

2015

Real Rate Report[®] Snapshot

The Industry's Leading Analysis of Law Firm
Rates, Trends, and Practices

Sample

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Section I: High-Level Data Cuts

Partners and Associates

By City

2014—Real Rates						Trend Analysis		
City	Role	n	First Quartile	Median	Third Quartile	2014 Mean	2013 Mean	2012 Mean
Akron, OH	Partner	43	\$260.00	\$315.85	\$350.00	\$308.03	\$288.03	\$290.34
	Associate	26	\$175.00	\$225.05	\$260.00	\$218.85	\$229.38	\$229.94
Albany, NY	Partner	76	\$232.42	\$275.00	\$335.71	\$297.26	\$295.90	\$296.61
	Associate	50	\$175.00	\$209.02	\$245.00	\$219.60	\$213.72	\$206.94
Albuquerque, NM	Partner	45	\$179.43	\$205.86	\$265.00	\$225.02	\$239.97	\$243.02
	Associate	33	\$147.04	\$175.00	\$190.00	\$167.41	\$174.66	\$167.52
Anchorage, AK	Partner	12	\$287.50	\$357.32	\$384.50	\$341.71	\$323.76	\$322.48
	Associate	10	\$175.00	\$232.00	\$275.00	\$230.66	\$214.40	\$220.54
Ann Arbor, MI	Partner	20	\$307.50	\$410.00	\$490.00	\$397.61	\$366.70	\$357.21
	Associate	n/a	n/a	n/a	n/a	n/a	n/a	n/a
Atlanta, GA	Partner	719	\$325.00	\$485.00	\$635.00	\$492.15	\$469.29	\$463.39
	Associate	824	\$235.00	\$310.12	\$419.36	\$329.99	\$305.63	\$297.92
Austin, TX	Partner	182	\$315.00	\$413.16	\$565.00	\$454.44	\$412.76	\$396.18
	Associate	138	\$230.00	\$280.00	\$375.00	\$304.13	\$282.92	\$282.71
Baltimore, MD	Partner	289	\$336.00	\$440.00	\$585.00	\$462.96	\$435.46	\$424.35
	Associate	285	\$243.56	\$319.10	\$398.52	\$330.20	\$316.45	\$307.60
Baton Rouge, LA	Partner	48	\$257.50	\$295.00	\$337.95	\$288.90	\$292.28	\$276.09
	Associate	17	\$185.00	\$209.13	\$225.00	\$203.36	\$200.91	\$211.12
Birmingham, AL	Partner	167	\$255.00	\$300.00	\$370.00	\$312.08	\$288.54	\$284.19
	Associate	110	\$190.00	\$210.00	\$225.00	\$209.05	\$203.19	\$196.88
Boise City, ID	Partner	38	\$211.23	\$241.45	\$268.38	\$256.74	\$241.42	\$253.18
	Associate	21	\$145.00	\$166.74	\$200.00	\$185.40	\$174.61	\$178.40
Boston, MA	Partner	652	\$357.88	\$599.63	\$779.09	\$587.90	\$548.09	\$529.26
	Associate	670	\$250.00	\$360.00	\$475.00	\$369.91	\$354.61	\$346.80
Boulder, CO	Partner	20	\$333.82	\$425.00	\$480.04	\$415.52	\$336.05	\$350.86
	Associate	7	\$225.00	\$284.06	\$335.00	\$292.72	\$241.11	\$254.72
Bridgeport, CT	Partner	65	\$275.00	\$395.25	\$495.00	\$402.69	\$386.36	\$400.66
	Associate	47	\$205.00	\$265.00	\$350.00	\$284.64	\$270.19	\$276.47
Buffalo, NY	Partner	108	\$247.50	\$290.00	\$319.96	\$282.12	\$283.60	\$272.44
	Associate	90	\$172.31	\$195.00	\$225.00	\$203.07	\$195.68	\$194.99
Burlington, VT	Partner	21	\$235.00	\$275.00	\$310.00	\$276.67	\$277.44	\$264.95
	Associate	12	\$150.00	\$187.50	\$227.74	\$196.74	\$197.56	\$187.62
Charleston, SC	Partner	54	\$250.00	\$300.00	\$350.25	\$297.19	\$289.43	\$299.87
	Associate	45	\$185.00	\$225.00	\$250.00	\$216.89	\$207.49	\$208.83
Charleston, WV	Partner	67	\$200.00	\$250.00	\$275.00	\$247.64	\$243.21	\$247.87
	Associate	48	\$161.50	\$184.90	\$200.00	\$185.23	\$179.38	\$172.52
Charlotte, NC	Partner	160	\$330.21	\$450.00	\$570.00	\$471.91	\$463.37	\$432.83
	Associate	147	\$230.00	\$285.00	\$372.60	\$313.85	\$319.92	\$301.36

Section I: High-Level Data Cuts

Partners and Associates

By Firm Size and Matter Type

2014—Real Rates							Trend Analysis		
Firm Size	Matter Type	Role	n	First Quartile	Median	Third Quartile	2014 Mean	2013 Mean	2012 Mean
50 Lawyers or Less	Litigation	Partner	2,011	\$200.00	\$250.00	\$350.00	\$290.47	\$291.37	\$291.93
		Associate	1,732	\$165.00	\$190.00	\$231.47	\$205.70	\$208.06	\$206.61
	Non-Litigation	Partner	2,018	\$230.00	\$300.00	\$400.00	\$332.06	\$323.54	\$319.41
		Associate	1,608	\$180.57	\$225.00	\$275.00	\$243.16	\$238.30	\$236.14
51–200 Lawyers	Litigation	Partner	1,963	\$250.00	\$320.00	\$430.00	\$365.57	\$359.34	\$361.71
		Associate	1,871	\$175.00	\$214.66	\$270.61	\$234.85	\$236.74	\$237.44
	Non-Litigation	Partner	2,112	\$300.00	\$380.00	\$498.88	\$414.05	\$403.20	\$395.32
		Associate	1,511	\$200.00	\$250.00	\$310.00	\$270.86	\$254.35	\$256.14
201–500 Lawyers	Litigation	Partner	2,181	\$335.45	\$460.00	\$620.00	\$498.13	\$489.36	\$476.46
		Associate	2,050	\$238.00	\$295.00	\$387.00	\$326.13	\$324.04	\$317.37
	Non-Litigation	Partner	3,026	\$397.90	\$502.75	\$655.79	\$547.77	\$532.64	\$524.76
		Associate	2,682	\$263.00	\$330.37	\$440.00	\$366.14	\$348.45	\$347.52
501–1,000 Lawyers	Litigation	Partner	1,898	\$450.00	\$620.25	\$811.75	\$643.61	\$632.59	\$625.25
		Associate	2,404	\$295.00	\$395.00	\$526.50	\$421.47	\$409.36	\$400.94
	Non-Litigation	Partner	3,100	\$523.30	\$698.54	\$916.00	\$724.42	\$709.04	\$692.28
		Associate	3,921	\$334.87	\$435.00	\$585.00	\$465.84	\$453.34	\$454.19
More Than 1,000 Lawyers	Litigation	Partner	1,532	\$585.00	\$700.00	\$825.00	\$708.87	\$699.54	\$691.64
		Associate	1,932	\$340.00	\$425.00	\$525.00	\$440.27	\$434.29	\$424.14
	Non-Litigation	Partner	3,302	\$630.00	\$755.00	\$895.00	\$770.86	\$749.20	\$731.46
		Associate	3,975	\$358.80	\$465.89	\$600.00	\$489.23	\$480.79	\$468.96

Section II: Industry Analysis

Financials: Insurance

By Practice Area and Matter Type

2014—Real Rates							Trend Analysis		
Practice Area	Matter Type	Role	n	First Quartile	Median	Third Quartile	2014 Mean	2013 Mean	2012 Mean
Bankruptcy and Collections	Litigation	Partner	27	\$268.00	\$334.76	\$409.03	\$341.70	\$334.33	\$341.00
		Associate	22	\$213.00	\$235.00	\$292.50	\$247.34	\$477.79	\$247.45
	Non-Litigation	Partner	9	\$315.00	\$395.00	\$427.50	\$374.72	\$353.58	\$352.13
		Associate	n/a	n/a	n/a	n/a	n/a	n/a	n/a
Commercial	Litigation	Partner	150	\$267.92	\$422.50	\$621.00	\$445.80	\$388.36	\$395.63
		Associate	131	\$225.00	\$317.13	\$405.00	\$319.87	\$272.19	\$288.57
	Non-Litigation	Partner	36	\$556.00	\$651.50	\$825.00	\$682.00	\$695.54	\$710.14
		Associate	40	\$304.20	\$355.50	\$500.00	\$394.83	\$429.48	\$381.70
Corporate: Mergers, Acquisitions, and Divestitures	Non-Litigation	Partner	64	\$726.77	\$897.50	\$1,077.50	\$900.87	\$831.86	\$809.43
		Associate	71	\$390.00	\$544.00	\$740.00	\$553.61	\$489.97	\$500.02
Corporate: Regulatory and Compliance	Litigation	Partner	12	\$410.00	\$645.00	\$772.50	\$609.09	\$784.50	\$690.69
		Associate	20	\$290.00	\$462.50	\$600.00	\$410.25	\$539.29	\$523.24
	Non-Litigation	Partner	89	\$510.00	\$670.00	\$780.00	\$674.56	\$621.05	\$649.24
		Associate	64	\$307.50	\$385.00	\$509.00	\$427.05	\$408.92	\$427.53
Corporate: Other	Litigation	Partner	229	\$260.00	\$300.00	\$431.75	\$382.71	\$406.41	\$411.08
		Associate	179	\$202.35	\$235.00	\$293.26	\$267.50	\$279.78	\$278.70
	Non-Litigation	Partner	292	\$425.00	\$675.00	\$886.09	\$673.71	\$634.81	\$619.76
		Associate	239	\$265.00	\$375.00	\$540.00	\$423.54	\$404.87	\$426.48
Finance and Securities	Litigation	Partner	28	\$265.00	\$292.50	\$300.00	\$279.78	\$259.45	\$285.19
		Associate	30	\$225.00	\$230.00	\$245.00	\$229.57	\$212.92	\$215.43
	Non-Litigation	Partner	88	\$595.00	\$712.50	\$890.50	\$741.28	\$665.08	\$639.84
		Associate	73	\$345.00	\$455.00	\$579.60	\$482.21	\$422.51	\$416.11
General Liability	Litigation	Partner	28	\$371.14	\$437.50	\$570.55	\$477.14	\$472.26	n/a
		Associate	34	\$295.00	\$342.50	\$495.00	\$385.93	\$390.97	n/a
Insurance Defense	Litigation	Partner	5,130	\$160.00	\$190.00	\$245.00	\$223.81	\$209.77	\$204.18
		Associate	4,795	\$145.00	\$165.00	\$195.00	\$182.14	\$174.27	\$169.62
Intellectual Property: Trademarks	Non-Litigation	Partner	10	\$324.33	\$421.00	\$425.00	\$362.03	n/a	n/a
		Associate	8	\$189.28	\$217.45	\$238.36	\$214.84	n/a	n/a
Labor and Employment	Litigation	Partner	481	\$225.00	\$250.00	\$275.00	\$280.87	\$286.31	\$278.28
		Associate	460	\$190.27	\$220.00	\$240.00	\$236.89	\$231.16	\$234.66
	Non-Litigation	Partner	91	\$405.00	\$515.00	\$655.00	\$551.00	\$443.76	\$425.02
		Associate	57	\$290.00	\$340.00	\$400.00	\$366.46	\$300.84	\$301.42
Real Estate	Litigation	Partner	256	\$220.00	\$250.03	\$300.00	\$271.13	\$269.47	\$265.72
		Associate	181	\$175.00	\$200.00	\$250.00	\$221.53	\$215.90	\$211.31
	Non-Litigation	Partner	1,490	\$225.00	\$275.00	\$330.00	\$307.92	\$304.27	\$298.47
		Associate	1,295	\$185.00	\$220.00	\$275.00	\$233.90	\$226.81	\$225.17

Section V: International Analysis

United Kingdom

By Practice Area and Matter Type

2014—Real Rates					Trend Analysis		
Role	n	First Quartile	Median	Third Quartile	2014 Mean	2013 Mean	2012 Mean
Partner	742	\$558.14	\$700.45	\$879.58	\$720.01	\$711.91	\$742.15
Associate	1,302	\$350.37	\$456.12	\$583.87	\$474.16	\$469.25	\$483.21
Paralegal	616	\$161.50	\$203.60	\$268.00	\$210.45	\$216.85	\$228.23

2014—Real Rates							Trend Analysis		
Practice Area	Matter Type	Role	n	First Quartile	Median	Third Quartile	2014 Mean	2013 Mean	2012 Mean
Commercial	Litigation	Partner	8	\$582.44	\$848.09	\$872.70	\$725.55	\$870.25	\$759.87
		Associate	12	\$485.89	\$552.49	\$635.92	\$558.27	\$539.81	\$514.84
		Paralegal	n/a	n/a	n/a	n/a	n/a	n/a	n/a
	Non-Litigation	Partner	86	\$509.12	\$616.90	\$793.22	\$640.14	\$681.24	\$676.84
		Associate	131	\$318.65	\$408.64	\$504.17	\$421.97	\$408.14	\$416.81
		Paralegal	43	\$168.83	\$187.59	\$263.50	\$212.96	\$243.44	\$266.95
Corporate: Mergers, Acquisitions and Divestitures	Non-Litigation	Partner	50	\$610.66	\$718.41	\$937.94	\$774.04	\$768.52	\$771.63
		Associate	88	\$358.14	\$430.50	\$549.50	\$465.40	\$482.96	\$489.67
		Paralegal	13	\$161.50	\$186.42	\$274.12	\$228.23	\$271.79	\$264.53
Corporate: Regulatory and Compliance	Non-Litigation	Partner	43	\$567.77	\$728.61	\$831.64	\$698.76	\$721.84	\$810.13
		Associate	47	\$343.24	\$455.05	\$589.81	\$462.33	\$449.25	\$529.36
		Paralegal	14	\$124.04	\$168.83	\$171.10	\$164.89	\$263.97	\$274.56
Corporate: Other	Litigation	Partner	27	\$505.63	\$636.06	\$840.93	\$705.93	\$715.45	\$688.80
		Associate	34	\$314.58	\$375.29	\$502.84	\$419.37	\$478.28	\$441.38
		Paralegal	19	\$160.00	\$274.35	\$329.00	\$249.63	\$289.45	\$146.60
	Non-Litigation	Partner	109	\$605.85	\$782.26	\$948.75	\$801.60	\$700.74	\$746.70
		Associate	183	\$344.68	\$482.30	\$585.20	\$494.65	\$470.87	\$498.68
		Paralegal	136	\$79.53	\$129.00	\$186.40	\$144.75	\$126.76	\$150.44
Finance and Securities	Litigation	Partner	8	\$837.82	\$853.13	\$900.26	\$865.74	\$826.73	\$821.15
		Associate	23	\$436.66	\$514.47	\$626.61	\$518.54	\$513.59	\$519.29
		Paralegal	20	\$187.02	\$245.82	\$337.02	\$275.96	\$257.50	\$216.57
	Non-Litigation	Partner	199	\$643.75	\$792.77	\$936.39	\$791.55	\$791.97	\$874.63
		Associate	324	\$393.72	\$496.52	\$633.52	\$513.05	\$529.72	\$558.08
		Paralegal	96	\$194.54	\$238.31	\$275.79	\$242.88	\$255.82	\$256.84
General Liabilities	Litigation	Partner	10	\$643.32	\$729.42	\$831.64	\$721.13	\$730.13	\$586.86
		Associate	22	\$398.89	\$472.41	\$518.99	\$467.74	\$483.00	\$468.88
		Paralegal	25	\$168.83	\$168.83	\$207.79	\$197.40	\$185.07	\$212.05
Insurance Defense	Litigation	Partner	22	\$425.90	\$599.54	\$637.91	\$560.56	\$530.00	\$582.41
		Associate	37	\$282.61	\$410.54	\$448.80	\$392.26	\$372.95	\$358.45
		Paralegal	16	\$160.43	\$201.64	\$246.89	\$205.68	\$209.25	\$169.66