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*ELM Solutions*

# 2022 Real Rate Report<sup>®</sup>

The industry's leading  
analysis of law firm rates,  
trends, and practices

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# Table of Contents - 2022 Real Rate Report

## **A Letter to Our Readers • 4**

## **Report Use Considerations • 5**

## **Section I: High-Level Data Cuts • 8**

- Partners, Associates, and Paralegals
- Partners, Associates, and Paralegals by Practice Area and Matter Type
- Partners and Associates by City
- Partners and Associates by City and Matter Type
- Partners by City and Years of Experience
- Associates by City and Years of Experience
- Partners and Associates by Firm Size and Matter Type

## **Section II: Industry Analysis • 63**

- Partners, Associates, and Paralegals by Industry Group
- Partners and Associates by Industry Group and Matter Type
- Basic Materials and Utilities
- Consumer Goods
- Consumer Services
- Financials (Excluding Insurance)
- Health Care
- Industrials
- Technology and Telecommunications

## **Section III: Practice Area Analysis • 84**

- Bankruptcy and Collections
- Commercial
- Corporate: Mergers, Acquisitions, and Divestitures
- Corporate: Regulatory and Compliance
- Corporate: Other
- Employment and Labor
- Environmental
- Finance and Securities
- General Liability (Litigation Only)
- Insurance Defense (Litigation Only)
- Intellectual Property: Patents
- Intellectual Property: Trademarks
- Intellectual Property: Other
- Real Estate

## **Section IV: In-Depth Analysis for Select US Cities • 172**

- Boston, MA
- Chicago, IL
- Los Angeles, CA
- New York, NY
- Philadelphia, PA
- San Francisco, CA
- Washington, DC

## **Section V: International Analysis • 191**

## **Section VI: Matter Staffing Analysis • 221**

## **Appendix: Data Methodology • 226**

# Section I: High-Level Data Cuts

## Cities

By Matter Type

### 2022 - Real Rates for Associate and Partner

### Trend Analysis - Mean

City	Matter Type	Role	n	First Quartile	Median	Third Quartile	2022	2021	2020
Albany NY	Non-Litigation	Partner	17	\$288	\$288	\$305	\$322	\$322	\$354
		Associate	15	\$234	\$240	\$243	\$237	\$235	\$233
Atlanta GA	Litigation	Partner	103	\$391	\$525	\$745	\$568	\$513	\$554
		Associate	116	\$262	\$345	\$486	\$382	\$349	\$361
	Non-Litigation	Partner	220	\$478	\$665	\$871	\$700	\$663	\$636
		Associate	201	\$370	\$450	\$618	\$504	\$468	\$443
Austin TX	Litigation	Partner	25	\$491	\$643	\$913	\$696	\$668	\$579
		Associate	21	\$318	\$463	\$659	\$497	\$492	\$481
	Non-Litigation	Partner	73	\$409	\$450	\$608	\$526	\$511	\$510
		Associate	50	\$319	\$401	\$625	\$450	\$373	\$390
Baltimore MD	Litigation	Partner	66	\$380	\$585	\$625	\$551	\$593	\$566
		Associate	76	\$285	\$400	\$482	\$414	\$442	\$426
	Non-Litigation	Partner	85	\$401	\$606	\$865	\$682	\$656	\$648
		Associate	80	\$335	\$482	\$649	\$512	\$507	\$484

## Section II: Industry Analysis

**All**  
By Matter Type

### 2022 — Real Rates for Associate and Partner

### Trend Analysis - Mean

Industry	Matter Type	Role	n	First Quartile	Median	Third Quartile	2022	2021	2020
<b>Basic Materials and Utilities</b>	Litigation	Partner	323	\$283	\$395	\$590	\$454	\$445	\$439
		Associate	251	\$230	\$300	\$395	\$328	\$302	\$306
	Non-Litigation	Partner	399	\$472	\$658	\$1,089	\$848	\$816	\$753
		Associate	308	\$386	\$595	\$955	\$686	\$696	\$548
<b>Consumer Goods</b>	Litigation	Partner	226	\$305	\$366	\$510	\$466	\$453	\$439
		Associate	151	\$225	\$281	\$390	\$328	\$307	\$305
	Non-Litigation	Partner	316	\$460	\$617	\$814	\$652	\$629	\$616
		Associate	148	\$314	\$385	\$510	\$435	\$446	\$412
<b>Consumer Services</b>	Litigation	Partner	638	\$425	\$605	\$840	\$674	\$612	\$622
		Associate	636	\$335	\$440	\$599	\$506	\$454	\$435
	Non-Litigation	Partner	764	\$472	\$638	\$945	\$780	\$689	\$698
		Associate	757	\$388	\$530	\$734	\$608	\$514	\$495
<b>Financials Excluding Insurance</b>	Litigation	Partner	1,126	\$375	\$561	\$808	\$639	\$621	\$596
		Associate	982	\$272	\$389	\$569	\$442	\$439	\$414
	Non-Litigation	Partner	2,911	\$560	\$875	\$1,270	\$938	\$943	\$901
		Associate	2,764	\$419	\$610	\$875	\$666	\$677	\$638

## Section III: Practice Area Analysis

## Bankruptcy and Collections By City

### 2022 — Real Rates for Associate and Partner

### Trend Analysis - Mean

City	Role	n	First Quartile	Median	Third Quartile	2022	2021	2020
Atlanta GA	Partner	11	\$525	\$603	\$650	\$607	\$557	\$523
	Associate	13	\$275	\$325	\$390	\$366	\$408	\$380
Baltimore MD	Partner	14	\$321	\$380	\$472	\$395	\$438	\$436
Chicago IL	Partner	16	\$525	\$748	\$1,256	\$893	\$983	\$1,059
	Associate	13	\$260	\$656	\$910	\$619	\$789	\$734
Dallas TX	Partner	13	\$381	\$525	\$666	\$539	\$502	\$635
Houston TX	Associate	16	\$375	\$384	\$473	\$427	\$436	\$425
Los Angeles CA	Associate	15	\$375	\$415	\$835	\$560	\$376	\$337
Miami FL	Partner	11	\$265	\$375	\$418	\$351	\$401	\$486
New York NY	Partner	60	\$400	\$604	\$815	\$638	\$654	\$638
	Associate	36	\$300	\$375	\$429	\$385	\$433	\$453
Philadelphia PA	Partner	46	\$400	\$495	\$619	\$497	\$494	\$481
	Associate	30	\$290	\$350	\$420	\$369	\$340	\$344
Pittsburgh PA	Partner	17	\$338	\$435	\$460	\$409	\$444	\$404
	Associate	13	\$248	\$341	\$354	\$333	\$361	\$307

# Section IV: In-Depth Analysis for Select US Cities

## Chicago IL

By Practice Area and Firm Size

### 2022 — Real Rates for Associate and Partner

### Trend Analysis - Mean

Practice Area	Firm Size	Role	n	First Quartile	Median	Third Quartile	2022	2021	2020	
Commercial	201-500 Lawyers	Partner	20	\$453	\$706	\$1,025	\$766	\$707	\$692	
		Associate	30	\$330	\$462	\$578	\$497	\$458	\$470	
	501-1,000 Lawyers	Partner	24	\$703	\$772	\$978	\$839	\$771	\$736	
		Associate	36	\$585	\$705	\$871	\$721	\$689	\$698	
		Partner	42	\$904	\$1,096	\$1,390	\$1,141	\$1,028	\$1,082	
		Associate	36	\$585	\$705	\$871	\$721	\$689	\$698	
Corporate: Mergers, Acquisitions and Divestitures	More Than 1,000 Lawyers	Partner	12	\$1,157	\$1,306	\$1,522	\$1,307	\$942	\$1,032	
		Associate	18	\$601	\$782	\$955	\$790	\$553	\$748	
Corporate: Other	201-500 Lawyers	Partner	54	\$712	\$902	\$1,023	\$884	\$847	\$833	
		Associate	77	\$487	\$573	\$732	\$592	\$545	\$567	
	501-1,000 Lawyers	Partner	22	\$765	\$970	\$1,135	\$979	\$890	\$785	
		Associate	13	\$503	\$535	\$669	\$606	\$525	\$525	
	More Than 1,000 Lawyers	Partner	103	\$760	\$925	\$1,280	\$1,035	\$1,021	\$983	
		Associate	87	\$520	\$648	\$728	\$648	\$589	\$602	
	Corporate: Regulatory and Compliance	201-500 Lawyers	Partner	15	\$584	\$835	\$953	\$792	\$747	\$771
		More Than 1,000 Lawyers	Partner	30	\$823	\$1,027	\$1,124	\$999	\$884	\$898
Associate			26	\$404	\$651	\$758	\$616	\$648	\$657	
Corporate: Tax	More Than 1,000 Lawyers	Partner	30	\$920	\$1,030	\$1,225	\$1,050	\$1,036	\$1,021	

## Section IV: International Analysis

## Countries

### 2022 — Real Rates for Partners, Associates, and Paralegals

Country	Role	n	First Quartile	Median	Third Quartile	2022	2021	2020
Argentina	Partner	22	\$52	\$58	\$240	\$135	\$122	\$160
	Associate	28	\$50	\$222	\$280	\$213	\$151	\$155
Australia	Partner	133	\$491	\$561	\$649	\$570	\$550	\$495
	Associate	192	\$261	\$322	\$423	\$347	\$348	\$319
	Paralegal	42	\$176	\$204	\$260	\$220	\$196	\$215
Austria	Partner	11	\$420	\$499	\$994	\$684	\$612	\$508
	Associate	19	\$425	\$444	\$834	\$598	\$555	\$517
Belgium	Partner	44	\$389	\$560	\$848	\$635	\$688	\$605
	Associate	78	\$231	\$339	\$582	\$446	\$393	\$391
	Paralegal	15	\$185	\$265	\$419	\$297	\$312	\$276
Bermuda	Partner	22	\$740	\$843	\$905	\$823	\$816	\$797
Brazil	Partner	70	\$295	\$350	\$500	\$396	\$419	\$429
	Associate	109	\$121	\$200	\$330	\$225	\$237	\$243