



THE CLIFFS

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The Cliffs Announces \$171 Million in Real Estate Sales In 2018

*Luxury mountain and lake communities experience heavy sales volume
and invest back into new amenities and programming*

(TRAVELERS REST, S.C.) – The Cliffs, a collection of seven private luxury mountain and lake club communities in the western Carolinas, today announced that 271 transactions totaling nearly \$171 million closed in 2018 in combined developer sales and property resales. This compares to 258 transactions and nearly \$133 million in 2017, representing a 23% increase in dollar volume. Properties within The Cliffs are consistently ranked among the highest dollar-volume residential real estate transactions each year in the Upstate of South Carolina and western North Carolina. The communities are thriving with a total of 1,716 completed homes and 139 homes under construction to date.

The Cliffs also recognizes its top sales producers for 2018:

- Tim Enterkin, Director of Sales for The Cliffs' Lake Region earned the award as top overall sales agent after closing 19 sales for a total volume of \$13,482,400.
- Josh Smith, Director of Sales for The Cliffs at Walnut Cove earned top honors in The Cliffs' Asheville Region after closing 15 sales for a total of \$13,091,030.
- Vince Roser, Director of Sales for The Cliffs' Mountain Region earned top honors in that region by closing nine sales for a total of \$4,220,500.
- Valerie Harrell of The Cliffs' Lake Region was recognized as the top sales support specialist, booking 52 tours that resulted in sales totaling \$37,126,100.

“Last year’s sales numbers validate that we continue to grow, and our communities are thriving,” said Kent Smith, president and managing partner of Cliffs Land Partners. “In addition to the growth in total sales volume, we are proud of our team for surpassing last year’s total number of transactions. This success would not be possible without a collaborative team effort across all departments, and underscores the fact that properties within The Cliffs communities are consistently sought after and steadily gaining value.”

Club amenities, programming and activities continued to grow within The Cliffs in 2018. “It’s important that we continue to implement new and innovative ways to enhance the member experience at The Cliffs,” said David Sawyer, president and managing partner of The Cliffs Clubs. “Last year, some of our

enhanced offerings included the new wellbeing program, the addition of world class cycling instructors and a more robust concierge program. As we grow, we'll continue to evolve to ensure our clubs provide the latest in technology, health and wellness, and recreational activities for all ages."

To learn more about The Cliffs, visit www.cliffsliving.com/buzz.

About The Cliffs

The Cliffs is a collection of seven private, luxury residential mountain and lake club communities located in the Carolina Blue Ridge Mountains, between two of the nation's top award-winning cities for quality of life — Greenville, S.C. and Asheville, N.C. — and Clemson, S.C., home to top-ranked Clemson University. The Cliffs' suite of amenities for members includes seven clubs, seven nationally recognized golf courses, six wellness centers, boating, watersports, marina, beach club, cycling, paddle sports, tennis complexes, equestrian center, hiking trails, wakeboarding, wine clubs, more than a dozen restaurant and private event venues, an organic farm and over 2,000 year-round programs and social activities to create timeless experiences. Homes at The Cliffs range in price from \$350,000 to \$6 million+; homesites, from \$125,000. The Cliffs also offers professional and national club memberships. For more information about The Cliffs, visit www.cliffsliving.com/buzz. Contact The Cliffs at 864.249.4364 to learn more about real estate, membership or to arrange a visit.

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