

SALARIES BY REGION (WITH % RISE ON PREVIOUS YEAR)

	Yorkshire and North-east	North-west	Midlands (including East Anglia)	South-east (including London)	South-west	Average annual bonus (% of salary)	Salary average	% of respondees
Managing director	£128,000 2%	£122,000 1%	£134,000 1%	£153,000 4%	£132,000 2%	57	£134,000	15
Development director	£75,000 3%	£73,000 3%	£81,000 1%	£93,000 2%	£79,000 1%	33	£80,000	11
Land and planning director	£68,000 3%	£68,000 0%	£74,000 3%	£82,000 1%	£70,000 1%	38	£72,000	13
Technical director	£70,000 0%	£74,000 1%	£72,000 1%	£85,000 5%	£73,000 1%	31	£74,000	12
Design director	£66,000 0%	£65,000 0%	£70,000 1%	£80,000 1%	£62,000 0%	27	£69,000	7
Commercial director	£68,000 3%	£68,000 0%	£74,000 1%	£81,000 1%	£70,000 0%	33	£72,000	13
Construction/build director	£68,000 0%	£69,000 0%	£74,000 1%	£82,000 1%	£70,000 0%	28	£73,000	17
Sales and marketing director	£65,000 2%	£66,000 0%	£71,000 1%	£82,000 2%	£75,000 3%	35	£72,000	12

Salaries are presented as a regional average