



Los Angeles

2029 Century Park East
Suite 2100
Los Angeles, CA 90067

PHONE 310.284.2204

FAX 310.284.2100

EMAIL gkarns@coxcastle.com

PRACTICE AREAS

- Institutional Investment & Finance
- Real Estate

EDUCATION

- J.D., Loyola Law School, Los Angeles, 1983, *cum laude*
- B.A., University of California, Santa Cruz, 1980, *with honors*

BAR AND COURT ADMISSIONS

- State Bar of California

Gregory J. Karns

PARTNER

OVERVIEW

Greg Karns is a partner at Cox, Castle & Nicholson, one of the largest real estate law firms in the country, where here he manages the firm's Pacific Rim Group. For over thirty years, international investors, lenders, and developers from Greater China and Asia have depended on Greg's highly sophisticated real estate acquisitions and finance, construction and development, and entity structure and joint venture negotiation. He has a key understanding of his clients' business needs and objectives, and has been recognized for his creative, effective, and efficient approach.

Greg's clients range from large international institutions to more entrepreneurial private companies. Over his career he has worked on an extensive array of commercial real estate investment, development, and loan transactions. And within the firm, Greg can call upon some of the leading real estate lawyers in the country. Their extensive experience and connections within the real estate industry are unparalleled.

Greg often speaks to local real estate and banking groups, and sits on the boards of several professional, trade, and nonprofit organizations, including the Asian Business League and Lambda Alpha International, an international land economics society.

PUBLICATIONS & SPEAKING ENGAGEMENTS

Publications

Greg Karns Quoted in The China Investor - China Towers Amid the U.S. Real Estate Landscape, *The China Investor*, 5/19/2017

Cox, Castle & Nicholson Attorneys Highlighted In Daily Journal's "Dealmakers", *Daily Journal*, 1/6/2015

Hotel Assets Favored By Asian Buyers, *Globe St.*, 12/31/2014

EB-5 Popularity Spurs Calls For Updates, *Daily Journal*, 11/3/2014

Who's Who In Real Estate: Gregory Karns, *Los Angeles Business Journal*, 9/1/2014

Good Fortune For Chinese Investors In California, *Western Real Estate Business*, 3/15/2014

Chinese Developer Plucks 5 Acres, *GlobeSt.com*, 1/2/2014

LOS ANGELES

2029 Century Park East, Suite 2100
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P 310.284.2200 **F** 310.284.2100

ORANGE COUNTY

3121 Michelson Drive, Suite 200
Irvine, CA 92612

P 949.260.4600 **F** 949.260.4699

SAN FRANCISCO

50 California Street, Suite 3200
San Francisco, CA 94111

P 415.262.5100 **F** 415.262.5199

[Chinese, Japanese Investors: 1980s vs. Today,](#) GlobeSt.com, 12/24/2013

[Chinese Flock To California To Acquire Real Estate,](#) South China Morning Post, 10/7/2013

[Dramatic Uptick Of Chinese Investors In U.S.,](#) Globe St., 10/22/2012

[China-Focused Practices Grow,](#) Daily Journal, 8/3/2011

[Fingers On The Trigger: Foreign Investors Are Ready To Buy,](#) Global Real Estate Monitor, 4/1/2010

[Chinese Investors Eye U.S. Trophies,](#) The Daily Journal, 11/9/2009

Speaking Engagements

"Chinese Investment in U.S. Real Estate Markets - Trends, Drivers, Opportunities and Implications," [UCLA Anderson's 2017 Wilbur K. Woo Greater China Business Conference,](#) 4/21/2017

[ABL's 32nd Annual Awards Dinner,](#) 9/22/2016

"Exploring Chinese Investments in US Real Estate," [ABL Real Estate Conference,](#) 6/15/2016

"How Chinese Investment Is Reshaping Los Angeles," [ABL Roundtable Series: How Chinese Investment is Reshaping Los Angeles,](#) 3/3/2016

"Do's & Don'ts: Opportunities and Challenges in Hotel Investment," [Investment in Hospitality Forum,](#) 1/19/2016

"The Influence Of International Investors In California Real Estate," [C.A.R. EXPO PANEL,](#) 10/7/2015

"China-US Real Estate Investments"," [2015 China-US Business Summit,](#) 4/27/2015

"Trends and Effective Investment Financing Strategies of Chinese Companies Entering the U.S. Market," [2015 Wilbur K. Woo Greater China Business Conference,](#) 4/10/2015

"Legal Issues Regarding Commercial Real Estate," [2015 Commercial Real Estate Market Forecast,](#) 12/11/2014

[2014 LABJ Asian Business Awards,](#) 7/23/2014

[2014 Wilbur K. Woo Greater China Business Conference,](#) 4/18/2014

"2014 Economic Forecast," [Lambda Alpha Los Angeles Chapter Luncheon Meeting,](#) 2/19/2014

[NACAB Commercial Real Estate Lending Opportunities Conference,](#) 6/26/2013

[Samjong 2010 Investor Seminar,](#) 1/15/2010

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Which Way Real Estate?, 7/14/2009

2008 Pacific Rim Forum, 4/10/2008

AWARDS & AFFILIATIONS

Professional Affiliations

- Asian Business League (ABL)
- NACAB
- Hong Kong Association

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