



## THE CLIFFS

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**Media Contact:**

Eliza Bostian

(864) 271-0718

[elizab@hughes-agency.com](mailto:elizab@hughes-agency.com)

### **The Cliffs Experiences Record Sales and Demand in First Quarter**

*Sales momentum continues as private club real estate stays in high demand*

**(TRAVELERS REST, S.C.)** – [The Cliffs](#) announced today that real estate sales by Cliffs Realty totaled \$43,693,975 in the first quarter of 2021. This represents 78 transactions and an 85% volume increase from the same period in 2020. An additional 53 sales for \$33,791,999 are currently pending across the seven communities within The Cliffs’ portfolio.

“We have seen private club real estate demand climb to record levels since the pandemic began, and this momentum has continued well into 2021,” said Rob Duckett, president of The Cliffs. “Buyers continue to seek primary and secondary residences that offer privacy as well as proximity to great amenities and outdoor activities. We expect to see additional growth as new products become available across The Cliffs and more buyers pursue lake and mountain homes to enjoy year-round.”

In The Asheville Region, which includes The Cliffs at Walnut Cove, Cliffs Realty had 13 transactions for \$5,963,325. This success comes just after Cliffs Realty became the official brokerage company of The Cliffs at Walnut Cove in January. Due to this expansion, Cliffs Realty now serves all seven of The Cliffs’ communities.

The Lake Region, which includes The Cliffs at Keowee Falls, The Cliffs at Keowee Springs and The Cliffs at Keowee Vineyards, saw the greatest increase in volume with \$17,731,000 in sales during the first quarter. This represents 37 transactions and a 345% volume increase from the same period last year.

In The Mountain Region, which includes The Cliffs at Glassy, The Cliffs at Mountain Park and The Cliffs Valley, Cliffs Realty closed 28 transactions for \$19,999,650, which is a 182% volume increase from the same period in 2020.

In addition to the success of Cliffs Realty, The Cliffs continues to expand its offerings through Cliffs Builders, a unique homebuilding program entirely operated by The Cliffs that combines custom-build gratification with built-for-sale simplicity. Its latest release, Wildwood at The Cliffs at Walnut Cove, is a collection of 13 cabin chic homes ranging from 2,575 to 3,112 square feet set on homesites between .85 and 2.3 acres. Each home is designed to feel like a private cabin in the woods while still maintaining close proximity to neighborhood and club amenities.

To learn more about real estate opportunities at The Cliffs, visit [here](#) or call 864.249.4364 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 club members includes seven clubhouses, seven nationally-recognized golf courses, six wellness centers, multiple tennis and pickleball complexes, a marina, beach club, lake 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 \$500,000 to \$6 million+; homesites, from \$125,000. For more information about The Cliffs, visit [www.cliffsliving.com](http://www.cliffsliving.com). Contact The Cliffs at 864.249.4364 to learn more about real estate, membership, or to arrange a visit.

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