



2017 Professional & Sales Personnel Compensation Survey

Comparative Market Analysis

REPORTED FOR: Riverside County

JOB TITLES	BASE SALARY		TOTAL COMPENSATION		SALARY RANGES			
	# Cos.	# Incs.	Wtd. Avg.	Wtd. Avg.	# Cos.	Minimum	Midpoint	Maximum
<i>Survey Title</i>	30	56	\$57,445	\$58,660	19	\$44,945	\$56,701	\$68,457
<i>Company's Position</i>	1	1	\$61,938	\$61,938		\$44,500	\$58,000	\$71,500
<i>DIFFERENCE</i>	\$	\$	\$4,493	\$3,279		(\$445)	\$1,299	\$3,043
	%	%	7.8%	5.6%		-1.0%	2.3%	4.4%
<i>Survey Title</i>	35	55	\$108,880	\$115,039	18	\$88,111	\$112,102	\$136,093
<i>Company's Position</i>	1	1	\$143,302	\$143,302		\$91,073	\$118,394	\$145,716
<i>DIFFERENCE</i>	\$	\$	\$34,422	\$28,263		\$2,962	\$6,292	\$9,623
	%	%	31.6%	24.6%		3.4%	5.6%	7.1%
<i>Survey Title</i>	16	16	\$84,928	\$89,764	9	\$61,807	\$77,597	\$93,388
<i>Company's Position</i>	1	1	\$96,306	\$96,306		\$64,000	\$83,500	\$103,000
<i>DIFFERENCE</i>	\$	\$	\$11,378	\$6,542		\$2,193	\$5,903	\$9,612
	%	%	13.4%	7.3%		3.5%	7.6%	10.3%
<i>Survey Title</i>	29	30	\$70,700	\$72,555	16	\$52,208	\$64,428	\$76,648
<i>Company's Position</i>	1	1	\$58,523	\$58,523		\$42,000	\$51,500	\$61,000
<i>DIFFERENCE</i>	\$	\$	(\$12,178)	(\$14,032)		(\$10,208)	(\$12,928)	(\$15,648)
	%	%	-17.2%	-19.3%		-19.6%	-20.1%	-20.4%
<i>Survey Title</i>	17	21	\$95,173	\$97,087	11	\$66,427	\$83,594	\$100,762
<i>Company's Position</i>	1	1	\$104,416	\$104,416		\$77,000	\$100,000	\$123,000
<i>DIFFERENCE</i>	\$	\$	\$9,243	\$7,329		\$10,573	\$16,406	\$22,238
	%	%	9.7%	7.5%		15.9%	19.6%	22.1%
<i>Survey Title</i>	34	46	\$107,106	\$112,838	22	\$86,316	\$107,410	\$128,504
<i>Company's Position</i>	1	1	\$92,822	\$92,822		\$64,000	\$83,500	\$103,000
<i>DIFFERENCE</i>	\$	\$	(\$14,284)	(\$20,016)		(\$22,316)	(\$23,910)	(\$25,504)
	%	%	-13.3%	-17.7%		-25.9%	-22.3%	-19.8%
<i>Survey Title</i>	34	46	\$107,106	\$112,838	22	\$86,316	\$107,410	\$128,504
<i>Company's Position</i>	1	1	\$109,726	\$109,726		\$77,000	\$100,000	\$123,000
<i>DIFFERENCE</i>	\$	\$	\$2,620	(\$3,112)		(\$9,316)	(\$7,410)	(\$5,504)
	%	%	2.4%	-2.8%		-10.8%	-6.9%	-4.3%
<i>Survey Title</i>	25	59	\$129,928	\$147,614	14	\$104,830	\$132,639	\$160,448
<i>Company's Position</i>	1	1	\$118,000	\$118,000		\$77,000	\$100,000	\$123,000
<i>DIFFERENCE</i>	\$	\$	(\$11,928)	(\$29,613)		(\$27,830)	(\$32,639)	(\$37,448)
	%	%	-9.2%	-20.1%		-26.5%	-24.6%	-23.3%

NOTE: Criteria for Survey data to Display: At least 4 Firms & 5 Employees