



THE CLIFFS

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Top Sales Producers at The Cliffs Generate Nearly \$30 Million in Real Estate Transactions in 2017

(TRAVELERS REST, S.C.) – Cliffs Land Partners, the real estate arm of [The Cliffs](#), is pleased to recognize its top real estate producers for 2017, who together achieved \$29.3 million in sales from 67 transactions at the luxury mountain and lake club communities in Upstate South Carolina and Western North Carolina.

The top four producers sold 53 properties totaling \$23.6 million, while the top sales support specialist booked 14 tours resulting in \$5.7 million in sales. The Cliffs Land Partners celebrated a total of 180 transactions in 2017 totaling \$96.2 million.

“Our teams at Cliffs Realty and Walnut Cove Realty had a phenomenal year in 2017 working on behalf of our newest property owners to help them find the perfect home or homesite to meet their families’ needs,” said Kent Smith, President and CEO of Cliffs Land Partners. “This very strong year represents a continued upward trend in both the number of transactions and total sales volume across our communities.”

Top producers for 2017 were:

- **Josh Smith** of Walnut Cove Realty, which specializes in The Cliffs at Walnut Cove, was named the top overall producer across The Cliffs communities after closing 17 sales for a total volume of \$10.3 million.
- **Tim Enterkin** of Cliffs Realty closed 16 sales for a total of \$4.9 million in the Lake Keowee region encompassing The Cliffs at Keowee Falls, The Cliffs at Keowee Springs and The Cliffs at Keowee Vineyards.
- **LuAnn Loeber** of Cliffs Realty was recognized for her work in the Mountain Region encompassing The Cliffs at Glassy, The Cliffs at Mountain Park and The Cliffs Valley, where she had 13 sales totaling \$6.3 million.

- **Chris Shelnut** of Cliffs Realty in the Lake Keowee Region was named top producer in company sales, developer homesites owned by The Cliffs, accounting for seven sales totaling \$2.1 million.
- **Valerie Harrell** of Cliffs Realty in the Lake Keowee Region was named top sales support specialist, booking 14 tours that resulted in sales totaling \$5.7 million.

To learn more about The Cliffs, visit cliffsliving.com.

About The Cliffs

The Cliffs is a collection of seven premier 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 go.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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