



## Pricing Report – Insolvency & Reconstruction Brisbane Legal Market, 2016

### Hourly Rates

Pricing of Brisbane's Insolvency & Reconstruction lawyers appears to have increased significantly in the past 12 months.

Rack rates for Partner-level individuals across all firm types and sizes appears to have risen. 2015 saw 60% of the market setting an hourly rack rate above \$500 per hour, in 2016 this figure had increased to 79% of the market. Much of this increase can be attributed to firms who previously sat in the high \$400 per hour region now sitting in the \$500-\$550 per hour bracket. Similarly, in 2015 25% of firms sat between the \$400-\$500 per hour mark, now only 16% of firms sit in the region.

The top-end of the market also increased prices. 21% of the market sat above \$600 per hour in 2015, one year later and some 32% of the market sits above \$600 per hour. In 2015 9% of firms set an hourly rate above \$700 per hour, in 2016 this figure had increased to 16%.

Hourly Rate	Market Share
\$300 - \$350	0%
\$350 - \$400	3%
\$400 - \$450	5%
\$450 - \$500	13%
\$500 - \$550	26%
\$550 - \$600	21%
\$600 - \$650	10%
\$650 - \$700	6%
\$700 - \$750	8%
\$750 - \$800	5%
\$800 - \$850	3%
\$850 - \$900	0%

### Alternative Pricing

Some 76% of Brisbane's Insolvency & Reconstruction lawyers reported the adoption of alternative pricing methods in the past year (an increase of 6%). Fixed Pricing, Capped Fees and Stage-Based Costing continue to be the most common methods of alternative pricing used however the use of Performance or Outcome-based fees would appear to have increased. In 2015 some 26% of individuals reported using this method however this year that figure had increased significantly with 34% of the market now noting the use of such fees..

Pricing Method	Market Share
Fixed Price	91%
Capped Fees	59%
Stage-Based Costing	56%
Performance/Outcome Based Fees	34%
Retainer	18%