



## AUDREY NAVARRO

MANAGING PARTNER

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CLEMONS REAL ESTATE, LLC



As managing partner of Clemons Real Estate, Audrey oversees a team of brokers and maintains an active role in acquisitions, redevelopment, strategic planning, and investment sales. Audrey was most recently honored by the Kansas City Business Journal as one of 2018's Women Who Mean Business. Currently, Clemons Real Estate is one of the KC Business Journal's Most Active Commercial Real Estate Firms in Kansas City. Audrey is also a founding Member of WIRED (Women in Real Estate & Development) in Kansas City and successfully led the group to purchase their first investment property in the Fall 2018.

Prior to joining Clemons Real Estate, Audrey spent 12 years with Kessinger/Hunter & Co., a Cushman & Wakefield firm in Kansas City, as Director of Retail Brokerage. In her time with Kessinger/Hunter, she represented numerous ownership groups and national tenants, including Crown Center Redevelopment Corporation, Golfsmith, NorthFace, and Passco Companies. In 2011, Audrey played a key role in repositioning Crown Center as a premier family destination in the Midwest, with the addition of SeaLife Aquarium and Legoland Discovery Center.

### KEY ASSIGNMENTS

**Crown Center Campus (Retail) 2011-2014.** Strategic Planning and Repositioning of the Retail portion of Hallmark's HQ Campus to become Premier Family Destination. Added 60,000sf Sea Life Aquarium & Legoland attractions, Repositioned Retail & Restaurants with high quality tenants and amenities.

**Warwick Corridor Redevelopment Project (Multi-Family) 2015-2017.** Acquisition and Redevelopment of 100+ units along the historic Warwick Boulevard Corridor of Kansas City. Acquired blighted multi-family assets, and repositioned into quality market rate apartments that are now 96% occupied. This project had a major impact on crime and occupancy in the neighborhood.

### EDUCATION, MEMBERSHIPS AND AWARDS

- BA and MBA from Rockhurst University
- Founding Member WIRED (Women in Real Estate & Development) (2017 – Present)
- MindDrive Ambassador (2013 – Present)
- Named a Retail Power Broker by CoStar Group (2007 - 2013)
- Recipient of the "Top 3" award from Kansas City Regional Association of Realtors (2007)
- Named one of KC Business Journal's as one of 2018's "Women Who Mean Business"
- Ranked #13 of KC Business Journal's "Fast 50" (2018)
- Ranked #10 in Ingrams Magazine's Corporate Report (2018)
- Ranked #15 in KC Business Journal's Most Active Commercial Real Estate Firms in KC (2019)