

Yossi Subar

Partner

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Areas of Focus

Real Estate | Commercial Leasing |
Purchases, Sales and Acquisitions |
Construction and Development

“We’re never reinventing the wheel, but constantly working with it creatively. People come to us expecting to get deals done quickly and efficiently because there’s almost nothing we haven’t seen.”

Overview

Yossi Subar’s clients regularly confront critical leasing requirements, often under dire time constraints. They turn to Yossi, not just for his legal insight, but also for his confidence in deftly navigating the high-priced, high-speed complexities of the New York and national real estate markets. They value his ability to explain complex legal and business concepts and find practical ways to resolve issues and avoid costly mistakes. They feel the empathy — how he walks in their shoes — and they appreciate his reassuring presence in pressure situations.

A key figure in one of New York City’s most active commercial leasing groups, Yossi counsels both landlords and tenants in a notably large volume of diverse deals. While his practice is national in scope, he is especially known for his intricate knowledge of the New York market and its players. He deploys the resources of a full-service real estate group to help his clients move quickly in any transaction, large or small.

Dexterous on either side of the deal, Yossi represents companies of every size and life cycle stage. From start-ups looking for space that projects their brand to large multinationals expanding their U.S. footprint to internet retailers wanting an experiential brick-and-mortar presence, the sheer number of deals he handles sets Yossi apart. It gives him a unique perspective on the market and meaningful insights into his clients’ most pressing issues.

Yossi also works closely with landlords of all sizes to convert prospects into committed tenants. Because of the variety and scope of his practice, he sees issues from both sides and finds creative solutions that meet the needs of all parties. His valuable insights about what’s market helps move transactions forward

efficiently. Yossi understands not only how buildings work but also how the landlord/tenant relationship works. As a result, he is able to negotiate and memorialize deals so there are no costly surprises.

Representative Experience

- Counseled the world's leading music-streaming company in relocating its global headquarters to New York City. This transaction was one of the largest office leases in Manhattan completed in the year it was signed and involved over 400,000 square feet of office, performance and recording studio space.
 - Advised a media investment company in its lease for over 500,000 square feet in the Financial District of New York City, consolidating its multiple offices into one central location. This deal involved the leasing of space in a yet-to-be constructed building and was one of the largest commercial office leases completed in the year it was signed.
 - Negotiated the anchor tenant lease in New York's Times Square on behalf of its landlord. A law firm tenant leased approximately 400,000 square feet in the newly-constructed state-of-the-art building.
 - Counseled an American multinational apparel company in relocating its East Coast corporate headquarters to 265,000 square feet of space in downtown Manhattan. This lease was the largest relocation in the year it was completed and the winner of The Real Estate Board of New York's Most Ingenious Deal of the Year Award in recognition for solving difficult problems in property negotiations.
 - Advised a large multinational development company in leasing-up the retail space at its newly constructed urban regeneration projects. These transactions involved the long-term leasing of highly visible ground floor space to local retailers/restaurateurs, providing amenities critical to the new development's success.
 - Advising a large foreign investment company in its ownership and leasing of a first-class office building in New York City as well as the retail leasing at one of New York City's most iconic and historic hotels.
 - Counseling a rapidly expanding last-mile logistics company in leasing space across the United States.
 - Acting as outside counsel for a family-owned real estate investment firm, handling joint ventures, acquisitions, sales and commercial leasing.
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Insights + Events

Checklist

Last-Mile Logistics – Seven Common Issues
April 14, 2021

Checklist

Industrial Properties – Last-Mile Logistics
February 24, 2021

Event

Davis+Gilbert Counsel 2U® Real Estate + Bankruptcy Webinar | What Happens When a Commercial Tenant Files Bankruptcy
May 21, 2020

Press Release

Davis+Gilbert Handles Six of the Top 50 Manhattan Leases in First Half of 2017
September 6, 2017

Press Mention

CoStar | Office Lease up Spotify to Relocate, Expand HQ at Silverstein's 4WTC
February 21, 2017

Credentials

Education

Benjamin N. Cardozo School of Law (J.D., *magna cum laude*, 2002)

- Associate Editor, *Cardozo Law Review*

McGill University (B.S., 1997)

- Recipient, Distinction Award

Distinctions

- *The Best Lawyers in America*® 2020-2024, Real Estate Law
- *The Legal 500 United States*® 2014, Real Estate
- *New York Metro Super Lawyers*® 2015-2023, Real Estate

Bar Admissions

New York

Associations

Member, Davis+Gilbert Growth and Planning Committee

Member, Innovating Commerce Serving Communities