

## 2016 NEW CAM Practice Financial Calculations



CERTIFIED APARTMENT  
MANAGER®

Make the following calculations using this information. Be sure to use annual numbers and whole dollars.

<b>Monthly Gross Potential Rent:</b>	<b>\$144,160</b>
<b>2% Collection Loss</b>	
<b>6.2% Vacancy</b>	
<b>8% Other Income</b>	
What is the Annual Market Rent?	\$
What is the TRR (Total Rent Revenue)?	\$
What is the Economic Occupancy?	%
How Much is Other Income?	\$
Operating Expenses are 45% of EGI. What is this number?	\$
Debt Service is \$450,000 Reserve for Replacement is \$150,000	
What are the Total Controllable Expenses?	\$
How much is NOI?	\$
What is the amount of Cash Flow?	\$
What is the Cash-on-Cash Return if the Owner invested \$2 million?	%

### More Practice!

Your Total Income missed budget by \$10,214. The budget was \$156,016

What percent was the negative variance? (Use one decimal place)

\_\_\_\_\_

23% of 4,967 is what number? (use whole numbers)

\_\_\_\_\_

135 is what percent of 367? (use one decimal place)

\_\_\_\_\_

A property has NOI of \$2,130,287. It contains 369,362 total square feet.

What is the NOI per square foot per month? (use dollars and cents)

\_\_\_\_\_

Fill in the following blanks. Use whole dollars and extend percentages to one decimal place.

<b>The Property has an annual GPR of</b>	<b>\$2,425,760</b>
What Percent of GPR is Vacancy if it totals \$207,589?	_____ %
What Percent of GPR are Concessions at \$65,223	_____ %
Other Income is 6.2% of GPR. What amount is this?	\$ _____
Operating expenses are \$992,937. Is this over or under the industry standard of 43% of GPR? What % of GPR are the expenses. (NOTE – This is NOT the Operating Expense Ratio)	OVER _____ UNDER _____ % _____
What is Effective Gross Income for this Property?	\$ _____
If NOI is \$1,310,408, what is the value of the property using a cap rate of 6.5%?	\$ _____
If the Property has 294 units, what is the value per unit?	\$ _____

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**More Practice!**

There are 344 units at the property. There were 207 move outs last year.  
What was last year's turnover rate? \_\_\_\_\_

The following service requests were completed in the first 5 months:  
51, 72, 74, 80, 73. How many may be estimated to be complete for the year? \_\_\_\_\_

What is the renewal increase percent if the old rent was \$690 and the new rent is \$745? \_\_\_\_\_

There were 77 visitors to the property last month; 9 of those were returns.  
There were 24 leases. What was the closing ratio? \_\_\_\_\_

To reach the goal of 26 leases in the next 30 days, how much traffic is needed with a 29% closing ratio? \_\_\_\_\_