



## Jay Epstein

Partner

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Jay Epstein represents local and national owners, developers and users in all aspects of real estate transactions involving urban office buildings, shopping centers and mixed use projects.

He has been the lead lawyer on many of the largest office leases in Washington, DC, representing both landlords and tenants, including numerous law firms that have sought his counsel. He has represented major corporations in corporate real estate facilities matters, involving corporate relocations and disposition of significant existing facilities. In addition, he has represented both landlords and tenants in major grocery store leases throughout the United States.

Under Jay's leadership, the DLA Piper real estate practice became the leading practice in the world. He also created the DLA Piper Global Real Estate Summits – industry-leading events held in Chicago, London, Tel Aviv and Dubai – which established DLA Piper as the global thought leader among real estate law firms.

### RELATED SERVICES

- Real Estate
- Real Estate Finance
- Corporate
- Finance

### RELATED SECTORS

- Real Estate
- Financial Services

## CREDENTIALS

### Admissions

- District of Columbia

### Recognitions

Jay is a nationally recognized real estate lawyer. In *Chambers USA*, he has been ranked in the first tier of real estate lawyers in every edition. Clients told Chambers & Partners that he is "exceedingly knowledgeable . . . [and] phenomenal to deal with" and that he is "widely regarded as one of the top guys in the city." In addition, sources have noted that he "provides excellent advice, is very much on top of what is happening in the real estate industry and provides excellent high-level, strategic thinking." Satisfied clients stated that they "feel he is exceptional at representing client interests with a business mind – this combination is sometimes difficult to find."

In 2019, Jay was named the global Real Estate Lawyer of the Year by *Who's Who Legal*. Jay has also been named a Global Elite

Thought Leader in Real Estate by *Who's Who Legal* in 2018 and 2019. *The Legal 500 United States* recognized that Jay is a "superb" and "terrific lawyer." "[H]e effectively applies real strategies to complex deals." Jay has repeatedly been selected for inclusion in the directory's elite list of Real Estate Leading Lawyers – he was one of the top 11 named in 2016. In 2017, *Legal 500* named him to its Hall of Fame, which highlights individuals who have received constant praise by their clients for continued excellence and who are at the pinnacle of the profession. In 2015, Jay was named one of ten "Most Highly Regarded Individuals" in the US by *The International Who's Who of Real Estate Lawyers*. Also that year, Jay received the prestigious Judge Learned Hand Award from the AJC in recognition of his exceptional professional achievements and dedication to civic and philanthropic causes and organizations. In 2013, he was one of only two attorneys recognized among 30 executives by *Commercial Property Executive* in its "Most Influential People in Real Estate" feature celebrating those central to driving growth and innovation in the commercial real estate recovery. In 2011, Jay was selected as a Visionary Leader in a Washington-based special report of *The National Law Journal*.

## Education

- J.D., Cornell Law School  
*magna cum laude*  
Order of the Coif  
Editor, *Cornell Law Review*
- B.S., Case Western Reserve University  
*magna cum laude*

## Memberships

- Annika Foundation – Board of Directors (2019 –)
- American College of Real Estate Lawyers, Fellow
  - Board of Governors (2002 – 2007; 2015 – 2019)
  - President (2018)
- American Heart Association – Greater Washington Region, Board of Directors (2002 – 2011)
- Federal City Council (2003 – Present)
- Georgetown Law Advanced Commercial Leasing Institute, Advisory Board (1998 – 2001)
- US Law Conference Planning Committee, International Council of Shopping Centers (ICSC) (2001 – 2019)
  - Chair, 2010 ICSC US Law Conference

## INSIGHTS

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## Publications

- Co-author, "Real estate in a world of disruption, innovation and rapid technological change," *Who's Who Legal: Real Estate* (November 2018)
- Contributing Editor, *Chambers Global Real Estate Practice Guide* (2017- 2019)

## Events

## Previous

### 7th Annual Israel Real Estate Summit

3 APR 2019

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## 6th Annual Israel Real Estate Summit

2 MAY 2018

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- Panel chair, "Can Global Real Estate Investors Continue to Deploy Record Amounts of Capital?" DLA Piper's 5th Annual Israel Real Estate Summit, February 14, 2017
- Panel chair, "Leading Office Landlords Share Current Trends in Office Projects and Their Perspective on Broker Added Value," Colliers International 2016 Americas Conference, February 2016
- Panelist, "West Side Story: DLA Piper's Move to Chicago's West Loop," CoreNet Chicago, October 2015
- Panelist, "Taking the risk out of investing in US, European and UK real estate," DLA Piper symposium, Hong Kong, June 29, 2015

## NEWS

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## MEDIA MENTIONS

- "Jay Epstein '73 and John Sullivan '76 Make Their Mark in Real Estate," *Cornell Law Forum*, Spring 2016