



## THE CLIFFS

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### **The Cliffs Experiences Nearly 30 Percent Growth in First Quarter 2019 Real Estate Sales**

(TRAVELERS REST, S.C.) – [The Cliffs](#) announced today that real estate sales by Walnut Cove Realty and Cliffs Realty totaled \$24 million in the first quarter of 2019, up nearly 30 percent from the same period last year. During the quarter, Walnut Cove Realty and Cliffs Realty closed a total of 37 sales at the luxury mountain and lake club communities in Western North Carolina and Upstate South Carolina.

In the Asheville Region, The Cliffs at Walnut Cove saw a 175 percent increase in sales volume over the same period last year. Walnut Cove Realty produced 11 sales totaling \$11,249,000 during Q1 2019 – an increase from six property sales and \$4,085,000 in volume during Q1 2018. Growth was primarily driven by resale homes, which averaged \$1.7 million, as well as the sale of company lots, averaging \$530,000.

The Mountain Region, which is just south of Asheville and includes The Cliffs Valley, The Cliffs at Mountain Park and The Cliffs at Glassy, also saw impressive growth with Cliffs Realty closing 15 properties for a total volume of \$7,549,450. In the Lake Region, which includes The Cliffs at Keowee Springs, The Cliffs at Keowee Falls, and The Cliffs at Keowee Vineyards, Cliffs Realty closed 10 resale properties in Q1 totaling \$5,379,500, with another 14 properties under contract.

The Cliffs recognizes the top sales leader from Walnut Cove Realty, Josh Smith, who had four transactions totaling \$4,970,000. Overall, Walnut Cove Realty continued to be the primary real estate firm at The Cliffs at Walnut Cove for both sellers and buyers. The Walnut Cove Realty Broker Outreach Program also saw success in the market with increased levels of activity from unaffiliated brokers.

According to Chris Randolph, partner in South Street Partners, the company that now owns The Cliffs, “Our recent success in the Asheville Region speaks to the continued strength of this market as well as the

special opportunity we have created in The Cliffs at Walnut Cove. With the increase in listing prices for both homes and lots, this is a great time for prospective buyers to consider becoming a part of this great community.”

To learn more about real estate opportunities at The Cliffs at Walnut Cove, visit [here](#).

### **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. The Cliffs also offers professional and national club memberships. 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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