

SOUTH SHORE

MAY 2026

# REAL PRODUCERS

RISING STAR  
**ANNA  
MCGARRY**

PLUS  
**PARTY PIX**

## HILLARY BIRCH

The MOM, The Myth, The Legend: How this Real Producer Sold  
50+ Homes With a Baby on Her Hip

CONNECTING. ELEVATING. INSPIRING.

# the mom the myth the legend

How Hillary Birch Sold 50+ Homes  
With a Newborn on Her Hip

The thing Hillary Birch wants people to understand about her work is simple, but it drives everything she does.

WRITTEN BY JOSEPH COTTLE  
PHOTOS BY ALEXIS MARIE  
PHOTOGRAPHY & DESIGNS

"I genuinely care about doing what's in the best interest of my clients," she says. "And to me, if I'm not having fun doing my job, I don't want to do it."

That combination—care and joy—has shaped a real estate career that's now spanned two decades, but it didn't begin with some

grand, lifelong plan. Like a lot of good stories, it started with a season of figuring things out.

After attending the University of Vermont, Hillary headed west to Colorado, spending time in Vail as a self-described "ski bum," while waitressing on the side. It was a season fueled by a love for the outdoors, something that still defines her today. "I just like being outside," she says. "It always brings me down three notches."

Eventually, she made her way back east, unsure of what came next. The job market was tight, and her father owned a small apartment rental company in Quincy. So she jumped in, running apartments all over Boston neighborhoods to make ends meet.

What started as a stopgap quickly became something more.

"I got really obsessed with it," Hillary says. "It was like





“

I thought—'not a chance they're going to hire somebody with a newborn baby. **Every single time, they hired me.**”



a higher-stakes version of waitressing.” The fast pace, constant communication, and ability to juggle multiple demands at once translated seamlessly into real estate.

“I was so used to handling multiple tables at the same time, it sort of came naturally to be handling multiple rental transactions at the same time,” she says.

That natural fit turned into momentum. She earned her license at 21, her broker’s license just a few years later, and eventually opened her own brokerage in Quincy Center, running it for more than a decade. But success came with its own challenges.

At one point, managing a team of 10 left her feeling isolated and burned out. “I wasn’t having fun doing it anymore,” she says.

That realization forced a pivot. When Compass came calling—after more than a few previous attempts—she was ready to listen. She downsized her team and made the move, trading the responsibilities of running a brokerage for the freedom to focus on what she actually loved.

“I was able to spend more time doing what I actually like to do, which is not manage people—it’s actually sell houses,” she says.

Now, three and a half years into that chapter, she’s found her rhythm again. Collaboration has replaced

isolation, and the work feels fun again.

“I really seek to work with people that bring me joy,” she says. “When everybody’s enjoying each other’s company, it’s better.”

It’s also tied to how she shows up for clients during what is often one of the most stressful seasons of their lives.

“This is the largest financial decision they’re ever making,” she says. “You might be juggling 10 different sales at the same time, but for each of those clients, it’s the biggest thing going on in their life.”

Her ability to stay calm in those moments, to communicate clearly, and to meet people where they are has become one of her greatest strengths. “I’m real with people,” she says. “I listen to them and help them understand that we will get them to where they need to be.”

That empathy isn’t theoretical. It’s lived.

Hillary and her husband, Steve, are raising a blended family of five kids—Natalie, Julian, Cameron, Clyde, and Lucy—while both running their own businesses. Life is full, complicated, and often unpredictable.

Last year alone, she welcomed a new baby at 40 via c-section and still closed 53 sales transactions,

making her one of the top-producing agents in the area. Sometimes, that meant bringing her newborn along to listing appointments.

“I was a little unwell” Hillary says with a laugh, “But that’s just kind of my personality; I go all in.”

“I thought—not a chance they’re going to hire somebody with a newborn baby,” she says. “Every single time, they hired me.”

That experience reinforced something she already believed: showing up matters.

“If you just keep going, even when it’s really hard, that’s when you break through to the other side,” she says.

It’s also shaped the message she hopes others take away from her story—especially other women balancing business and motherhood.

“I have a great deal of respect for other women who are doing hard things with small children,” she says. “We all need to be a little kinder to ourselves; we’re doing a great job.”

For Hillary, real estate isn’t just about transactions. It’s about people, relationships, and helping others navigate big moments with confidence. It’s about building a life that blends work and family, not separating them.

Most of all, it’s about choosing joy along the way. ■

“ I have a great deal of respect for other women who are doing hard things with small children,” she says. “We all need to be a little kinder to ourselves; **we’re doing a great job.**”