



THE CLIFFS

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Cliffs Realty Hires Team to Lead New Asheville Region Sales Office

(ARDEN, N.C.) – Cliffs Realty is pleased to welcome four staff to its new Asheville Region sales office. Joining the team are Shaun Collyer and Caitlyn Thompson as sales executives, Allison Underkofler as sales support specialist, and Mandi Melton as office manager. In January, Cliffs Realty became the official brokerage company of The Cliffs at Walnut Cove and now operates an office at 1908 Brevard Road. With this expansion, Cliffs Realty now services all seven of The Cliffs' communities. Overseeing the new Cliffs Realty team in Asheville are Cliffs Realty veterans Lauren Buckland, broker-in-charge, and Vince Roser, team leader.

Collyer comes to Cliffs Realty from Beverly-Hanks REALTORS in Asheville where he represented buyer and seller clients. He brings extensive experience in strategic marketing and customer service, specializing in the latest technology and social media tactics to market and sell luxury real estate. Collyer is a member of The Cliffs at Walnut Cove.

Thompson began her career in real estate five years ago after learning the market from her father, a custom home builder, and her mother, a local broker. She spent several years as a resident of The Cliffs at Walnut Cove, where she was able to fully enjoy the unique experiences only The Cliffs can offer.

Underkofler previously served as food and beverage manager at The Cliffs at Walnut Cove and will now assist the Cliffs Realty team as sales support specialist. She has been an integral part of establishing the new Asheville Region office and is well-equipped to support sales efforts with her knowledge of The Cliffs and the local market.

Melton comes to The Cliffs from TS Orthodontics where she served as community relations and marketing director. She will be a great asset to the Asheville Region sales office due to her previous experience and strong community relationships. Melton is a native of Hendersonville and graduated from the University of North Carolina Asheville with a degree in Business Management.

“Vince and I are thrilled to have Shaun, Caitlyn, Allison and Mandi on board at our new Cliffs Realty office,” said Buckland. “We are confident they will help us succeed in The Asheville Region at a time when the market continues to be very strong and our owners, South Street Partners, continue to invest in new real estate development and home building offerings at The Cliffs at Walnut Cove.”

The expansion of Cliffs Realty comes during a period of continued record-breaking sales. In the first two months of 2021, Cliffs Realty closed 39 sales for \$18,046,725. This is a 105% increase in transactions and a 38.6% increase in volume compared to the same period last year. In 2020, there was an impressive 81% volume increase from 2019 with 320 transactions for \$244,099,155 across The Cliffs’ seven communities.

Last year, The Cliffs also launched an exclusive development by Cliffs Builders, Meadowview at The Cliffs at Walnut Cove, which offers 12 built-for-sale homesites ranging from 0.27 to 0.69 acres nestled beside the Pisgah National Forest. With more offerings launching at The Cliffs at Walnut Cove this year, Cliffs Builders will deliver additional products that combine custom-build gratification with built-for-sale simplicity, presenting prospective buyers with a unique opportunity to buy at The Cliffs.

To learn more about real estate opportunities at The Cliffs at Walnut Cove, visit [here](#) or call 828-595-8311 to speak with a sales executive.

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, multiple tennis complexes, a marina, beach club, and equestrian center, boating, watersports, cycling, paddle sports, 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 \$500,000 to \$6 million+; homesites,

from \$125,000. 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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