**Commercial Observer**

**Power LA – The 25 Most Powerful People in Los Angeles Commercial Real Estate**

**Kyle Jeffers**

**Senior managing director and head of western region and southwest region originations at ACORE Capital**

**By Cathy Cunningham and Andrew Coen**

**December 6, 2021**

<https://commercialobserver.com/power-series/2021-la-power/player/kyle-jeffers/>

As COVID-19 restrictions have eased in 2021, ACORE Capital’s Kyle Jeffers has been on the frontlines of an active financing year across the Los Angeles market.

“The market has been on fire,” Jeffers said. “The amount of deal flow we’re seeing in the last six to 12 months has just been record-breaking, in terms of just pure inquiry and deals we’re looking at.”

Among the many L.A. transactions Jeffers has tackled in 2021 is an $81 million construction loan for development firm Cityview’s Adams & Grand luxury housing project near the University of Southern California. In August, Jeffers’ team supplied $63 million for Steaven Jones Development Company and Creative Office Properties’ 49-unit live-work complex at Marina Del Rey.

ACORE’s busy 2021 also has extended down the coast to San Diego, where it provided $96 million of construction financing for a mixed-use project from Cisterra Development, Koman Group and Wermers Companies anchored by a Target store. Jeffers has worked across multiple sectors this year and is also expanding into L.A’.s large film-studio space. He is nearing a deal with a large studio operator and sees strong tailwinds for this asset class.

“The one thing that’s really been a boon in the L.A. market is studios and understanding the creative space — and with the content creation between Netflix, Hulu and HBO Max and all the different content creators, they need space,” Jeffers said. “If you’re talking to guys that are in other markets … they probably don’t understand the market as well as we do in L.A., so I think that’s always given us a unique perspective.”

As Jeffers looks toward 2022, he is excited about working in the office for the full year again after returning on a gradual basis starting last June. While he enjoyed some perks of working from home during the pandemic, he said collaborating together in an office setting provides many benefits that can’t be replicated remotely.

“We have a really strong team right now and everyone is enjoying working together,” Jeffers said. “So having everybody back has been so much more productive, refreshing and fun.” — A.C.