



## THE CLIFFS

### THE CLIFFS ANNOUNCES 2022 REAL ESTATE SALES

*Cliffs Realty Continues to See Remarkable Growth in Asheville Region,  
With a 229% Volume and 80% Transaction Increase*

**TRAVELERS REST, S.C., February 21, 2023** – Cliffs Realty has announced real estate sales by its brokerage teams totaling \$233,778,152 across 246 transactions for 2022. Despite limited inventory, overall home and homesite prices increased throughout all The Cliffs’ communities in 2022. Properties sold within The Cliffs saw a 16% increase in the average homesite price and a 25% increase in the price of homes. Cliffs Realty’s average sale prices reflect an even larger increase, with an average homesite selling 25% higher and homes selling 69% higher YOY.

*“Despite a changing national environment, The Cliffs continued to see strong sales in 2022, particularly in the Asheville Region and overall home and homesite prices increased throughout all The Cliffs’ communities. Buyers are still drawn to the unfettered access to the outdoors provided by our seven mountain and lake club communities as well as the amazing slate of new amenities debuting this year under the continued leadership of South Street Partners,”* said Rob Duckett, President of Operations for South Street Partners.

The two-year-old Cliffs Realty office at The Cliffs at Walnut Cove near Asheville reported total sales of \$46,121,091 across 38 transactions in 2022 which represents a 229% increase in sales volume and an 80% increase in transactions YOY. The top selling property for the brokerage in The Asheville Region was a stately 4 bed, 5 bath home at 1832 Bella Vista Court overlooking the 17th fairway and hole on Walnut Cove’s Jack Nicklaus Signature golf course for \$3,995,000 and was sold by Shaun Collyer. Collyer, who joined the brokerage in March 2021, was also the region’s top producer with \$22,934,500 in sales across 15 transactions.

In The Lake Region, which includes The Cliffs at Keowee Falls, The Cliffs at Keowee Springs and The Cliffs at Keowee Vineyards, Cliffs Realty reported \$105,679,356 in sales volume for 2022 across 105 transactions. Zack Thomas of Cliffs Realty sold the region’s two most expensive properties in 2022. The top selling property for The Lake Region was a 5 bed, 5 bath, 2 half bath home at 107 Waterfern Court in the exclusive enclave of The Landing, a stunning residence from luxury custom home builders, Dillard-Jones, which sold for \$6,267,809. This sale narrowly broke a record previously set earlier in the year by another lakefront home at 126 Waterfern Court in The Landing – a custom designed home from Cliffs Builders – which sold for \$6,237,500. Scott Reid was the top producer for The Lake Region with \$23,339,729 in sales across 27 transactions.

In The Mountain Region, which consists of The Cliffs at Glassy, The Cliffs at Mountain Park and The Cliffs Valley, Cliffs Realty closed 103 transactions for a sales volume of \$81,977,705 in 2022. The highest

transaction in the region was the \$4,625,000 sale of 15 Hidden Mountain Way at The Cliffs Valley, a majestic mountain home custom designed by renowned architect, Stephen Fuller, which marked the highest home sale in the history of the community and was listed by Ashleigh Connel with Cliffs Realty. Brett Samuels was The Mountain Region's top producer for the year with a sales volume of \$17,796,039 for 26 sales.

Part of The Cliffs' annual growth is due to the success of Cliffs Builders, the innovative construction program that marries custom-build gratification with built-for-sale simplicity for a revolutionary ownership experience. Current offerings include Waterscape and Clubhouse village in The Lake Region, Golf Ridge in The Mountain Region and Meadowview, and Wildwood, in The Asheville Region.

The Cliffs has partnered with nationally recognized architectural firms Hart Howerton and Lake|Flato for signature residences accompanied by a slate of high-level amenities, including a new state-of-the-art clubhouse and the Lake Club at The Landing at The Cliffs at Keowee Springs, which are slated for completion in late Summer 2023.

### **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 club members includes six clubhouses, seven nationally recognized golf courses, seven wellness centers, multiple tennis and pickleball complexes, a marina, beach club, and equestrian center, more than a dozen restaurant and private event venues, and over 2,000 year-round programs and social activities to create timeless experiences. Homes at The Cliffs range in price from \$650,000 to \$6M+; homesites starting at \$125,000. For more information about The Cliffs, visit [www.cliffsliving.com/buzz](http://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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