

TOP AGENT MAGAZINE



Sharron Cochran

Top Agent Sharron Cochran, a REALTOR® in the Washington, DC metropolitan area, is known by clients and colleagues for her high level of energy and enthusiasm for everything she does. “I am passionate about real estate, and it requires using all the business skills

I have gained, both in my years in real estate, and in previous work as a business owner and as a systems analyst. Project management is so important in today’s complex real estate transactions, with many participants, negotiations, deadlines, and sometimes the need to help overcome unexpected setbacks, and my detail-oriented nature helps me pull everything together and get the job done for my clients.”

But what brings Sharron the most satisfaction is seeing the smiles on clients’ faces when their home sells for a great price, or they find the home of their dreams. “A home is typically the largest investment many families will ever make, and helping them make the right decisions has a lasting impact on their lives—so my focus is always on helping clients reach their goals, not just selling a house.”

After receiving a degree in math from Vassar College, Sharron worked as a computer systems analyst and earned a marketing MBA. Later she trained in landscape design, going on to own a landscape design firm for 14 years. Along the way she also studied interior design. “Staging is so important in getting maximum return for our sellers, and my design background gives my clients a real advantage. And mastering the ever-changing technology that defines today’s real estate business comes easily to me with my tech background.”

Sharron was drawn to her current agency for its reputation for integrity and top-quality agents. “Miller/Long & Foster is the exclusive affiliate of Christies Great Estates in the DC area, and we serve a luxury market. But I provide the same high level of service to buyers and sellers in all price ranges.” Sharron is licensed to sell homes in MD, DC, and VA, and she enjoys the challenge of working in the different parts of the metro area. Sharron loves that being in real estate is the chance to learn something new every day. And as a certified mentor for new agents in her office, she has the chance to share her knowledge and enthusiasm with those just starting in the business.

Sharron is especially fond of working with senior clients. “I have my Senior Real Estate Specialist designation, and I enjoy helping seniors who are planning to downsize,” she says. “I can recommend services such as senior move managers or organizers who can assist with planning and moving, and often I work with both the homeowner and other family members.”

Sharron prides herself on staying well educated on the local market and with general real estate trends. “Along with my Senior Real Estate Specialist designation, I am also a Certified Residential Specialist (earned by only 3% of REALTORS® in the country), and have my GRI, SFR and e-Pro designations.” Sharron has earned a number of awards over the years, including being named #1 Individual Agent at Miller, and was recently named by Washingtonian Magazine as one of the DC Metro Area Top Producing Residential Real Estate Agents. “Client satisfaction means more to me than anything else—most of my business is a result of referrals, and it’s very gratifying to know that people recommend me highly to others.”

Supporting the community is also something close to Sharron’s heart and she does so by volunteering with her church and with a local senior village which supports seniors who want to stay in their homes. She also supports the National Alliance on Mental Illness. Though she makes herself available to her clients 24/7, Sharron loves to travel and is active in two garden clubs and a long-running (25 years!) book club.



To learn more about Sharron Cochran of W.C. & A.N. Miller Realtors, A Long & Foster Co., call 301-351-4517 (main office # 301-229-4000) email Scochran@LNF.com or visit www.SCochran.com