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Super Moms
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BY BILL DONAHUE | PHOTOS BY JEFF ANDERSON

JOINING FORCES

The **Thomas Hilman Real Estate Team** represents the collaboration of two powerhouse Realtors, Sue Thomas and Stacy Hilman, devoted to delivering results for buyers and sellers.

Sue Thomas and Stacy Hilman bring out the best in each other. What else can anyone ask for in a close friend, especially one who doubles as a business partner?

Sue and Stacy have a lot in common. Both have spent a long time in real estate—four decades for Sue, nearly 15 years for Stacy—and they share a brokerage in Keller Williams. Both have two children—sons for Sue, daughters for Stacy. Both possess a positive, can-do spirit. And, amazingly, both hail from the same diminutive Long Island hamlet, though their paths crossed only recently.

Similarities aside, they are hardly the same person. While Sue is likely to don practical boots while walking land with clients, Stacy has a reputation for "making deals in heels." One is the yin to the other's yang.

"We both have similar strengths in some areas," Thomas says, "and we fill in the gaps in other areas."

The two Realtors met through Keller Williams and quickly formed a close bond rooted in a shared love of family, a zest for life, and similar business goals. By 2025, when they decided to found the Thomas Hilman Real Estate Team, they had already been working together for a few years.

"Our clients get two powerhouse Realtors and one exceptional outcome," says Stacy. "They understand that we are one unit, so I can step in for Sue and she can step in for me. We're able to achieve our clients' goals with a more streamlined process. As a result, we can remove much of the stress from what is generally considered a stressful process, making it as seamless as possible.

"It's such a fabulous partnership, and we're very supportive of one another," she continues. "Even if Sue is on safari on Africa, where she is going [this summer], no one will ever feel the difference."

Although the whole point of the collaboration was to better serve clients, the partners say it has helped them grow, too. Sue has great respect for Stacy's forward-looking nature and creativity in facilitating transactions, while Stacy has learned from Sue's deep knowledge base and creativity when it comes to marketing unique properties that abound with character and nuance.

Bucks County may be the center of the Realtors' universe, figuratively speaking, but

Photos taken at the River House at Odette's in New Hope, Pennsylvania

Stacy Hilman

> **Whether it's a multimillion-dollar property or a starter home**, we love to work with people who have a positive spirit like us."

Sue Thomas

they also represent buyers and sellers in Montgomery and Chester counties, as well as on the Main Line. Their clients run the gamut, too.

"We love the luxury market, but we also have legacy clients where we end up working with many members of the same family," Sue says. "That tells us our clients trust us enough to recommend us to their loved ones. That is both rewarding and valuable. Whether it's a multimillion-dollar property or a starter home, we love to work with people who have a positive spirit like us."

Clients who relocate to the Philadelphia area from out of state rely on the partners to "be their eyes and ears" so they can make informed decisions about prospective homes. Sue and Stacy also help clients who want to move across the country, even around the world, by connecting them with top-notch Realtors who have earned their trust.

"I've had multiple clients who have purchased houses through FaceTime," Sue says. "There is a tremendous level of trust in a situation like that, and we work hard to build that trust from the very first conversation. If they eventually decide to move somewhere else, they know we're going to partner them with someone who will treat them with as much respect as they would get with us.

"We come at this from the perspective of wanting to help people achieve whatever their goals are, and we'll do whatever it takes to make that happen," she continues. "We have enough experience and the right connections to achieve those goals in a much more cohesive way than the average bear."

For example, the Thomas Hilman Real Estate Team has developed a broad network of contractors and other service providers to benefit buyers and sellers—before, during, and after their day at the closing table. To them, it's just an extension of the concierge service they strive to deliver.

"Stacy and I are at different stages of our lives and careers," says Sue, who recently welcomed her first grandchild. "Stacy is younger than me and has a longer runway ahead of her. There might come a time when I want to slow down and spend more time with my loved ones, however we will not let our clients fall to the wayside. It's very important to us that all our clients feel comfortable knowing that their needs will be taken care of. Until then, we're going to build our business into something sustainable that will be fulfilling for both of us while helping our clients get where they want to go." ■

Thomas Hilman Real Estate Team

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