



Stephanie Lanier



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3724 Shipyard Blvd
Wilmington, NC 28403

EDUCATION

University of North Carolina at Wilmington

Bachelor's Degree in Psychology, 2003
Master's Degree in Social Work, 2007

2014-2015

Leadership North Carolina Class XXII

2013

Leadership Wilmington
Cape Fear REALTORS® Leadership Academy

AWARDS & RECOGNITION

- 15 Best Real Estate Agents in Wilmington, Expertise.com, 2022
- Salesperson of the Year 2021, Cape Fear Realtors
- America's Top 100 Real Estate Agents, 2020 & 2021
- Cape Fear CREW Award of Excellence, Career Advancement for Women, 2020
- Power 100 List, Connector Category, Greater Wilmington Business Journal, 2020
- #2 Wilmington Real Estate Agent on Social Media, Property Spark, 2021
- #16 North Carolina Real Estate Agent on Social Media, Property Spark, 2021
- StarNews Inaugural 40 Under 40 Awards, 2019
- Power 100 List, Connector Category, Greater Wilmington Business Journal, 2019
- YWCA Unsung Hero Award Finalist, 2019
- Winner of Curaytor's Pitchfest, 2018
- International List of Real Estate Influencers, Inman News, 2017
- Best Real Estate Agent, StarNews, 2014
- North Carolina Association of Realtors Rising Star Award

BOARD MEMBERSHIPS & COMMUNITY SERVICE

- Wilmington Chamber of Commerce, Board of Directors & 2nd Vice Chair, 2021-2022
- Wilmington Chamber of Commerce, Treasurer & Executive Committee Member, 2020-2021
- UNCW Alumni Association, Chair, 2018-2020
- Cape Fear Realtors Leadership Academy Governor, 2018-2019
- Make-A-Wish Advisory Council Member, 2013-2018
- Cape Fear Realtors Grievance Committee, 2016-2017
- Cape Fear Realtors Professional Development Committee, 2016
- Welcome Home Angel, Board of Directors, 2013-2016
- Cape Fear CREW Board Member, 2015
- Family Support Network of Southeastern NC, Board, 2012-2013
- Cape Fear Realtors 100 Year Anniversary Committee, 2022

SELECTED SPEAKING ENGAGEMENTS & PRESENTATIONS

- South Carolina Association of Realtors, 2022
- National Intake Initiative, 2021
- Exclusive Inman Clubhouse Speaking Event with Laura Monroe, 2021
- Self-Care Workshop with Realtors in Toronto, Canada, 2021
- NCHVP Virtual Education Conference, keynote speaker on Self-Care, 2021
- Cape Fear Commercial Real Estate Women (CREW) Luncheon, presentation on Self-Care, 2021
- Middleton Elite Coaching, 2020
- Women's Leadership Accelerator, Wilma Magazine, 2020
- Tribute Companies Annual Kickoff, Wrightsville Beach, 2020
- Inspiration Lab Conference, 2018 & 2019
- UNCW Commencement, College of Health & Human Services, 2019
- TEDxAirlie, Wilmington NC, 2019
- National Association of Realtors(r) Broker's Edge Conference, 2019
- Inman Connect, New York City, 2019
- National Association of Realtors(r) "Unofficial" 30 Under 30 Reunion, 2019
- Women's Leadership Accelerator, Wilma Magazine, 2018
- Talent & Workforce Development Luncheon, Wilmington Chamber of Commerce, 2018
- GO Realty Awards Luncheon, Raleigh NC, 2018
- Best Life Summit, Durham NC, 2017
- Genuine Hustle Real Estate Conference, 2017
- UNCW Center for Innovation and Entrepreneurship, Alumni Success Stories, Wilmington, 2017
- Make-A-Wish, Wish Champions Luncheon, Raleigh & Wilmington NC, 2016 & 2017
- TurnON Conference, hosted by 1000watt, Portland OR, 2016
- Inman Connect, San Francisco CA, 2015
- Wilmington's Most Intriguing People Power Breakfast, Greater Wilmington Business Journal, 2015
- Cucalorus Connect, Wilmington NC, 2015
- Women in Business, Wilmington NC, 2014
- UNCW Convocation, College of Health & Human Services, 2014



About Stephanie

Stephanie is the leader of the Lanier Property Group, an award-winning real-estate team at Intracoastal Realty in Wilmington, North Carolina. In 2021, she was named the Cape Fear Realtors Salesperson of the Year, out of over 3,500 agents in the region. The Lanier Property Group team had over \$51-million in sales and closed 141 transactions.

Stephanie was named to Wilmington's Power 100 List in 2019 and 2020, and was named to StarNews Media's "40 under 40" list in 2019. She has also been honored with the Cape Fear CREW Award of Excellence for her dedication to advancing the careers of women in real estate.

In addition to running LPG, Stephanie created the Inspiration Lab in 2015 as a community for women focused on personal and professional growth. The Inspiration Lab's podcast, monthly newsletter, workshops and real estate roundtables reach thousands of women.

In 2019, the Lanier Property Group and the Inspiration Lab teamed up to host a women's conference in Wilmington with an entire day devoted to real estate and marketing. Hundreds of real estate professionals and marketers from across the U.S. and Canada attended.

Stephanie lives in Wilmington, NC with her husband, Andrew, and 13 year old son, Oliver. As a parent to a child who is medically fragile and has autism, Stephanie has made a study out of work-life rhythm and self-care. In her downtime she loves reading, pilates and planning fun celebrations for her friends and family.



PROFESSIONAL EXPERIENCE

2012-Present

Founder & Owner of Lanier Property Group

- Founded in 2012 as a boutique real-estate firm, Lanier Property Group merged with Intracoastal Realty Corporation in February 2020, one of the largest real estate brokerage firms in southeastern North Carolina.
- With a small team of highly productive agents, they have built a loyal client base and closed 141 deals in 2021.
- Lanier Property Group currently has over 350 five-star reviews online.

2015-Present

Founder, The Inspiration Lab

- Established in Wilmington, North Carolina in 2015, The Inspiration Lab is a community of working women that fosters personal and professional growth and meaningful connections through live events, workshops, and original workbooks.