

10/2/2025

North Stratford Rd Listing Presenting

 TJSTEAM
YOUR HOME YOUR STORY YOUR TEAM

real

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Welcome

Tina Jingru Sui & The TJS Team

Bilingual Real Estate Broker | Fluent in Chinese & English | Investor-Friendly | Top Negotiator

- Team Leader: Tina Jingru Sui – Real Producers Top 150 Agent in Georgia
- Team Structure: 6 Agents | 1 Property Manager | 4 Administrators
- Track Record: Hundreds of successful closings across Metro Atlanta, with deep expertise in Fulton County
- Specialties:
 - Deep connections with builders & realtors, especially in luxury & rebuild properties
 - Strategic pricing & marketing for sellers
 - Investor-friendly analysis & negotiation
 - White-glove service for buyers, sellers & investors

Awards & Recognition:

- Top 150 Agent – Real Producers (Georgia)
- Top 1% Agent – GMLS
- Top 5 Midsize Agent Team – NAMAR
- Real Luxury Division, Certified Luxury Home Marketing Specialist





Location overview

Prime Buckhead Location

- Situated in **North Buckhead**, one of Atlanta's most prestigious residential districts.
- Surrounded by multi-million-dollar homes and ongoing **luxury redevelopment trend** (e.g., 3640 under rebuild, 4136 active at \$2.85M).

Unmatched Connectivity

- Minutes to **GA-400 & I-85** → direct access to Midtown, Downtown, and Perimeter.
- Short drive to **Lenox Square & Phipps Plaza** (Atlanta's luxury retail core).
- Convenient to Buckhead's top dining, shopping, and entertainment.

Lifestyle & Schools

- Nestled in a quiet **cul-de-sac** offering privacy and exclusivity.
- Close to Chastain Park, walking trails, golf, and recreation.
- Zoned for **top-tier public & private schools** → highly desirable for families.

Why It Matters

- Rare opportunity to secure **three prime Buckhead lots** on the same street.
- Buyers gain both **prestige and upside**: established luxury neighborhood + continued redevelopment momentum.

Featured properties

3660 N Stratford Rd NE, Atlanta, GA 30342

Price: \$820,000

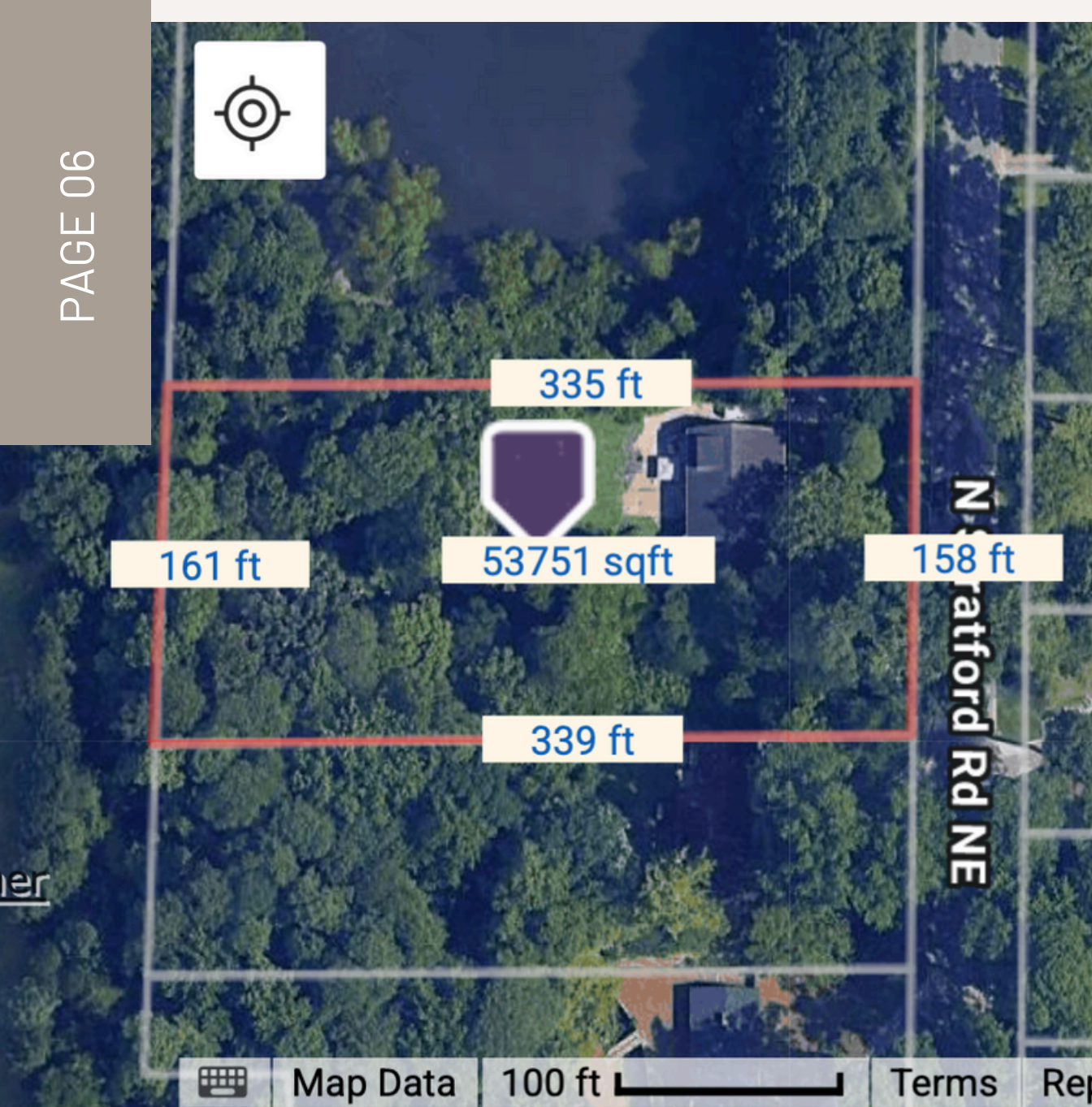
3604 N Stratford Rd NE, Atlanta, GA 30342

Price: \$675,000

3612 N Stratford Rd NE, Atlanta, GA 30342

Price: \$800,000





- Lot Size: 1.2 acres
- Year Built: 1948
- Living area: 3,796 sq ft
- 4 bedrooms, 3 full bathrooms.
- Zoning: R3-Residential Lots
- Flood zone: No
- Condition :

This property is currently in the eviction process, so the interior could not be inspected. From the exterior, the structure appears sound, and the lot is the flattest of the three—making it highly suitable for future redevelopment.

- Suggested listing price: \$820,000

Property 1

3660 N Stratford Rd NE, Atlanta, GA 30342



- Lot Size: 0.54 acres
- Year Built: 1950
- Living area: 2223 sq ft
- 3 bedrooms, 2.5 full bathrooms.
- Zoning: R3-Residential Lots
- Flood zone: No
- Condition :

This property is currently vacant and located near the end of the cul-de-sac, offering privacy and quiet surroundings. While structurally solid, areas such as the kitchen would benefit from moderate updates, and the full basement remains unfinished, leaving room for customization or expansion. This one could attract a broader pool of buyers who want into the buckhead at a more affordable price.

- Suggested listing price: \$675,000

Property 2

3604 N Stratford Rd NE, Atlanta, GA 30342



- Lot Size: 1.11 acres
- Year Built: 1940
- Living area: 2739 sq ft
- 3 bedrooms, 2.5 full bathrooms.
- Zoning: R3-Residential Lots
- Flood zone: No
- Condition :

Currently tenant-occupied and located directly next to 3604. Exterior condition appears solid, though interior access is limited at this time. Stable structure and adjacency make it a strong candidate for future renovation or redevelopment

- Suggested listing price: \$800,000

Property 3

3612 N Stratford Rd NE, Atlanta, GA 30342

Exclusive Listings Strategies



Sell Individually and provide bundle opportunities to Flippers / Renovators / Custom Luxury Builder Buyers

- Buyer Type: Flippers, renovators, or end-users wanting a project; plus primary residents seeking custom luxury homes.

Approach:

- 3604/3612 → Renovate/upgrade and resell around \$950k–\$1.25M.
- 3660 → Prime flat lot for a mid-to-high-end custom luxury home (primary residence build), supported by active comp 4136 N Stratford listed at \$2.85M.



Oppotunity to Rent While waiting for other lot to rebuild

- Buyer Type: Rental investors, small portfolio landlords, or family offices seeking steady income with appreciation upside from prime location Buckhead

Approach:

- 3612 → Already tenant-occupied. Market as “income-generating from Day 1”. Highlight current lease terms, rent roll, and area rental comps (~\$3k–\$3.5k/month for updated homes in Buckhead). Stable hold with future rebuild potential.
- 3604 → Can be rented after cosmetic upgrades (exterior, paint, flooring, appliances). Market as “value-add rental” with higher achievable rent (~\$3.2k–\$3.8k/month after improvements).
- 3660 → Post-eviction, could be leased short-term (corporate rental, Airbnb if permitted, or 12-month lease) while appreciating as a land-bank play. Buyers hold the lot for future luxury rebuild when timing is right.

Exclusive Listings Strategies



Bundle 3604 + 3612 as an Adjacent Assemblage

- Buyer Type: Small-to-mid-size developers, boutique custom home builders, or investor groups who want to control multiple side-by-side lots in Buckhead.

Approach:

- Present the two adjacent lots as one combined parcel (~1.56 acres).
- Emphasize the benefit of controlling frontage and utilities together, which allows developers to design two complementary new luxury homes
- Developer Angle:
 - Resale Potential
 - Economies of Scale: Shared contractors, landscaping, and infrastructure reduce per-home cost.
 - Exit Options: Build and sell both, or live in one and sell the other — appealing to both developers and high-net-worth end-users.



Subdivision Play – 3604 + 3612 into 3 Buildable Lots

- Buyer Type: Developers experienced with rezoning, variance requests, or subdivision approvals; typically boutique builders or small development firms.

Approach:

- Market 3604 + 3612 together as a subdivision opportunity.
- Highlight that the combined ~1.56 acre may be split into 3 smaller buildable lots (subject to City of Atlanta zoning approval).
- Provide preliminary sketches or feasibility concepts showing 3 new homes aligned with street frontage.
- Show recent luxury resale comps to illustrate potential end values.



Comparative Market Analysis

Within 1 mile of listings, ~49 luxury sales closed last 12 months, mostly \$1.2M–\$2.2M, with trophy sales to \$3.45M and an active \$2.85M comp on our street. New construction is common and commands \$330–\$460/SF. This validates 3660 as a luxury rebuild site, while 3604/3612 work as upgrade/income plays or a developer assemblage with meaningful resale upside.

| | Distance | # | | MLS # | Type | Price ↑ | Price/SqFt | Status ↓ | SubSt | Address | Subd/Complex | City | County | Bed | FB | HB | Yr Built | Img | List | Contrac | On Market | Expire Date | Closing Date ↑ | Hi | Docs | TD | Vie | In | VT | DP | ST |
|--|----------|----|--|-------------------------|------|-------------|------------|----------|-------|---|---------------------|---------|--------|-----|----|----|----------|------|------|------------|------------|-------------|----------------|----|------|----|-----|----|----|----|----|
| | 1.0 mi | 1 | | 7583029 | DET | \$2,315,000 | \$425.94 | C | | 4132 Carmain Drive NE | North Buckhead | Atlanta | Fulton | - | 4 | 4 | 1 | 2022 | 52 | 05/29/2025 | 05/29/2025 | | 09/02/2025 | | | | | | | | |
| | 0.3 mi | 2 | | 7604150 | DET | \$1,295,000 | \$334.11 | C | | 49 Conifer Park Lane | Longleaf | Atlanta | Fulton | - | 4 | 3 | 1 | 2002 | 43 | 06/25/2025 | 06/25/2025 | | 08/11/2025 | | | | | | | | |
| | 1.0 mi | 3 | | 7612726 | DET | \$1,039,000 | \$331.95 | C | | 4046 Hazel Nut Lane | Enclave At Chastain | Atlanta | Fulton | - | 4 | 4 | 1 | 2020 | 48 | 07/10/2025 | 07/10/2025 | | 08/11/2025 | | | | | | | | |
| | 0.8 mi | 4 | | 7580476 | DET | \$2,115,000 | \$325.38 | C | | 1031 Eulalia Road NE | Ridgedale Park | Atlanta | Fulton | - | 6 | 6 | 1 | 2006 | 50 | 05/15/2025 | 05/15/2025 | | 08/08/2025 | | | | | | | | |
| | 0.8 mi | 5 | | 7586208 | DET | \$1,875,000 | \$380.09 | C | | 905 Stovall Boulevard NE | Historic Brookhaven | Atlanta | Fulton | - | 4 | 3 | 1 | 1932 | 67 | 05/27/2025 | 05/29/2025 | | 08/01/2025 | | | | | | | | |
| | 0.8 mi | 6 | | 7582641 | DET | \$1,370,000 | \$469.66 | C | | 570 Martina Drive NE | Peachtree Park | Atlanta | Fulton | - | 4 | 3 | 0 | 1933 | 62 | 05/19/2025 | 05/23/2025 | | 07/25/2025 | | | | | | | | |
| | 0.9 mi | 7 | | 7575961 | DET | \$1,100,000 | \$336.91 | C | | 277 Alberta Drive NE | Buckhead Forest | Atlanta | Fulton | - | 4 | 3 | 0 | 1941 | 52 | 05/08/2025 | 05/09/2025 | | 06/25/2025 | | | | | | | | |
| | 0.8 mi | 8 | | 7552861 | DET | \$1,050,000 | \$250.30 | C | | 4045 Stephens Mill Run N | Stephens Mill | Atlanta | Fulton | - | 4 | 3 | 0 | 1990 | 37 | 04/03/2025 | 04/03/2025 | | 06/06/2025 | | | | | | | | |
| | 1.0 mi | 9 | | 7514022 | DET | \$1,185,000 | \$258.90 | C | | 4086 Haverhill Drive | Lakemoore Hills | Atlanta | Fulton | - | 6 | 5 | 1 | 1995 | 63 | 01/24/2025 | 02/21/2025 | | 06/02/2025 | | | | | | | | |
| | 1.0 mi | 10 | | 7575962 | DET | \$2,021,000 | \$753.26 | C | | 3740 Powers Ferry Road | Chastain Park | Atlanta | Fulton | - | 3 | 4 | 1 | 2022 | 54 | 05/08/2025 | 05/15/2025 | | 05/30/2025 | | | | | | | | |
| | 0.9 mi | 11 | | 7549694 | DET | \$2,200,000 | \$389.38 | C | | 515 Danube Road NE | North Buckhead | Atlanta | Fulton | - | 6 | 6 | 0 | 2020 | 57 | 03/28/2025 | 03/28/2025 | | 05/29/2025 | | | | | | | | |
| | 0.7 mi | 12 | | 7535390 | DET | \$1,237,500 | \$340.35 | C | | 3902 Sheldon Drive NE | North Buckhead | Atlanta | Fulton | - | 4 | 3 | 1 | 1956 | 54 | 03/05/2025 | 03/13/2025 | | 05/27/2025 | | | | | | | | |
| | 0.5 mi | 13 | | 7562283 | DET | \$1,200,000 | \$292.68 | C | | 3840 Wieuca Terrace NE | None | Atlanta | Fulton | - | 5 | 4 | 1 | 1940 | 58 | 04/17/2025 | 04/17/2025 | | 05/23/2025 | | | | | | | | |
| | 0.3 mi | 14 | | 7498548 | DET | \$2,200,000 | \$354.27 | C | | 3790 Ivy Road NE | Buckhead North | Atlanta | Fulton | - | 5 | 5 | 1 | 2024 | 47 | 12/16/2024 | 12/16/2024 | | 05/21/2025 | | | | | | | | |
| | 0.7 mi | 15 | | 7552533 | DET | \$1,250,000 | \$369.93 | C | | 4000 N STRATFORD Road | North Buckhead | Atlanta | Fulton | - | 4 | 3 | 0 | 1942 | 40 | 04/02/2025 | 04/10/2025 | | 05/19/2025 | | | | | | | | |
| | 1.0 mi | 16 | | 7508100 | DET | \$2,250,000 | \$313.50 | C | | 830 Camden Park Court N | Brookhaven | Atlanta | Fulton | - | 6 | 6 | 1 | 2007 | 49 | 01/13/2025 | 01/13/2025 | | 05/09/2025 | | | | | | | | |
| | 0.8 mi | 17 | | 7519145 | DET | \$1,575,000 | \$237.59 | C | | 3930 Peachtree Dunwood | Buckhead | Atlanta | Fulton | - | 5 | 6 | 1 | 1940 | 80 | 02/07/2025 | 02/07/2025 | | 05/09/2025 | | | | | | | | |
| | 0.9 mi | 18 | | 7531698 | DET | \$3,740,000 | \$392.65 | C | | 18 Blackland Road NW | Tuxedo Park | Atlanta | Fulton | - | 7 | 7 | 2 | 2016 | 72 | 02/27/2025 | 03/05/2025 | | 05/08/2025 | | | | | | | | |
| | 0.5 mi | 19 | | 7547146 | DET | \$1,130,000 | \$308.24 | C | | 3868 Whittington Drive N | Lakemont Estates | Atlanta | Fulton | - | 4 | 4 | 1 | 1963 | 44 | 03/27/2025 | 03/27/2025 | | 04/21/2025 | | | | | | | | |
| | 0.9 mi | 20 | | 7532297 | DET | \$1,300,000 | \$372.17 | C | | 413 Herrington Road NE | Buckhead | Atlanta | Fulton | - | 5 | 5 | 1 | 1940 | 38 | 02/27/2025 | 03/10/2025 | | 04/18/2025 | | | | | | | | |
| | 0.3 mi | 21 | | 7522298 | DET | \$1,799,000 | \$499.72 | C | | 660 Old Ivy Road NE | North Buckhead | Atlanta | Fulton | - | 4 | 3 | 1 | 1935 | 43 | 02/10/2025 | 02/12/2025 | | 04/15/2025 | | | | | | | | |
| | 0.3 mi | 22 | | 7535140 | DET | \$1,750,000 | \$262.76 | C | | 690 Old Ivy Road NE | North Buckhead | Atlanta | Fulton | - | 5 | 4 | 1 | 1955 | 64 | 03/06/2025 | 03/06/2025 | | 04/15/2025 | | | | | | | | |
| | 0.5 mi | 23 | | 7546353 | DET | \$1,625,000 | \$423.51 | C | | 3800 Wieuca Terrace NE | North Buckhead | Atlanta | Fulton | - | 4 | 4 | 1 | 1942 | 41 | 03/24/2025 | 03/24/2025 | | 04/10/2025 | | | | | | | | |
| | 1.0 mi | 24 | | 7542742 | DET | \$1,165,000 | \$393.71 | C | | 954 Winall Down Road NE | Historic Brookhaven | Atlanta | Fulton | - | 3 | 2 | 1 | 1950 | 58 | 03/18/2025 | 03/18/2025 | | 04/10/2025 | | | | | | | | |
| | 0.7 mi | 25 | | 7485405 | DET | \$2,250,000 | \$264.71 | C | | 3993 N Ivy Road NE | North Buckhead | Atlanta | Fulton | - | 6 | 6 | 1 | 2003 | 1 | 11/13/2024 | 11/13/2024 | | 03/28/2025 | | | | | | | | |
| | 0.3 mi | 26 | | 7501133 | DET | \$2,495,000 | \$344.28 | C | | 3862 Stratford Park Drive | North Buckhead | Atlanta | Fulton | - | 7 | 6 | 1 | 2010 | 74 | 12/26/2024 | 12/26/2024 | | 03/10/2025 | | | | | | | | |
| | 0.7 mi | 27 | | 7432735 | DET | \$1,100,000 | \$283.14 | C | | 3996 Land O Lakes Drive | North Buckhead | Atlanta | Fulton | - | 5 | 3 | 1 | 2005 | 70 | 08/05/2024 | 08/05/2024 | | 03/05/2025 | | | | | | | | |
| | 0.9 mi | 28 | | 7515921 | DET | \$1,300,000 | \$276.07 | C | | 3405 Roswell Road NE | Buckhead Forest | Atlanta | Fulton | - | 5 | 5 | 0 | 2016 | 56 | 02/05/2025 | 02/05/2025 | | 03/03/2025 | | | | | | | | |
| | 1.0 mi | 29 | | 7508928 | DET | \$1,549,000 | \$347.62 | C | | 3674 Kingsboro Road NE | Buckhead | Atlanta | Fulton | - | 4 | 3 | 1 | 2000 | 70 | 01/22/2025 | 01/22/2025 | | 02/28/2025 | | | | | | | | |
| | 0.7 mi | 30 | | 7503728 | DET | \$1,135,000 | \$341.76 | C | | 3797 Peachtree Dunwood | Historic Brookhaven | Atlanta | Fulton | - | 5 | 4 | 1 | 1937 | 34 | 01/03/2025 | 01/03/2025 | | 02/25/2025 | | | | | | | | |
| | 1.0 mi | 31 | | 7511481 | DET | \$3,454,000 | \$553.08 | C | | 4063 Rickenbacker Drive | North Buckhead | Atlanta | Fulton | - | 6 | 5 | 1 | 2024 | 70 | 01/20/2025 | 01/20/2025 | | 02/24/2025 | | | | | | | | |
| | 0.3 mi | 32 | | 7497991 | DET | \$1,030,000 | \$273.94 | C | | 50 Conifer Park Lane NE | Longleaf | Atlanta | Fulton | - | 4 | 3 | 1 | 2000 | 61 | 12/20/2024 | 12/20/2024 | | 01/30/2025 | | | | | | | | |
| | 0.6 mi | 33 | | 7475411 | DET | \$1,094,250 | \$301.78 | C | | 286 Land O Lakes Court N | North Buckhead | Atlanta | Fulton | - | 4 | 3 | 1 | 1989 | 47 | 10/22/2024 | 10/23/2024 | | 01/16/2025 | | | | | | | | |



Comparative Market Analysis– Land

Within 1 mile of your listings, recent sales show land values ranging from ~\$230k to \$1.1M per acre, depending on lot shape, topography, and buildability.

| CriteriaMapResults | | | | | | | | | | | | | | | | | | | | |
|--------------------------|---------------------------------|------|-------------------------|----------|-------------|-----------|-------|-------------------|---|---------|-------------|-------------------|-------|-------------------------------|----------|----------|------------|-------------|------------|----------------|
| Previous | | Next | | 1-5 of 5 | | Checked 0 | | All · None · Page | | Display | | Agent Single Line | | at 25 | | per page | | | | |
| <input type="checkbox"/> | Distance | # | MLS # | Type | Price ↑ | Status ↓ | SubSt | Price/Acre | Address | City | County | Acre | House | Classification | Pres Use | Img | List Date | Expire Date | On Market | Closing Date ↑ |
| | <input type="checkbox"/> 0.9 mi | 1 | 7570186 | LAND | \$800,000 | C | | \$1,014,327 | 16 Blackland Road NW, # | Atlanta | Fulton - GA | 0.79 | No | Developed/Zoned F Residential | | 4 | 04/29/2025 | | 04/29/2025 | 05/23/2025 |
| | <input type="checkbox"/> 0.7 mi | 2 | 7543787 | LOT | \$75,000 | C | | \$230,769 | 0 Kingsboro Road NE | Atlanta | Fulton - GA | 0.33 | No | Developed/Zoned F Vacant | | 1 | 03/21/2025 | | 03/21/2025 | 04/16/2025 |
| | <input type="checkbox"/> 0.2 mi | 3 | 7527937 | LOT | \$824,500 | C | | \$1,111,186 | 3737 Ivy Road NE, #2 | Atlanta | Fulton - GA | 0.74 | Yes | Developed/Zoned F Residential | | 16 | 02/20/2025 | | 02/20/2025 | 04/03/2025 |
| | <input type="checkbox"/> 0.9 mi | 4 | 7403312 | LOT | \$1,230,000 | C | | \$471,264 | 4131 N STRATFORD Road | Atlanta | Fulton - GA | 2.61 | Yes | Developed/Zoned F Vacant | | 11 | 06/13/2024 | | | 10/11/2024 |
| | <input type="checkbox"/> 0.7 mi | 5 | 7318635 | LOT | \$499,900 | C | | \$0 | 0 Mathieson Drive, #26 | Atlanta | Fulton - GA | 0.00 | No | Developed/Zoned F Other | | 8 | 01/02/2024 | | 01/02/2024 | 10/11/2024 |

Comparative Market Analysis

3660 North Stratford Road Northeast, Atlanta, Georgia 30342

4131 N STRATFORD Road NE

Atlanta, GA

MLS #7403312

\$1,230,000

CLOSED 10/11/24

4 Beds 3.00 Baths

Year Built 1955

Days on market: 93

Details

Prop Type: Single Family Residence

County: Fulton - GA

Subdivision: Buckhead

Style: Modern

Full baths: 3.0

Acre: 2.61

Lot Dim: 0x0x0

Lot Size (acres): 113,691

List date: 6/13/24

Sold date: 10/11/24

Off-market date: 10/11/24

Updated: Oct 16, 2024 10:53 AM

List Price: \$1,450,000

Orig list price: \$1,500,000

Taxes: \$17,289

High: North Atlanta

Middle: Willis A. Sutton

Elementary: Sarah Rawson Smith

Features

Community Features: Near Beltline, Near Trails/ Greenway

Current Use: Vacant

Fencing: Partial

Horse Amenities: None

Levels: Two

Lot Features: Creek On Lot, Flood Plain, Private

Other Equipment: None

Other Structures: Airplane Hangar, Residence

Patio And Porch Features: None

Property Condition: Fixer

Road Frontage Type: City Street

Road Surface Type: Asphalt

Security Features: None

Utilities: Cable Available, Electricity Available, Natural Gas Available, Phone Available, Sewer Available, Underground Utilities, Water Available

Vegetation: Partially Wooded

View: Creek/Stream, Trees/ Woods

Water Body Name: None

Waterfront Features: None

Zoning Description: Developed/Zoned Residential



Neighbor Rebuild Proof — Same Side of the Street

Address: Next door neighbor of 3612

Status: Active rebuild in progress

Why it matters:

- Confirms demand for new luxury construction on this side of N Stratford—not just across the street.
- De-risks buyer underwriting: builders/end-users see a live precedent for approvals, trades availability, and resale comps.
- Street upgrade flywheel: one new home → better curb appeal → higher buyer traffic → stronger pricing for nearby lots.

Supports our strategies:

3660 → prime custom luxury home site (flat/large).
 3604 + 3612 → adjacent assemblage (2 new homes)
 or 2→3 lot subdivision (subject to city approval).

Marketing Plan – Targeting the Right Buyers



Direct Builder Outreach (Core Focus)

- Local Big Developers & Builders: Stokesman Luxury Home, Loudermilk, Longo, Claire Atlanta etc.
- Use permit records & MLS teardown data to pinpoint active Buckhead builders.
- Schedule private “Lot Walks” exclusively for developer groups.
- Deliver Developer Package
- Emphasize control of adjacent lots (3604 + 3612) and 3660 as a prime flat site for a luxury build.



Agent Network

- Invite top Buckhead luxury & lot agents to private previews.
- Co-broker incentives + tailored email blasts.
- Leverage their builder/investor clients.



Distribution Channels

- MLS / FMLS / GAMLS – wide local coverage. Listed as Residencial and Land.
- Social Media: Instagram, LinkedIn, Xiaohongshu, Youtube, Facebook
- Geo-fencing Ads: Buckhead & North Atlanta luxury buyer circles.
- Local outreach via Nextdoor + community newsletters.



Premium Marketing Tools

- Premium Wood Signage with rendering mockups of potential new homes.
- Drone + Video Tour: Flyover with voiceover “vision for 2 or 3 new homes.”
- Printed & Digital Brochures: Professionally designed booklets and QR-linked PDFs
- Professional + Lifestyle Photography: Capture “vision shots” that position the lots as future luxury residences.



Contact Us

For further information and detail



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