

## Gregory J. Karns

PARTNER

Los Angeles

t. 310.284.2204

f. 310.284.2100

gkarns@coxcastle.com



### 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.

### Bar & Court Admissions

State Bar of California

#### Practice Areas

Commercial Lending

Commercial Real Estate Transactions

Finance & Corporate

Joint Ventures, Fund Formations & Project Syndication

Real Estate

#### Industries

Banking & Financial Institutions

Hospitality

Institutional Investors

International Investments

Pension Funds

#### Real Estate Sectors

Mixed-Use

Multifamily

Office

Retail

## Education

J.D., Loyola Law School, Los Angeles, 1983, cum laude

B.A., University of California, Santa Cruz, 1980, with honors

## Insights

### News

Forty-One Cox Castle Lawyers Named to 2023 Best Lawyers® List  
Press Release, *Best Lawyers*, 8.18.22

35 Cox, Castle & Nicholson LLP Lawyers Named to 2022 Best Lawyers® list  
Press Release, *Best Lawyers*®, 8.19.21

32 Cox, Castle & Nicholson LLP Lawyers Named to 2021 Best Lawyers® list  
Press Release, *Best Lawyers*®, 8.21.20

Greg Karns Featured In The Real Deal Article - A Superpower's Big Exit  
News, *The Real Deal*, 4.20.18

Greg Karns Featured In GlobeSt. Article - Will the Chinese Pull Out Cause a Local Correction?  
News, *GlobeSt.com*, 3.8.18

Greg Karns Featured In Globe St. Q&A - Will Chinese Investment Return In 2018?  
News, *GlobeSt.*, 3.5.18

Greg Karns Featured In Los Angeles Business Journal Article - China Goes Against Grain  
News, *Los Angeles Business Journal*, 1.26.18

Greg Karns Quoted in The China Investor - China Towers Amid the U.S. Real Estate Landscape  
News, *The China Investor*, 5.19.17

Adam Weissburg and Greg Karns were featured in GlobeSt.  
News, 12.2.16

Cox, Castle & Nicholson Attorneys Highlighted In Daily Journal's "Dealmakers"  
News, *Daily Journal*, 1.6.15

Hotel Assets Favored By Asian Buyers  
News, *Globe St.*, 12.31.14

Cox, Castle & Nicholson Represents XLD Group LLC in \$150 Million Acquisition of Los Angeles Airport Marriott  
Press Release, 12.23.14

EB-5 Popularity Spurs Calls For Updates  
News, *Daily Journal*, 11.3.14

Who's Who In Real Estate: Gregory Karns  
News, *Los Angeles Business Journal*, 9.1.14

Good Fortune For Chinese Investors In California  
News, *Western Real Estate Business*, 3.15.14

Chines Developer Plucks 5 Acres  
News, *GlobeSt.com*, 1.2.14

Chinese, Japanese Investors: 1980s vs. Today  
News, *GlobeSt.com*, 12.24.13

Chinese Flock To California To Acquire Real Estate  
News, *South China Morning Post*, 10.7.13

Dramatic Uptick of Chinese Investors in U.S.  
News, *Globe St.*, 10.22.12

China-Focused Practices Grow  
News, *Daily Journal*, 8.3.11

Fingers On The Trigger: Foreign Investors Are Ready To Buy  
News, *Global Real Estate Monitor*, April 2010

Chinese Investors Eye U.S. Trophies  
News, *The Daily Journal*, 11.9.09

Gregory J. Karns Honored by Asian Business League  
Press Release, 11.16.06

## Speaking Engagements

2019 NACAB Annual Conference  
Sponsorship, San Gabriel Country Club, San Gabriel, California, 9.6.19

Asia Briefing: U.S.- China Relations in an Age of Transition  
Seminar, Capital Group Office, Los Angeles, CA, 6.5.19

UCLA Anderson's 2019 Wilbur K Woo Greater China Business Conference  
Conference, UCLA Anderson School of Management, Los Angeles, California, 4.19.19

2018 RealShare Apartments Conference Series  
Conference, The Westin Bonaventure, Los Angeles, California, 10/29/18-10/30/18

Asia Business League 34th Annual Awards Dinner  
Sponsorship, Sheraton Los Angeles San Gabriel, San Gabriel, CA, 10.17.18

2018 Uglobal Investment Opportunities Forum  
Conference, Rosewood Beijing, Beijing, China, 5.8.18

UCLA Anderson's 2018 Wilbur K Woo Greater China Business Conference  
Conference, UCLA Anderson School of Management, Los Angeles, California, 4.20.18

2017 Global Asset & Investment Opportunities Forum  
Conference, Jing'An Shangri-La Hotel, West Shanghai, China, 11.9.17

Asia Business League's 33rd Annual Awards Dinner  
Sponsorship, The LA Hotel Downtown, Los Angeles, CA, 10.25.17

2017 China-US Business Summit  
Sponsorship, Millennium Biltmore Hotel, Los Angeles, CA, 5.1.17

UCLA Anderson's 2017 Wilbur K. Woo Greater China Business Conference  
Conference, UCLA Anderson School of Management, Los Angeles, California, 4.21.17

ABL's 32nd Annual Awards Dinner  
Sponsorship, Fogo de Chão, Los Angeles, CA, 9.22.16

ABL Real Estate Conference  
Conference, Doubletree Downtown LA, Los Angeles, California, 6.15.16

ABL Roundtable Series: How Chinese Investment is Reshaping Los Angeles  
Seminar, 3.3.16

Investment in Hospitality Forum  
Conference, Pasadena Hilton San Gabriel Ballroom, Pasadena, California, 1.19.16

C.A.R. EXPO PANEL  
Seminar, San Jose Convention Center, San Jose, California, 10.7.15

2015 China-US Real Business Summit  
Conference, Millennium Biltmore Hotel, Los Angeles, California, 4.27.15

2015 Wilbur K. Woo Greater China Business Conference  
Conference, UCLA Anderson School of Management, Los Angeles, CA, 4.10.15

2015 Commercial Real Estate Market Forecast  
Conference, The Langham Hotel, Pasadena, California, 12.11.14

2014 LABJ Asian Business Awards

Sponsorship, Omni Hotel & Resort, Los Angeles, California, 7.23.14

2014 Wilbur K. Woo Greater China Business Conference

Sponsorship, Korn Convocation Hall, UCLA Anderson School of Management, Los Angeles, California, 4.18.14

Lambda Alpha Los Angeles Chapter Luncheon Meeting

Reception, California Club, Fireside Room, Los Angeles, California, 2.19.14

NACAB Commercial Real Estate Lending Opportunities Conference

Conference, San Gabriel Hilton, San Gabriel, California, 6.26.13

Samjong 2010 Investor Seminar

Samjong KPMG

Seminar, Seoul, Korea, 1.15.10

Which Way Real Estate?

Asian Business League Annual Real Estate Conference

Conference, The Omni Hotel, Los Angeles, California, 7.14.09

2008 Pacific Rim Forum

Asian Business League of Southern CA

Conference, Omni Los Angeles Hotel, Los Angeles, California, 4.10.08

Putting Your Loan Documents to the Test

3.3.07

China's Impact on California Business

3.29.06

## Publications

Hotel Construction Soaring, Making Up for Lost Time

News, *GlobeSt.com*, 1.24.23

## Awards & Affiliations

### Professional Affiliations

Asian Business League (ABL)

NACAB



Hong Kong Association