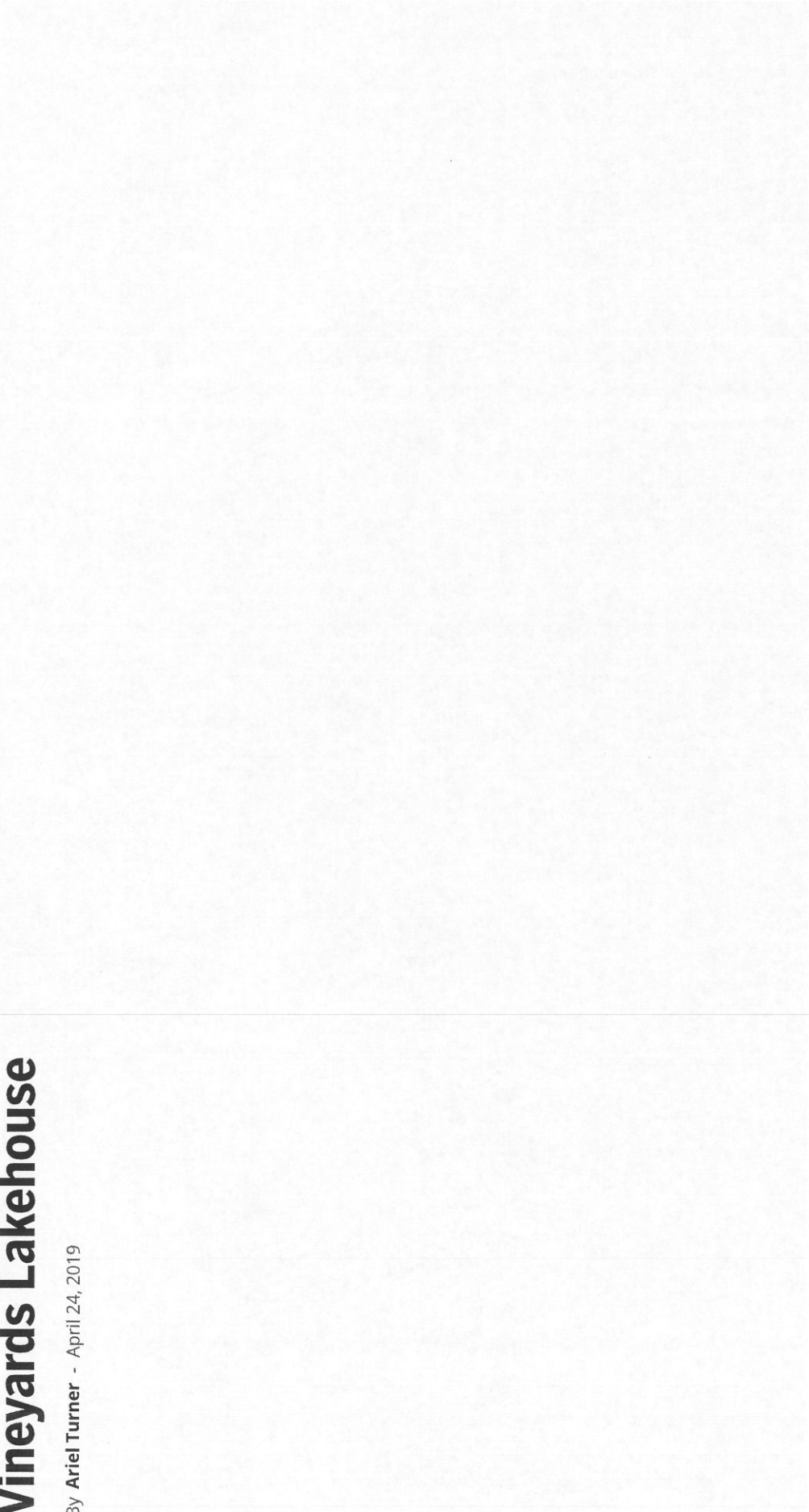


# The Cliffs announces increased Q1 sales, breaks ground on Keowee Vineyards Lakehouse

By Ariel Turner - April 24, 2019





*The Cliffs at Keowee Vineyards. Photo provided.*

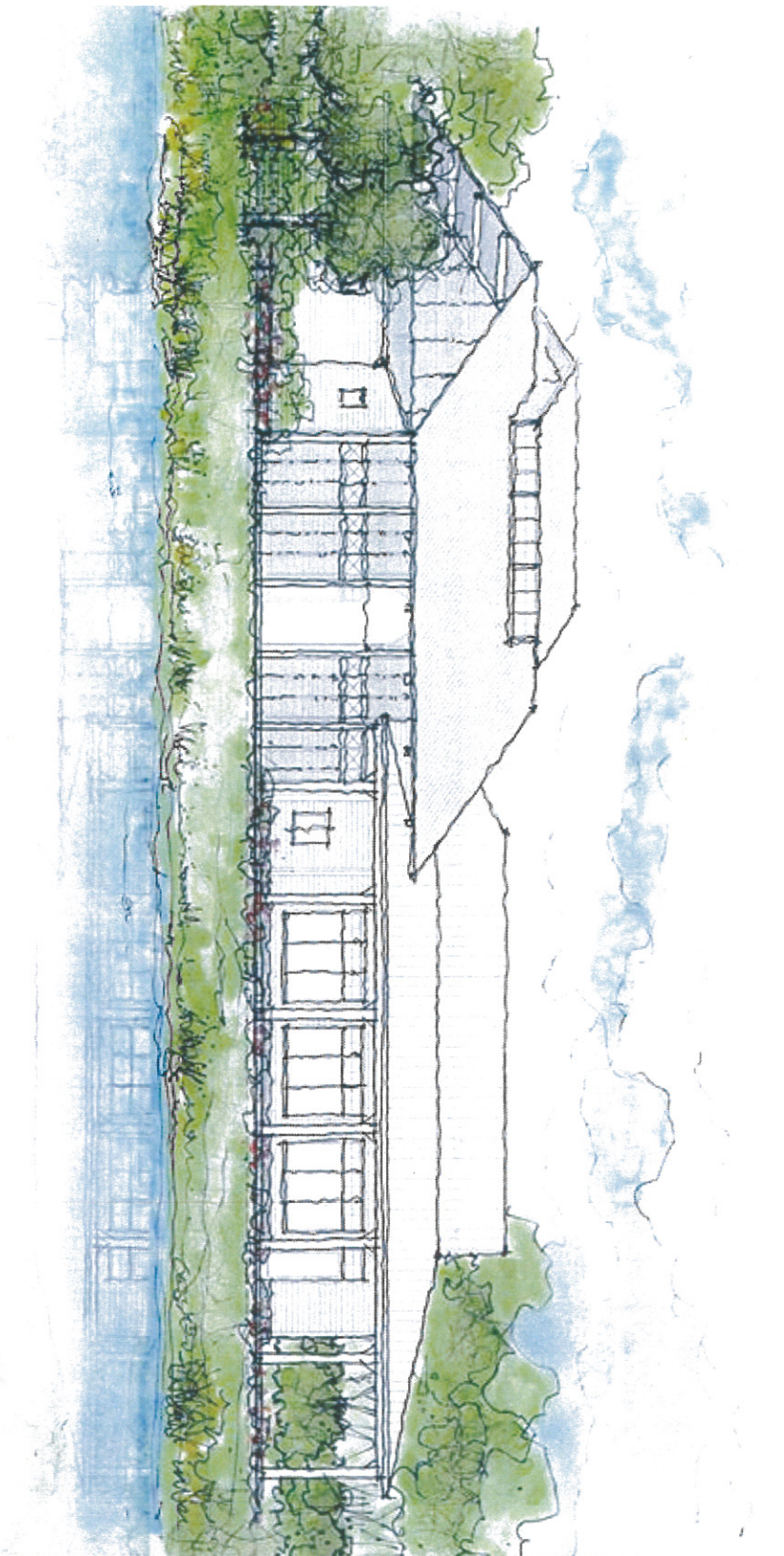
Under new ownership as of February, The Cliffs logged a nearly 30 percent increase of Q1 sales over last year's numbers and also broke ground on The Cliffs at Keowee Vineyards Lakehouse.

**South Street Partners** announced both of these initial benchmarks of their recent ownership, indicating their growth trajectory in both sales and amenities.

"This project aligns strongly with our vision to take The Cliffs communities to new heights through a well-rounded, lifestyle-focused approach to the private club experience," said South Street partner Will Culp of the Lakehouse addition.

Designed by Paul Zugg, of Signature Architects in Clemson, The Cliffs at Keowee Vineyards Lakehouse will feature natural materials and colors that complement the Lake Keowee setting.

The core elements of the structure, the pavilion, and dining room, will be situated to provide views of the lake, allowing natural light and southwestern breezes throughout the space. The pavilion space will feature wood screen walls that can be opened or closed. To further emphasize the connection between indoors and outdoors, the patio bar and outdoor dining space will overlook the lake and welcome boaters who dock at the onsite marina.



*Designed by Paul Zugg of Signature Architects*

"The Cliffs at Keowee Vineyards Lakehouse is designed to deliver an unparalleled dining experience and new possibilities for members to entertain guests along the shores of beautiful Lake Keowee," said Mark Permar, design consultant for The Cliffs. "I look forward to working with The Cliffs to make this exciting project a reality. It is one that will enhance the lives of current and future homeowners at The Cliffs at Keowee Vineyards for years to come."

The Lakehouse ground breaking comes at the same time as increased first quarter sales were announced.

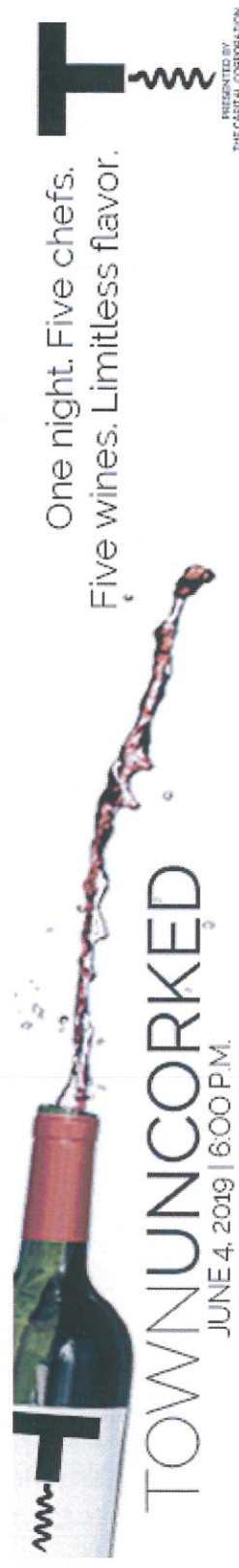
During the first quarter, Cliffs Realty and Walnut Cove Realty closed a total of 37 sales, equaling \$24 million, at the luxury mountain and lake club communities in Upstate South Carolina and Western North Carolina.

"Each of our regions continues to attract new buyers, and we are seeing an increase in listing prices for both homes and lots," said Chris Randolph, South Street partner. "This is a great time for prospective buyers to invest at The Cliffs."

The Mountain Region, which includes The Cliffs Valley, The Cliffs at Mountain Park, and The Cliffs at Glassy, led the way with a 174 percent increase in total sales volume compared to the same period last year.

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.

Walnut Cove Realty experienced a significant increase in year over year sales and volume, with 11 sales totaling \$11,249,000 during Q1 2019 – an increase from six property sales and \$4,085,000 in volume during Q1 2018.



Comments

