

# DOYLES

## Pricing Report – Employment & WHS Melbourne Legal Market, 2016

The broad variety of service offerings in the Victorian employment law market is matched with an equally broad range of pricing levels and models.

### Hourly Rates

With 49% of the market setting an hourly rate between \$500 - \$600 per hour there's a healthy level of "mid-tier" style pricing options available to clients. That said with only 2% of the market sitting under \$500 per hour the options for "cheap" and quality employment law advice in the Melbourne are limited.

Hourly Rate	Market Share
\$350 - \$400	2%
\$400 - \$450	0%
\$450 - \$500	4%
\$500 - \$550	40%
\$550 - \$600	22%
\$600 - \$650	23%
\$650 - \$700	9%
\$700 - \$750	8%
\$750 - \$800	13%
\$800 - \$850	3%
\$850 - \$900	9%
\$900 - \$950	2%

### Alternative Pricing

With some 83% of Melbourne's employment lawyers offering pricing models outside of the hourly rate the city sits slightly behind Sydney (92%) in the use of alternative pricing.

Of those who do offer alternative pricing 100% use fixed price and 76% use capped fees. A comparatively low 7% of the market offer performance based fees. Of most note though was that 62% of the market use retainer-style agreements with clients (compared to an average of 30% across other practice areas).

Pricing Method	Market Share
Fixed Price	100%
Capped Fees	76%
Performance/Outcome Based Fees	7%
Retainer	62%