

## Meet Steve Lawson, 2018 Chair of the NAHB Multifamily Council

A third-generation builder and developer, Steve is President of [The Lawson Companies](#), a multifamily and single-family builder, developer, and manager based in the Hampton Roads region of Virginia, with thirty-four properties in Virginia and two in South Carolina. For more than forty years, the company has been active in the financing, development, construction, and management of rental and for-sale housing, serving affordable and luxury clients with consistently excellent service and value.



As president of [The Lawson Companies](#), Steve oversees a portfolio of more than five thousand apartments and \$15 million in annual construction and development. The company is a licensed builder in three states, and its build-and-hold approach adds about 150 units a year to the portfolio. Steve earned his undergraduate degree in engineering from Duke University and worked in that field for several years, later returning to Duke for a Master's Degree in Business prior to joining the company in 1993. He saw that his father found great value in being involved in with NAHB, at both the local and national level, and that has proved to be true for him as well.

Lessons learned? "First, *never* give up. Some deals take years to put together, and the devil is always in the details. And equally important: Build a great team. Our team – 35 people in the main office and another 200 or so at the properties – does a phenomenal job, allowing me to focus on the big picture and to invest time in worthy organizations like NAHB and the Multifamily Council."