



AUDREY NAVARRO

MANAGING PARTNER

913-271-6929

AUDREY@CLEMONSREALESTATE.COM

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. 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 multiple investment properties. In addition, Audrey was honored by the Kansas City Business Journal as one of 2018's Women Who Mean Business.

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.

KEY ASSIGNMENTS

Non-Profit Practice 2023-Present. Audrey launched a new specialty practice group within Clemons in 2023 that specializes in facilities consulting and site selection for nonprofit organizations. Her team has worked with many high quality organizations including schools, supportive housing providers, and nonprofit headquarters to define and execute their strategic plan in the market.

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 renovated into quality market rate apartments that are now 96% occupied. This project had a major impact on crime and occupancy in the neighborhood.

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 patio amenities.

EDUCATION, MEMBERSHIPS AND AWARDS

- BA and MBA from Rockhurst University
- Co-founder of WIRED - Women in Real Estate Development (2018-2023)
- Board of Directors/Volunteer, MindDrive (2013-2023)
- Urban Land Institute KC Advisory Board Member and CMA (2022-2023)
- MainStreet CID Board Member (2021-2023)
- Winner of the CCIM "Home Run Deal" award (2011)
- Named a "Rising Star" by KC Business Magazine (2012)
- Named one of KC Business Journal's 2018's "Women Who Mean Business"
- Ranked #10 in Ingrams Magazine's Corporate Report (2018)
- Named a Retail Power Broker by CoStar Group (2007-2013)
- KS/MO Operations Chair International Council of Shopping Centers (2009)