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# BISNOW ATLANTA



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August 19, 2010

## ZEN DIGS

Thanks to the **500** of you who attended our Cap Markets event yesterday. For more, keep an eye on our [Events Page](#).

While some mixed-used projects are on hold, there are still **pockets of activity** in places like Southeast Atlanta, where **Capital 33** is building Enso, a **333-unit** apartment complex at 880 Glenwood Ave., next to the New Urbanist community of Glenwood Park. What does **Enso** offer? Eco living.



The units span **980 SF** on average, and lease rates start at **\$970** for a one-bedroom. Property manager **Melissa White** says residents will be moving in soon, and eight **retail spaces** will come online in early 2011. The builders are pursuing **LEED Gold**, with efforts including low-flow toilets and **paperless leases**. But perhaps the eco-friendliest part of the project is that the building will fit into a neighborhood where residents will only have to **walk** one block to visit **Drip** coffee shop, **Snap Fitness**, or **Vickery's Bar and Restaurant**.

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So what does **Enso** mean? Apparently it's the symbol for the **Zen** philosophy of living. (We thought that was Deepak Chopra.) One common depiction of the concept is the 'o' in Enso; the open circle represents the **imperfection** of all things. Might sound like a downer, but students of Zen are meant to accept the universe as it is. Okay, **Philosophy 101** is now **dismissed**.

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Here's the team from law firm **Hartman Simons**, which sponsored yesterday's Breakfast & Schmooze. Here's managing partner **Bob Simons** and attorneys **Lori Kilberg** (also CREW Atlanta's president-elect), **Summey Orr**, **Keith Wilson**, **Benno Rothschild**, **Charlie Brake**, and **Gil Burstiner**. They're on the front lines, so we asked Summey what he's seeing: "A lot of the good deals out there are **under the radar**, like opportunities to buy the debt at a **reduced rate** and to get a property through the **commercial paper**." And more **investor** and **lending clients** have come to Hartman Simons for help in navigating that **complex process**, which is unfamiliar territory to many. Distressed debt buyers may have **more options**, he says, but the process and the **risks are different** from what clients worked their way through back in the "**good ol' days**."

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