

BREAKING NEWS 24/7 AT PALMBEACHPOST.COM

### Hustling for athletes' housing

To get settled, traded stars rely on this ex-agent  
**IN LOCAL BUSINESS**



STYLE SECRETS FOR WOMEN OVER 40  
**ELEGANT AND SEXY AT ANY AGE**  
**IN SHOP SMART**



**CLASSIC CLASH**  
Steelers-Packers Super Bowl a dream for NFL purists  
**IN SPORTS**

### YOUR WEATHER

#### TODAY

Partly cloudy  
HIGH: 72 LOW: 61



#### 3-DAY FORECAST

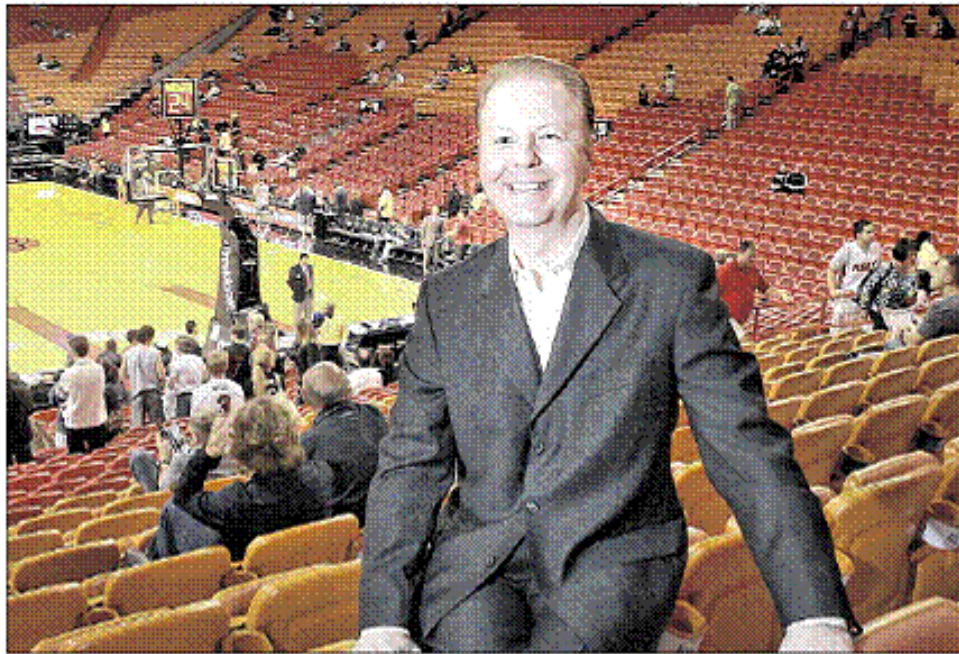
**TUESDAY**  
Chance of storms  
77/63  
**WEDNESDAY**  
Chance of storms  
77/51  
**THURSDAY**  
Mostly sunny  
70/47

NATION AND WORLD FORECASTS ON BACK PAGE OF SPORTS  
LIVE WEATHER RADAR AT PALMBEACHPOST.COM

# The Palm Beach Post

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Final edition | One dollar



DAMON HIGGINS/Staff Photographer

Darren Weiner, managing member of Antigen Realty, inside AmericanAirlines Arena in Miami. He describes his business as premium real estate services for athletes and entertainers.

**MONDAY MEETING**  
WITH ...

### DARREN WEINER

Realtor for professional sports figures, entertainers

## At home with athletes, stars

MIAMI -- Former sports agent Darren Weiner now finds homes for the Heat, Panthers and Marlins team members.

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# Ex-sports agent feels at home in new role

BY ETHAN J. SKOLNICK  
*Palm Beach Post Staff Writer*

Darren Weiner had already been through one life-changing experience — unexpected, traumatic and entirely beyond his control. So when a friend suggested a gentle course correction in his career, a natural extension of his endeavors as a sports agent, it was worth pulling out a pen.

The friend, a Miami Beach real estate broker, told him to jot down all the real estate referrals that he'd given to his contacts over the past six months, during the pre-construction boom.

By the third one, Weiner got the point.

"When I was representing these guys, and when they moved from one city to another or even overseas, I was the one dealing with the mother, the wife, the player, the team, the Realtor," said Weiner, a Boca Raton resident for 12 years before moving to Miami in 2005. "But I'm seeing how everyone is capitalizing off my relationships. I was like, 'Why aren't I doing this?' So I got my license."

So a unique business was born, one built on the part of sports that fans think little about as they're proposing trades for their favorite teams on the Internet — the real-life consequences of relocation for the players involved, whose lives can be altered with little to no warning. (For instance, there's been much talk about the Denver Nuggets trading Carmelo Anthony; that deal could include as many as 14 other players.)

Those players and their families must rent or sell their homes in a rough real estate market while quickly finding a suitable place to live in a new city, all while adjusting to new teammates, coaches and roles on the floor, court, ice or field.

Through Antigen Realty, Weiner attempts to take some stress out of that for athletes and their advocates: "If you don't

know who you're dealing with, it's not until after the deal goes through that you find out whether the guy represented you properly or not."

He has created a network of 350 brokers and agents in North America, chosen because they're familiar with the needs of sports and entertainment figures. He says that the network's clients have come from all 122 National Basketball Association, National Hockey League, Major League Baseball and National Football League teams, as well as boxing, golf, tennis, auto racing, mixed martial arts, Hollywood and the music industry.

Not a bad second career for a guy who needed a second chance at life.

## An early start

Growing up in Boston, Weiner had a defined goal: become a sports agent. As a teenager, he got press credentials, made contacts, and even bonded with the Celtics in pickup games.

After interning for NBA Commissioner David Stern at the 1988 NBA Draft, he wrote separate letters to the basketball coaches at his preferred colleges, asking for work as a student assistant. The University of Arizona gave him that shot, and he got certified by the NBA Players Association while still in school. By 1999, at age 30, he was an established presence — especially in the NBA, where he worked with Hakeem Olajuwon, Rick Mahorn, Rick Fox, Nick Anderson and Sam Vincent, among others.

That year, he was attending a University of Miami football game, watching his friend Kenny Kelly quarterback the Hurricanes.

"I carry that stub with me," Weiner says.

Weiner started burning up. At first, he thought he had mono, or heatstroke, and just needed some fluid.

The diagnosis was

MONDAY  
MEETING  
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leukemia.

"I felt everything hit the floor immediately," Weiner says. "But it was funny because, probably within five seconds, it was like an out-of-body experience, where I was like, 'Don't ask why. Why not you?'"

He got a bone marrow transplant in 2000, continuing to work from the hospital. After he could fly again, he returned full time to his agent business, while also helping the NBA run nationwide drives designed to get more minority representation on the bone marrow register.

Then came the conversation with his friend, at a time when he had tired of traveling around the world (14 countries in 12 months) to work with overseas clients. After one of his stateside clients, the soon-to-be-retiring NBA guard Damon Stoudemire, turned to him to help find a buyer and several other athletes followed suit, he thought, "Maybe I have something here."

And he does. He's still hustling, just in different ways, and not in just a couple of sports.

"What I'm dealing are nonstop around-the-calendar seasons," Weiner says. "It's just a constant flow."

That's especially true around trading deadlines — when sports transaction activity spikes — or when seasons start. Athletes, especially local athletes, ring him up after they've been uprooted or are looking upgrade their accommodations after a new contract.

Currently, Weiner (who

is also the in-house Realtor for the Panthers) is working with several Marlins on housing for the new season, while finding spring training rentals for others, helping a prominent NFL strength and conditioning coach sell a home, and reviewing (through meetings with a developer and tours) an exclusive community in the Bahamas that's being designed by top PGA golfers.

He's also still involved with NBA players, including members of the Heat, recently helping Jamaal Magloire's mother extend a lease and running over the keys to Erick Dampier's new rental property so the Heat center had them when he got off the plane early last Sunday.

His highest-profile recent deal, however, came with a former Heat player. Shawn Marion bought a pre-construction townhouse in Coral Gables in 2008, but then was traded to Toronto before he could live in it.

He wanted to sell it, but 10 of the other 39 homes in the community were already on the market. After renting to the mother of then-Heat forward Michael Beasley last season, Marion met with Weiner. They decided they needed to make the property stand out for its \$2 million list price, and not just offer signed merchandise, as other athletes have done.

So they included an experience. If you bought the house by Dec. 31, you also got round-trip private jet service to Marion's new NBA city (Dallas) and four club level tickets to the Feb. 6 Super Bowl there. No one did, but Weiner credits the promotion — and the widespread exposure — for getting the property in the eyes of more people.

"We got an offer after the deadline," Weiner says.

If not yet one that gets him, or his famous client, to pull out a pen.

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