

# Boca Raton News

## Real estate firm uses Boca office as 'gateway to the Southeast'

Published Monday, July 31, 2006

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A real estate investment company is using Boca Raton as its gateway to America's Southeast region.

High Street Equity Advisors, LLC, has just opened an office in Boca Raton, one that will serve as the base of operations for all of its investments taking place in the South.

The new office is High Street's third, joining its Boston-based corporate headquarters and another in Berwyn, Pa.

Dan Coughlin, principal of High Street, said that having an office in Boca Raton will strengthen the company's presence in South Florida and other regional markets.

"The Southeast continues to be one of the top performing regions in today's real estate landscape -- and its market dynamics are in line with our overall investment goals," Coughlin said. "The Boca location is close to our target markets and within a short flight of other major Southeast markets."

Founded in 2003, High Street specializes in risk-adjusted acquisition, strategic asset management planning and hands-on property execution.

The company's overall goal is to ensure strong asset performance and achieve target returns for its investors.

High Street officials point out that company investors have more than 150 years of combined experience in acquiring and managing real estate for leading national real estate investment companies.

Coughlin has named Iker Gorricho, a 16-year real estate investment veteran, as senior vice president. He will run the Boca office.

Gorricho came to High Street after spending the last decade as vice president of real estate for Apollo Realty Advisors/Adler Group in Miami.

In his role as vice president, Gorricho was head of the acquisitions department for a \$300 million investment opportunity fund that targeted multi-tenant flex buildings, industrial warehouses and suburban offices.

"We are excited to have Iker join our team and lead the charge for our new office," Coughlin said. "His in-depth knowledge of the real estate landscape in the Southeast will be a valuable asset to our firm and investors."

Since opening, the Boca High Street office has purchased two light distribution/flex parks-Northwoods Business Park in Norcross, Ga. and Franklin Forest Business Park in Marietta, Ga.

Totaling 960,791 square feet and located close to Atlanta, the two parks were acquired for \$71.7 million.

To Coughlin, such an acquisition spotlights the importance of regional offices for High Street and other companies in the real estate industry.

"Having a strong, on-the-ground presence in strategic geographic locations where we can leverage our industry expertise is essential to our future growth," he said.