

# 2020

# TRADESMAN RATES

DEVELOP  
COACHING

## What should you be paying your subcontractors in 2020?

This is a question I am often asked. What is the going rate to get a decent tradesman? There is not a one size fits all answer unfortunately.

However, I have put together a guide of what people across the UK and in London on average are paying their sub-contractors. This will of course vary dependant on location and skill.

Trade	Day rate (London)	Day rate (rest of UK)
Carpenter	£155-£205	£125-175
Plumber	£175-£235	£155-£205
Electrician (qualified)	£175-£235	£155-£205
Bricklayer	£155-185	£145-£165
Labourer	£80-£125	£80-£105
Painter/Decorator	£125-£165	£105-£135
Gardener	£125-£165	£105-£145
Builder	£185-£230	£125-£200
Tiler	£145-£185	£125-£145
Landscaper	£135-£175	£115-£165
Handyman	£125-£165	£105-£155
Plasterer	£185-£205	£145-£175
Window Fitter	£155-£185	£125-£165
Ground worker	£155-£325	£145-£265
Roofer	£175-£225	£165-£205
Gas Engineer	£185-£245	£175-£225

High end price with equipment

## Should I use this table to pay my subbies?

There are other factors that should be considered, people work at completely different paces and standards.

The amount of bricks one brick layer can lay (and neatly) compared to another could be a drastic difference and as the days roll on could cost you a lot more than you estimated.

Whilst the above chart is a good guide to get you started, there are smarter ways to work that could stop your cost spiralling out of control.

## How else could I pay my subcontractors?

Whilst at first glance getting your subbies to work on price might seem like you will end up paying more, often it works out cheaper.

You know what you are paying from the start and the onus is on the sub-contractor to complete the job.

For jobs like tiling, bricklaying, flooring, plastering, painting and decorating etc having a square meterage charge could be the way to go. Having this charge agreed upfront (or an ongoing agreed charge on a regular basis) will help you price up your jobs more accurately and help eliminate the risk of your project going over budget.

For electricians, plumbers etc you can agree a price per light fitting/switch or radiator etc

### **Why isn't everyone doing this?**

In my experience, when you ask most sub-contractor to quote a price, they give you a ridiculously high quote or price up the same as they would the end customer, this then puts off many contractors who end up just giving them a day rate.

I would suggest that **you** suggest the price. Do your research and come up with some fair prices and then submit and get an agreement in place that they will work to these rates.