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The Real Deal

When buyers and sellers partner with **Keller Williams Realtor Stacy Hilman**, they gain an adaptable and authentic advocate who excels at solving problems and creating opportunities.

BY **BILL DONAHUE** | PHOTOS BY **NINA LEA PHOTOGRAPHY**

Stacy Hilman has always wanted to make a difference in the world. Her innate desire to help others is what stoked her interest in becoming a nurse. It's what compelled her toward a career in education. And it's what drives her today, in her work as an award-winning Realtor with Keller Williams Real Estate in Bucks County.

"I'm a genuinely caring and compassionate person, and clients feel that because I wear my heart on my sleeve," says Stacy, a New York native who now resides in Buckingham. "I listen to what my clients need and make sure they *feel* prioritized and *are* prioritized. I've had clients say I'm like a personal concierge, because I pride myself on always being available. To be honest, the job comes easy to me, because I love being around people and I love my community."

Her circuitous journey to becoming one of the area's premier Realtors began in Long Island, with a job she held in her early 20s: a case manager for adults with intellectual and physical disabilities. The opportunity to see the difference she made in these people's lives

had a profound effect on her. In fact, it prompted her to enroll at Long Island University CW Post to pursue a bachelor's degree in special and general education; she would later earn a master's in literacy education from Queens College.

"I went into teaching as a way to give back, and it has impacted my life in so many ways," says Stacy, who has fond memories from her time as a middle-school special education teacher. "I still talk to some families of my former students."

In 2007, Stacy and her family—her husband, Matt, and their two young daughters, Lindsay and Dylan—moved to the Philadelphia area so Matt could pursue a career opportunity in the pharmaceutical industry. She took two years off to raise Lindsay and Dylan, but came to a point where she felt energized to re-enter the work force. At Bucks County Community College, for example, she taught early educators as a member of the adjunct faculty.

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**If I promise you something,
I'm going to do it."**

—STACY HILMAN,
KELLER WILLIAMS REAL ESTATE

dents'] weddings," she says. "Some of them have even become clients. I've had many genuine friendships come out of that time of my life."

Her introduction to the real estate business came rather unexpectedly.

"Matt lost his job in 2013, and he thought: *Wouldn't it be fun for both of us to get into real estate as an investment opportunity?*" she recalls. "As we both decided to sign up for classes, he had an opportunity to run a company. So guess who landed herself in real estate school: me. I studied and took the test and realized, 'OK, I can figure this out.' I also found that I really enjoyed it."

The chance to help another Realtor with an open house fueled her growing appetite. She earned her first few clients as a result of that opportunity, and before long her career was flourishing.

"Teaching was soul-fulfilling, but real estate is fulfilling in many ways, too," she says. "I went from thinking I would be in classroom education forever to educating people in a different way now; I'm teaching people about the process of upsizing, downsizing, and rightsizing."

Many of the qualities that served her well as an educator have helped her thrive in real estate: adaptability, compassion, communication, creativity, humor, perseverance. She's also an expert problem solver with an entrepreneurial mind.

The true secret to her success, she believes, is her authenticity. "If I promise you something, I'm going to do it," she says. "That's where the trust starts."

Stacy focuses primarily on real estate in Bucks and Montgomery counties, and through referrals has found herself along the Main Line. Although she's a "luxury agent," meaning she specializes in helping buyers and sellers of high-value homes, her client list includes people of all ages, backgrounds, and income levels. She has a special place in her heart for first-time homebuyers and older individuals who are downsizing.

"My ideal client is someone who is willing to collaborate, learn, and have fun at the same time," she says. "More than 90 percent of my business comes through referrals, which is a huge compliment, and most of my referrals are similar to the clients

I've worked with throughout my career: high-energy people who want to live a fulfilling life."

Stacy's commitment to making a difference in the world extends far beyond the concierge-like service she provides to buyers and sellers. Several years ago, during her time as a special ed teacher, she became involved with the Autism Cares Foundation. She began volunteering her time and talents to the nonprofit, which provides and expands resources for individuals and families affected by autism. She continues to do so to this day.

Her oldest daughter, Lindsay, has followed in her mother's footsteps. Having done volunteer work for Autism Cares since the age of seven, Lindsay has since become an intern with the organization.

"Anyone who knows me knows Lindsay's story," Stacy says. "She's not on the autism spectrum, but she does have learning challenges. She's also one of the hardest-working, sweetest old souls you'll ever meet. The Autism Cares Foundation is making a big difference in her life right now, and it's been amazing to watch."

Despite her demanding career and philanthropic efforts, Stacy never loses sight of what truly matters: togetherness with family. She also gets immense satisfaction out of exploring new restaurants, reconnecting with friends she's had since childhood, and staying active through paddleboarding and pickleball. Shopping, however, is what truly feeds her soul.

In a world that seems increasingly superficial and self-interested, Stacy Hilman stands out as a paragon of authenticity and professionalism. Through her dedication to her clients, as well as her unwavering support for various communities, she serves as a shining example of the impact one person can have when they lead with their heart.

And, it's worth noting, she believes she's only just getting started.

"I'm going to continue to build momentum and grow my business by helping people achieve their dreams," she adds. "I think I'll probably be back in a classroom someday, though I'll probably be doing it somewhere that has warmer weather than here. I'm not slowing down or going anywhere anytime soon. I'm having too much fun." ■



Stacy Hilman, Realtor

stacy.hilman@kw.com

(215) 933-9071

www.instagram.com/stacyhilmanrealtor

www.facebook.com/stacyhilmanrealestate