



GARABEDIAN CONSTRUCTION  
MANAGEMENT  
3GS EQUITIES

Lot Selection | Architecture | Custom Homes  
Quality | Communication | Equity  
New Builder Lic #050116  
(609) 494- 8400



# Construction Management



Garabedian Construction Management was created at the request of a client. Knowing Matthew and his construction team's in depth knowledge of delivering industry leading quality and his relationships with the top local subcontractors, they asked him to oversee their project. Today, we still represent them as clients and are watching our project portfolio grow daily.

"The most important trait in the construction process is communication with the client."

- Matthew Garabedian



# Construction Management

## Our Difference:

- Work 1 on 1 with owner of the company.
- In-house design team
- Project Production Portal - allows client to see weekly progress of their project.
- Disciplined scheduling
- As owner of the Garabedian Realty Group, not only do we assist our clients in lot selection, we always keep in mind the owner's equity on the project.
- Owner involvement of any additional changes, charges and sign offs.
- Interior selection specialist to assist with all finish work selection.
- We represent homeowners and investors
- Matthew attended the executive program at Harvard Business School for Real Estate Finance and Development
- Matthew attend the Construction Management Program at Columbia University for Construction Management, Finance, Scheduling, Cost Estimating and Cost Control



Project Portfolio &  
Client Testimonials  
Available



Now Booking  
for Fall 2021

# GARABEDIAN

CONSTRUCTION MANAGEMENT | CUSTOM HOMES



COMMUNICATION | QUALITY | VALUE

*Building Your Equity*

- Lot Selection
- Architectural Plans | Design (Included)\*
- Finish Selection Specialist (Included)\*
- Daily Communication
- Disciplined Scheduling
- Market Value Knowledge





# Featured in Bay Magazine...



## A YEAR OF UNCERTAINTY

Written by Diana Lentin. Photos by Michael John Murphy

Following a year of uncertainty and constant change as a result of the COVID-19 pandemic, the building and materials industry has seen its share of unique challenges and new opportunities. After a construction standstill in many parts of the country in 2020 due to lockdown orders, the forecast for 2021 and beyond looks considerably different.

The team at Woodhaven Lumber and Millwork, a family-owned, full-service building material supplier dedicated to helping families make their dream homes come true, has been at the forefront of the recent industry changes. In business for over 40 years, Woodhaven, together with their trusted partners, is equipped and experienced in adapting to the ever-evolving construction landscape.

Most recently during the COVID-19 pandemic, Woodhaven has been able to successfully adhere to safety ordinances while managing supply issues and other challenges, providing their clients the most seamless experience possible while continuing to create and nurture relationships based on trust, industry knowledge, fair prices and unequalled personalized service.

"As an industry, we are in a fortunate position that the COVID-19 environment has allowed us to continue serving our customers and taking on new projects, all in a safe way," says David A. Robinson, Vice President, Woodhaven Lumber. "We are very conscious that not every industry has been as lucky," he adds.

### BUILDING LASTING RELATIONSHIPS

Access to relationships with top-notch suppliers is just one of the many advantages to working with Woodhaven. As a trusted partner to esteemed local builders like the Garabedian Company and TJ Fluehr JR Custom Builders, Woodhaven can truly be involved in every step of your home improvement project, from start to finish. Of course, this past year has not been without challenges—across all industries—but these local builders have fortunately been able to creatively and safely continue to serve their clients.

Matt Garabedian, owner of the Garabedian Company, a real estate brokerage and building company, is a second-generation real-estate broker who approaches building with a unique viewpoint. "We have a different approach than the other qualified builders. We don't only focus on the final product. With our background in brokerage, we truly keep an eye on the client's equity at completion and look at where their end value will be," Garabedian explains.

"Due to COVID, people are spending more time in Long Beach Island, and investing their money in either their existing property, or buying more property," Garabedian comments on the local real estate and new construction market. "We see people currently looking for a new construction build, adding larger space to their existing home, as well as an increased interest in outdoor living spaces."



For the homeowners considering tackling an improvement project, building an addition, or starting from the ground up, Woodhaven, along with some trusted names in the industry, shares their perspective on what to expect in today's environment.

### NAVIGATING SUPPLY AND DEMAND, SAFELY

It's no secret that the timeline for a home renovation or new build may take longer these days. That's why your choice of preferred supplier—and the relationships they have—is more important than ever. Woodhaven works only with reputable brands and distributors, allowing you to focus on the fun stuff: creating your dream home with your building partner.

"At Woodhaven, we have the facilities and personnel to service every part of the market, from homeowner, to contractor, to custom home builder, to large regional builder. We have multiple locations in New Jersey, and for every product we sell, we have product specialists," says Paul Glinn, Sales Manager at Woodhaven.

"Due to supply and transportation issues, it's become harder to get certain products. But one thing our sales staff does continuously is place a focus on engagement and communication with the customer," says Robinson. "We're honest with how long products will take to be delivered and try to offer alternatives that will come quicker while still fitting the budget. The relationships we have with our suppliers allow us to have more informed conversations. We're quick to pick up the phone and talk to our partners," he adds. It's these relationships with industry-leading manufacturers like Trex®, Andersen®, and Weyerhaeuser®, to name a few, that allow Woodhaven to get the facts—fast—and proactively relay information to their clients.

Over the past year, with an unprecedented rate of the workforce working remotely, Woodhaven has seen an increase in home improvement projects of all sizes in the Long Beach Island area, along with additions and new construction. Outdoor decking has been especially popular, as canceled vacation plans and lockdown orders have forced homeowners to get creative with staycations by creating dreamy backyard oases that will serve their purpose for years to come.

Trex, an industry-leading manufacturer of high-performance composite decking products and supplier to Woodhaven, has navigated this influx in new projects with a well-designed supply plan. "We are fortunate that the COVID-19 environment has been an accelerator to our business, as not all businesses have benefited. Demand for Trex products and decking as a category was robust prior to the crisis but, as time at home took on even more significance, the market absolutely exploded," a Trex spokesperson shared. "Trex Company had a supply plan strategy in place prior to the pandemic that provided a framework for the delivery of its products that helped keep us informed and better stocked than we otherwise may have been."

This increase in demand for products extends across the industry. "Supply and demand is driving prices up. The majority of manufacturers—if not all—have had multiple increases over the past year. The availability of many products has been challenging, which is why planning and being proactive is absolutely critical. Our customers are aware of what's going on, and they are continuing to build which makes our communication that much more important," Glinn says of Woodhaven's clientele.

Weyerhaeuser, a pioneer in the forestry industry and manufacturer of lumber and engineered lumber, and long-standing partner to Woodhaven, is approaching this volatile market by asking these questions: How can we continuously improve our products and services? How can we engage in a safe way?

Garabedian has done his best to continue to safely meet with clients on site, following all social distance and mask protocols. Even prior to COVID, the Garabedian Company has placed emphasis on communication, quality and value—tenets that allow the business to build strong, lasting relationships with their clients.

"Supply and demand has been a little tough. It's been tougher to give someone a fixed cost on a build just because the prices are going up and down. As long as you're being upfront with the client and explaining the volatility to them, you should not have an issue," he says. "Woodhaven is one of the main suppliers of all the products that we use. I am a loyal individual to those who take care of us. I am not their only client, but they treat you like they are. It's a pleasure to work with them," he adds.

Another local builder, TJ Fluehr, president and owner of Ted Fluehr Jr. Custom Home Builders, which has been in business on Long Beach Island for over 40 years, has been working with Woodhaven for over two decades. Fluehr builds custom homes and specializes in working with clients from beginning to end on their new builds. "I have a great relationship with Woodhaven, especially when it comes to working with their kitchen department," Fluehr says.

"COVID has brought a lot of people out of the cities," Fluehr comments. "If you work on LBI, you benefit from those who have relocated from the city to their beach houses. The ability to work remotely has been great for us, as customers are now spending more time at home, and focusing on the homes they are building."

"The number one request we've been seeing lately is Wi-Fi—everyone wants increased connectivity in their homes. We have set up offices for video conferencing, which people have been doing for years. Now, since everyone is working under one roof, we are seeing an increase in requests for sound deadening as well, to decrease noise transfer throughout the house as the entire family does their work or schooling remotely," Fluehr comments.

### LOOKING AHEAD

After more than a year of remote working and virtual learning, you may find yourself prioritizing home improvement projects that you previously glanced over. Now is the perfect time to begin planning any upgrades for your summer home or main residence. Working with a reputable industry leader like Woodhaven will ensure that your lifestyle and budgetary needs are met, while resting assured that you're investing in high quality items, built and installed by experienced crews, that are made to last.





# Construction Management



## 283 N 7th Street, Surf City

"We appreciate all the hard work and attention to detail during the construction of our house in Surf City. From the pilings to the roof, you stayed on schedule and worked through bad weather, permits and inspections. Thanks for all the communications in the process and the quality of work and materials you and your team brought to make the house our home."

- Jim & Marybeth Hanlon



# Construction Management



106 Bay Terrace, Surf City, NJ







# Construction Management



238 4th Street, Ship Bottom, NJ







# Construction Management



368 W 7th St, Ship Bottom, NJ







# Construction Management



270 13th St Surf City, NJ







# Construction Management



273 2nd St St Surf City, NJ



# Construction Management



113 E 26th St Ship Bottom



# Construction Management



41 Adrian High Bar Harbor, NJ







# Construction Management



9 E 16th St Barnegat Light



# Construction Management



275 W 27th St Ship Bottom







# Construction Management



**230 Fairview Ave Beach Haven**



# Construction Management



**1062D Long Beach Blvd. North Beach**



# Construction Management



**6 W 20th St Barnegat Light**



# Construction Management



**1092D Long Beach Blvd. North Beach**



## PROJECT LIST

**106 BAY TERRACE SHIP BOTTOM**

**238 W. 4TH SHIP BOTTOM**

**283 7TH SURF CITY**

**368 7TH SURF CITY**

**240 MORRIS AVE – BEACH HAVEN WEST**

**60 BARRY LANE BEACH HAVEN WEST**

**239 5TH SHIP BOTTOM -ADVISEMENT**

**309 11TH SHIP BOTTOM -ADVISEMENT**

**1154 JENNIFER LANE -ADVISEMENT**

**112 103RD ST LONG BEACH TOWNSHIP**

**41 ADRIAN RD HIGH BAR HARBOR LONG BEACH TOWNSHIP**

**273 3RD ST SURF CITY**

**270 13TH SURF CITY**

**275 W 27th ST SHIP BOTTOM**

**9 E 16th ST BARNEGAT LIGHT**

**4 E 24TH ST BARNEGAT LIGHT**

**113 E 26th ST SHIP BOTTOM**

### Under Construction:

**6 W 20TH BARNEGAT LIGHT**

**1092D LONG BEACH BLVD NORTH BEACH**

**1062D LONG BEACH BLVD NORTH BEACH**

**111 N 19TH SURF CITY**

**342 N 1ST SURF CITY**

**230 FAIRVIEW AVE BEACH HAVEN**





# Testimonials



Throughout the home building process, Matt Garabedian delivered honesty, integrity, and professionalism. He guided us through the process of buying our lot, designing our dream home and selling our previous home. Matt was able to connect us with the highest quality, local professionals for every step of the process. It was a pleasure working with Matt! We were engaged at every step throughout the build. Matt was easy to get in touch with and quick to respond to any questions. His impeccable attention to detail helped him to skillfully manage every stage of construction. He met deadlines despite all of the challenges associated with COVID. Throughout the process, we felt confident that Matt always wanted us to be happy with the finished product and he worked diligently to make that happen. Matt's team of local tradesmen and his design consultant Melody at Woodhaven Lumber attended to the smallest details. Melody was helpful in making difficult design decisions, respectful of our unique wishes and individual needs. Our beautiful home was completed on time and within budget. We love our house and are completely satisfied. It is our pleasure to highly recommend Matt Garabedian to help you make your LBI dream home a reality.

Megan Vile Vice Superintendent - Southern Regional Schools  
238 4th St, Ship Bottom

We appreciate all the hard work and attention to detail during the construction process of our house in Surf City. From the pilings to the roof, you stayed on schedule and worked through bad weather, permits and inspections. Thanks for all the communications in the process and the quality of work and materials you and your team brought to make the house our home.

Jim & Maybeth Hanlon  
283 N 7th Surf City



# “ Testimonials ”

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“Matt is an extremely likeable guy. His professionalism, knowledge, and ability to think on his feet makes him an asset to work with. He is receptive to new ideas and partners with each and every one of his clients and partners to get the job done. He knows how to handle situations quickly and efficiently”

*Partners of DNF1 LLC, 41 Adrian High Bar Harbor*

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**GARABEDIAN**  
REALTY & BUILDING  
COMPANY





# Testimonials



“Those who have worked with Matt know first-hand the standard of excellence he brings with him to each and every project. My experience in working with Matt has been from all three aspects of the business: buying, selling and building. He is a consummate professional with extensive experience which has yielded outstanding results.”

*Paul Winslow, 9 E 16th Barnegat Light, 275 W 27th St Ship Bottom, 1511 Seaview Barnegat Light*



**GARABEDIAN**  
REALTY & BUILDING  
COMPANY





# Testimonials



## GARABEDIAN

REALTY & BUILDING  
COMPANY



**Frank DelGuercio**

2 reviews



★★★★★ 3 months ago

Working with Matt and the Garabedian group was a pleasure. They were informative and knew all the answers to any questions we had. They were on top of the subs and vendors to keep the project moving. Closing on the house was seamless once it sold. I have already recommended Matt and his group to a few people looking to buy and/or build a new home.

I am a general contractor that does mostly pharmaceutical work in NJ and NY, I was impressed with Matts knowledge of the business and his professionalism. It allowed me to concentrate on my business with a clear head.

Matt brought profession subs to the table and kept them moving through out the construction process.

Matts whole staff was very professional and made the process a pleasure. from reviewing invoices to making material selections for the house.

In closing, I was very happy with the success of this project that my partner and I had.

5.0 ★★★★★







# Testimonials



## GARABEDIAN

REALTY & BUILDING  
COMPANY



**Art Nardin**

1 review



★★★★★ 2 months ago

We recently closed on our new home in High Bar Harbor. We entered into our contract on new construction when the house was 50% complete.

We worked with Matt at Garabedian companies acting as selling agent and construction project manager. Matt is very knowledgeable of Real Estate on LBI and his relationship with sub contractors and other vendors made the process seem less.

Matt is very detail oriented and efficient at scheduling work and coordinating the complicated process of building a house.

Any changes we requested were transparent and incorporated into the process efficiently.

Matt listened and understood what we were looking for and had some suggestions to enhancing our own ideas.

Matt responded very quickly to any issues or questions we had, he always wanted to make sure that we were happy.

We would highly Recommend Matt for any of your real estate or building needs.

5.0 ★★★★★





"Matt's knowledge for the real estate brokerage and building industry is scary. He makes a large undertaking enjoyable by constantly communicating along the entire process even after it has been completed. I always felt like I was a priority and Matt always had our best interest at hand.

Ralph Lopez  
106 Bay Terrace Surf City

42 years of working construction in Manhattan...Matt's project is the most organized construction production I have ever seen! In addition, not to mention a spotless jobsite!

Jim – Neighbor  
368 W 7th Ship Bottom

To the Broker and Builder Extraordinaire...thank you for your Herculean efforts on several of my projects. Forever Grateful.

Lauren Gross  
6 Million in Representation

