000 | 100.00 |
| OC18239624 | 11 Silverwind | 3 | 3 | 1,499 | \$392.93 | 10/02/2018 | 11/28/2018 | 35 | \$599,000 | \$589,000 | 98.33 |

| Inventory Analysis | Prior 7-12 Months | Prior 4-6 Months | Current - 3 Months |
|--|-------------------------|-------------------------|-------------------------|
| | (01/04/2018-07/04/2018) | (07/05/2018-10/04/2018) | (10/05/2018-01/04/2019) |
| Total # of Comparable Sales (Settled) | 0 | 1 | 2 |
| Absorption Rate (Total Sales/Months) | 0.00 | 0.33 | 0.67 |
| Total # of Comparable Active Listings | 2 | 5 | 6 |
| Months of Housing Supply (Lst/Ab. Rate) | 0.00 | 15.00 | 9.00 |
| Median Sale & List Price DOM | Prior 7-12 Months | Prior 4-6 Months | Current - 3 Months |
| Median Comparable Sale Price | \$0 | \$525,000 | \$579,000 |
| Median Comparable Sales DOM | 0 | 70 | 20 |
| Median Comparable List Price (Listings Only) | \$556,500 | \$559,000 | \$559,000 |
| Median Comparable Listings DOM (Listings Only) | 117 | 139 | 86 |
| Median Sale Price / Median List Price % | 0.00% | 98.50% | 99.14% |

*The total number of Comparable Active Listings is based on listings that were On Market on the end date of the specified time periods above.