

## 2016 NEW CAM Practice Financial Calculations ANSWER KEY

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/\$1,729,920</b>
<b>2% Collection Loss (GPR X .02)</b>	<b>\$34,598</b>
<b>6.2% Vacancy (GPR X .062)</b>	<b>\$107,255</b>
<b>8% Other Income (GPR X .08)</b>	<b>\$138,394</b>
What is the Annual Market Rent? ( $\$144,160 \times 12$ )	\$1,729,920
What is the TRR (Total Rent Revenue)? ( $\$1,729,920 - \$107,255 - \$34,598$ )	\$1,588,067 (GPR-VAC-COL = TRR)
What is the Economic Occupancy? ( $\$1,588,067/\$1,729,920$ )	91.8% TRR/GPR
How Much is Other Income? ( $\$1,729,920 \times .08$ )	\$138,394
Operating Expenses are 45% of EGI. What is this number? ( $1,588,067+138,394=1,726,461$ ) ( $\$1,726,461 \times .45$ )	\$776,907 (EGI X .45)
Debt Service is \$450,000 Reserve for Replacement is \$150,000	
What are the Total Controllable Expenses? ( $\$776,907 + \$450,000 + \$150,000$ )	\$1,376,907 (OE + DS + RR = TE)
How much is NOI? ( $\$1,588,067 + \$138,394 = \$1,726,461$ ) ( $\$1,726,461 - \$776,907$ )	\$949,554 (EGI = TRR + OI) (EGI - OE = NOI)
What is the amount of Cash Flow? ( $949,554 - \$450,000 - \$150,000$ )	\$349,554 (NOI - DS - RR = CF)
What is the Cash-on-Cash Return if the Owner invested \$2 million? ( $349,554/\$2,000,000$ )	17.5% (CF/\$2million)

### 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) **6.5%**

( $\$10,214/\$156,016 = .0654676$  or 6.5%)

23% of 4,967 is what number? (use whole numbers) 1,142 (4967 X .23 = 1142.41 or 1142)

135 is what percent of 367? (use one decimal place) 36.8% (135/367 = .3678474 or 36.8)

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) \$.48/sq.ft/month  
 (2,130,287/369,362 = 5.7674774 or 5.77/12 = .480833 or .48)

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? ( $\$207,589/\$2,425,760$ )	8.6% VAC/GPR = %
What Percent of GPR are Concessions at \$65,223 ( $65,223/\$2,425,760$ )	2.7% CON/GPR
Other Income is 6.2% of GPR. What amount is this? ( $\$2,425,760 \times .062$ )	\$150,397 (GPR X .062)
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) ( $\$992,937/\$2,425,760 = .40933$ or 41%)	OVER _____ UNDER ___X___ 41% (OE/GPR)
What is Effective Gross Income for this Property? ( $\$2,425,760 - \$207,589 - \$65,223 + \$150,397$ )	\$2,303,345 (GPR-VAC-CON+OI)
If NOI is \$1,310,408, what is the value of the property using a cap rate of 6.5%? ( $\$1,310,408/.065$ )	\$20,160,123 (NOI/CAP RATE)
If the Property has 294 units, what is the value per unit? ( $\$20,160,123/294$ )	\$68,572 (VALUE/UNITS)

**More Practice!**

There are 344 units at the property. There were 207 move outs last year.

What was last year's turnover rate? (207/344 = .6017441 or 60.2%)

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? 840 requests  
 (51+72+74+80+73 = 350 / 5 months = 70 per month x 12 months)

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

8.0%

$(\$745 - \$690 = \$55 \text{ increase}; \$55/\$690 = .079710 \text{ or } 8.0\% \text{ increase})$

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

35.3%

$(77 - 9 \text{ returns} = 68; 24 \text{ leases}/68 \text{ visitors} = .3529411 \text{ or } 35.3\%)$

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

90 traffic

$(26 \text{ leases}/.29 \text{ (29\% closing)} = 89.655172 \text{ or } 90)$