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Natural Approach

*Johnson Chou illuminates the
Toronto skyline*



Clarence Debelle

WEST VANCOUVER'S
LUXURY HOME REALTOR®

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604.726.5780

*Specializing in
Negotiating and Closing
Real Estate Transactions
for Buyers and Sellers*



2922 Park Lane, Altamont, West Vancouver - \$12,800,000

Exquisite high banked water front home, on one of West Vancouver's most prestigious streets, with a spectacular 270° panoramic city/ocean view, only a 10 minute walk to Dundarave Village, with its fine shopping & restaurants...

730 Andover Cr., British Properties, West Vancouver - \$6,988,000

Magnificent custom designed residence, with spectacular Downtown & Lions Gate view. Every aspect of this stunning home is custom built, from hand painted ceilings & murals, to running water fall, swooping staircase, large Gourmet kitchen, and billiard room befitting a grand hotel. Truly an amazing home...



6269 St. Georges Cr., Gleneagles, West Vancouver - \$8,988,000

Spectacular residence with panoramic ocean & mountain views! This magnificent 10,000 ft² home, with picture windows throughout, offers an amazing view from virtually every room. With its oversized rooms and an additional 5,000 ft² of outdoor decks & patios, this is an incredible home for entertaining family and friends.

8035 Pasco Road, Howe Sound, West Vancouver - \$7,200,000

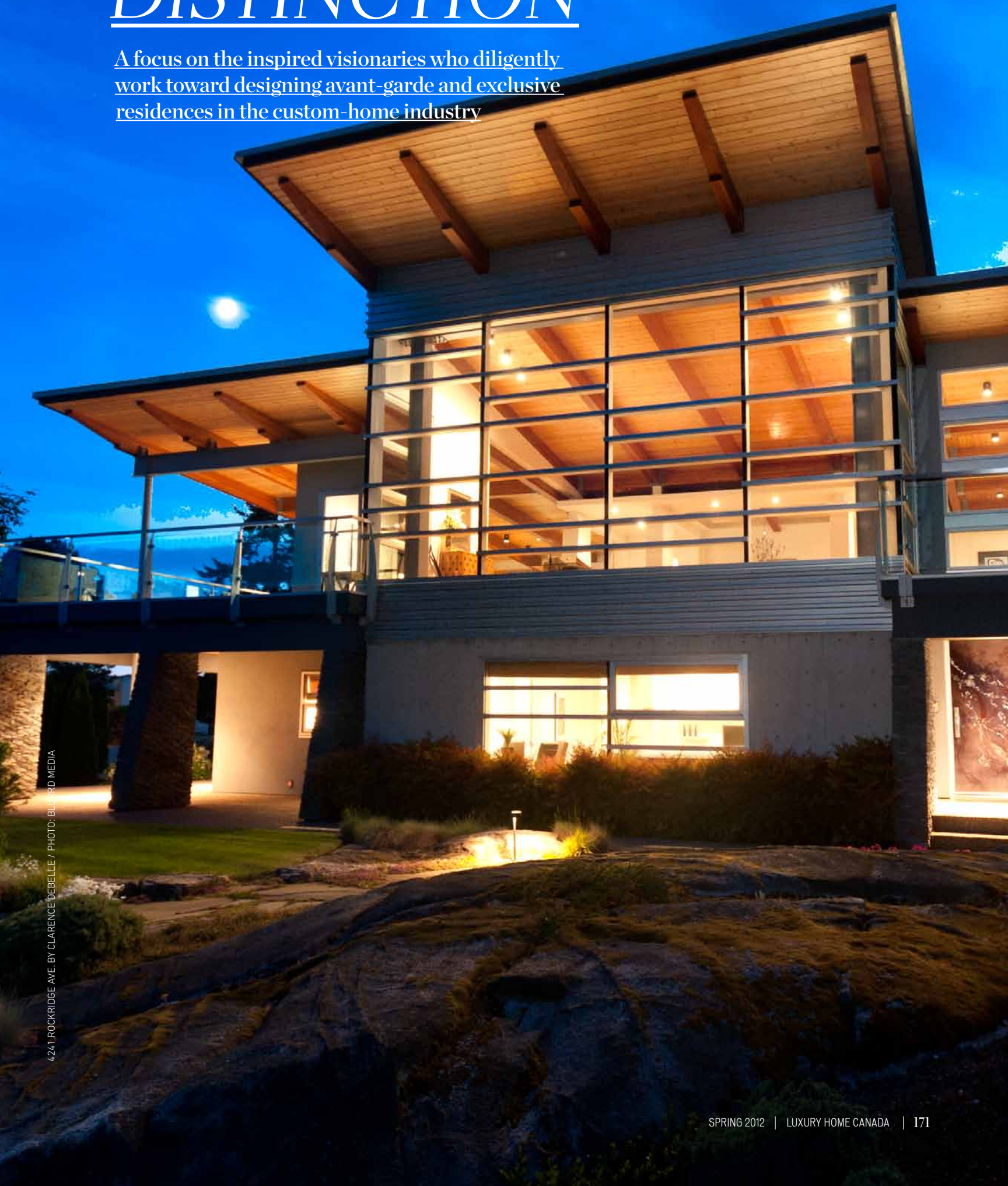
Stunning waterfront retreat! This spectacular residence, located on a .8 acre lot with 115 ft of waterfront frontage and a 1,400 ft² dock, offers an incomparable west coast life style. Walk through the two solid fir doors and you are greeted by massive wooden beams, blue slate floors, and floor-to-ceiling stone fireplaces, all overlooking one of the most stunning of all possible views!



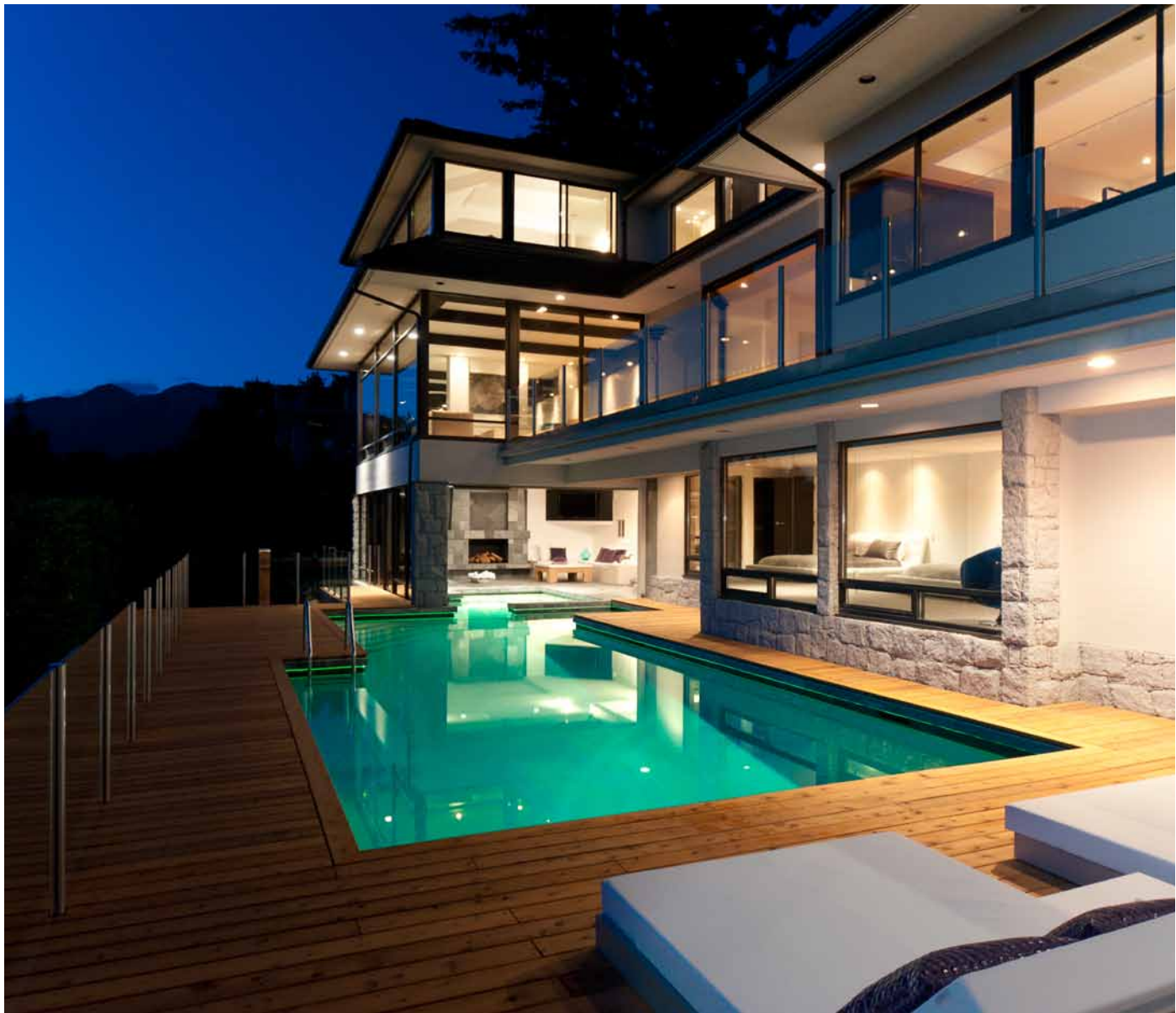
PROFESSIONAL, ATTENTIVE, DEDICATED TO YOUR SUCCESS!

DISTINCTION

A focus on the inspired visionaries who diligently work toward designing avant-garde and exclusive residences in the custom-home industry



4241 ROCKRIDGE AVE. BY CLARENCE DEBELLE / PHOTO: BLURRD MEDIA



Clarence Debelle

HARMONY THROUGH INTERRELATED DETAILS

by Jamie Farshchi

“It’s a labour of love but it’s a powerful experience selling a home,” Clarence Debelle says from his West Vancouver office with Angel Hasman & Associates Realty. “I do it because I love helping people, and, for most people, the single biggest asset in their life is their home. Even if it’s an investment property, it’s still their home.”

After 10 years as an investment banker in Toronto, Debelle returned to his home town of West Vancouver to establish himself as the go-to luxury realtor in the area. He has adapted to the changing

international market in British Columbia with a focus on helping clients who are resettling from Mainland China, offering everything from translation services to assistance in enrolling his clients’ children in school.

With a reputation for going above and beyond, Debelle says he sees his job as a realtor as not just selling homes, but selling communities, particularly when selling a listing to families relocating from abroad. Often going as far as giving clients personal guided tours of West Vancouver, which

*6269 St. Georges Crescent,
Gleneagles,
West Vancouver*

Spectacular residence with massive panoramic ocean & mountain view. This magnificent 10,000-square-foot home, with picture windows throughout, offers an amazing view from virtually every room. With its oversized rooms and an additional 5,000 square feet of outdoor decks & patios, this is an incredible home for entertaining.

PHOTOS: BLURRO MEDIA



“Regardless of whether they are buying or selling, my duty is to the client. I sell the neighbourhood, I sell the community, but beyond that I sell West Vancouver.”

CLARENCE DEBELLE



have been known to include the area’s best schools, golf courses and even dinner at one of West Vancouver’s finest restaurants.

“Regardless of whether they are buying or selling, my duty is to the client,” Debelle says. “I sell the neighbourhood and the community, but beyond that, I sell West Vancouver.”

Having grown up in the area, Debelle’s appreciation for West Vancouver is apparent as is his dedication to his clients. Debelle says it was his father, who owned a number of hotels in Canada and Mexico, who shaped his approach to customer service.





*8035 Pasco Road,
Howe Sound,
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This spectacular residence, located on a .8 acre lot with 115 feet of waterfront frontage and a 1,400 square-foot dock, offers an incomparable west coast life style. Walk through the two solid fir doors and you are greeted by massive wooden beams, blue slate floors and floor-to-ceiling stone fireplaces, all over looking one of the most stunning of all possible views.



“I grew up in the service business,” Debelle says. “People loved my father and loved staying at his places because he went above and beyond. Customer service is everything in realty. There’s a lot more to it than selling someone a home and walking away; it’s about families and helping them start the next stage of their life.”

Debelle says he wants to redefine the real estate business through a commitment to professionalism, honesty and integrity.

“My duty is to put the home in front of as many different buyers as possible,” says Debelle. “More

showings means more offers, which means achieving the highest possible price for my seller. It’s easy to take a passive role, but I do things most people don’t do because I have a responsibility that goes beyond selling.”

Just out of high school, Debelle dedicated three years to rock climbing, tackling some of the hardest rock walls in North America including, el Capitán and the Squamish Chief, just outside Vancouver, while supporting himself logging on the West Coast. He says rock climbing was an experience that not only defined his value-directed approach to his work, but also defined him as a person.

“The elegance and the integrity of climbing taught me a lot,” says Debelle. “A rock face is not something you attack aggressively; you have to approach it with a certain respect. It’s not reaching the peak, it’s about how you reach the peak. I want to redefine the realty business in line with those values.”

With dedicated websites in both English and Mandarin, featuring video tours, floor plans, exhaustive professional photographs from every imaginable angle, Debelle is certainly redefining the meaning of customer service in realty. ■