

2004 CFLR ATTORNEY PRACTICE SURVEY

	Hourly Rate			% Family Law			Annual Net Income (\$K)			Billable Hours
	Range	Mean	Median	Range	Mean	Median	Range	Mean	Median	Median
All responses										
CFLS	\$150-625	\$315	\$300	30-100%	92%	100%	\$12-1,000	\$200	\$150	1,400
Non-CFLS	\$35-700	\$259	\$250	0-100%	89%	99%	\$10-600	\$132	\$100	1,500
Combined	\$35-700	\$281	\$275	0-100%	90%	99%	\$10-1,000	\$160	\$125	1,400
Alameda										
CFLS	\$225-350	\$287	\$275	40-100%	85%	99%	\$40-300	\$151	\$135	1,250
Non-CFLS	\$175-300	\$233	\$233	70-100%	95%	99%	\$50-325	\$158	\$120	1,530
Combined	\$175-350	\$253	\$250	30-100%	89%	99%	\$40-325	\$146	\$120	1,450
Butte										
CFLS	*	*	*	*	*	*	*	*	*	*
Non-CFLS	*	*	*	*	*	*	*	*	*	*
Combined	\$150-200	\$180	\$175	60-100%	92%	100%	\$50-210	\$104	\$95	*
Contra Costa										
CFLS	\$250-400	\$298	\$293	70-100%	93%	100%	\$54-400	\$196	\$175	1,275
Non-CFLS	\$200-325	\$261	\$250	80-100%	94%	95%	\$27-445	\$143	\$82	1,400
Combined	\$200-400	\$281	\$285	70-100%	94%	95%	\$27-445	\$183	\$180	1,450
Fresno										
CFLS	*	*	*	*	*	*	*	*	*	*
Non-CFLS	*	*	*	*	*	*	*	*	*	*
Combined	\$195-250	\$231	\$240	95-100%	98%	100%	\$100-300	\$171	\$153	1,500
Humboldt										
CFLS	*	*	*	*	*	*	*	*	*	*
Non-CFLS	*	*	*	*	*	*	*	*	*	*
Combined	\$200-300	\$261	\$275	20-100%	80%	90%	\$50-350	\$176	\$155	1,200
Kern										
CFLS	*	*	*	*	*	*	*	*	*	*
Non-CFLS	*	*	*	*	*	*	*	*	*	*
Combined	\$35-240	\$169	\$195	90-100%	98%	100%	\$28-120	\$72	\$67	*
Los Angeles										
CFLS	\$250-625	\$357	\$350	30-100%	93%	100%	\$12-999	\$225	\$150	1,400
Non-CFLS	\$150-700	\$285	\$275	0-100%	89%	99%	\$10-600	\$142	\$110	1,500
Combined	\$150-700	\$317	\$300	0-100%	91%	99%	\$10-999	\$178	\$140	1,500
Marin										
CFLS	*	*	*	*	*	*	*	*	*	*
Non-CFLS	*	*	*	*	*	*	*	*	*	*
Combined	\$225-425	\$290	\$275	80-100%	96%	100%	\$50-400	\$146	\$100	1,150
Monterey										
CFLS	\$300-300	\$300	\$300	100-100%	100%	100%	\$85-289	\$169	\$180	*
Non-CFLS	*	*	*	*	*	*	*	*	*	*
Combined	\$200-350	\$280	\$300	80-100%	98%	100%	\$30-289	\$151	\$140	1,570
Orange										
CFLS	\$225-440	\$337	\$350	50-100%	95%	100%	\$36-600	\$213	\$220	1,500
Non-CFLS	\$200-350	\$257	\$250	20-100%	92%	100%	\$25-250	\$116	\$100	1,500
Combined	\$200-450	\$290	\$275	20-100%	93%	100%	\$25-600	\$156	\$130	1,600
Riverside										
CFLS	*	*	*	*	*	*	*	*	*	*
Non-CFLS	\$150-300	\$259	\$275	80-100%	94%	100%	\$30-250	\$182	\$200	1,300
Combined	\$150-450	\$275	\$275	20-100%	90%	100%	\$11-600	\$149	\$120	1,440

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	Hourly Rate			% Family Law			Annual Net Income (1000s)			Billable Hours
	Range	Mean	Median	Range	Mean	Median	Range	Mean	Median	Median
Sacto										
CFLS	\$300-350	\$325	\$325	95-100%	99%	100%	*	*	*	1,100
Non-CFLS	\$150-300	\$234	\$250	50-100%	86%	90%	\$138-250	\$177	\$160	1,300
Combined	\$150-350	\$267	\$250	50-100%	93%	100%	\$95-770	\$228	\$188	1,082
Santa Barbara										
CFLS	\$175-310	\$257	\$275	25-100%	80%	90%	*	*	*	*
Non-CFLS	\$200-335	\$247	\$210	50-100%	81%	95%	*	*	*	1,400
Combined	\$150-335	\$239	\$240	25-100%	75%	85%	\$88-450	\$272	\$238	1,600
San Bernardino										
CFLS	\$275-400	\$326	\$300	90-100%	97%	95%	\$120-400	\$232	\$185	1,400
Non-CFLS	\$200-250	\$208	\$200	10-100%	74%	95%	*	*	*	*
Combined	\$200-400	\$273	\$263	10-100%	88%	95%	\$90-400	\$186	\$135	1,600
Santa Clara										
CFLS	\$150-425	\$315	\$325	95-100%	100%	100%	\$110-650	\$218	\$193	1,150
Non-CFLS	\$225-340	\$268	\$275	20-100%	88%	100%	\$175-667	\$343	\$300	1,400
Combined	\$150-425	\$290	\$295	20-100%	93%	100%	\$107-667	\$232	\$190	1,200
Santa Cruz										
CFLS	*	*	*	*	*	*	*	*	*	*
Non-CFLS	*	*	*	*	*	*	*	*	*	*
Combined	\$50-359	\$243	\$280	100-100%	100%	100%	*	*	*	*
San Diego										
CFLS	\$34-300	\$237	\$250	50-100%	91%	100%	\$100-450	\$164	\$120	1,500
Non-CFLS	\$175-275	\$234	\$250	60-100%	91%	98%	\$65-550	\$182	\$120	1,500
Combined	\$34-300	\$233	\$250	45-100%	90%	100%	\$65-550	\$169	\$120	1,500
San Francisco										
CFLS	*	*	*	*	*	*	*	*	*	*
Non-CFLS	*	*	*	*	*	*	*	*	*	*
Combined	\$150-375	\$278	\$295	85-100%	96%	98%	\$40-350	\$137	\$120	1,200
San Joaquin										
CFLS	*	*	*	*	*	*	*	*	*	*
Non-CFLS	\$150-200	\$184	\$195	30-100%	74%	80%	*	*	*	*
Combined	\$150-225	\$193	\$198	30-100%	81%	85%	*	*	*	1,000
San Luis Obispo										
CFLS	*	*	*	*	*	*	*	*	*	*
Non-CFLS	*	*	*	*	*	*	*	*	*	*
Combined	*	*	*	20-100%	78%	90%	*	*	*	*
San Mateo										
CFLS	\$250-375	\$296	\$295	99-100%	100%	100%	\$110-240	\$180	\$160	1,000
Non-CFLS	\$225-275	\$246	\$250	40-100%	77%	85%	*	*	*	*
Combined	\$185-460	\$284	\$275	40-100%	88%	100%	\$108-500	\$219	\$240	1,200
Solano										
CFLS	*	*	*	*	*	*	*	*	*	*
Non-CFLS	*	*	*	*	*	*	*	*	*	*
Combined	\$150-295	\$234	\$245	80-100%	93%	95%	\$115-337	\$217	\$250	1,600
Sonoma										
CFLS	*	*	*	*	*	*	*	*	*	*
Non-CFLS	\$190-300	\$228	\$225	50-100%	88%	100%	*	*	*	1,300
Combined	\$190-300	\$237	\$235	50-100%	93%	100%	\$100-667	\$217	\$133	1,300
Tulare										
CFLS	*	*	*	*	*	*	*	*	*	*
Non-CFLS	*	*	*	*	*	*	*	*	*	*
Combined	\$150-225	\$197	\$200	80-95%	87%	90%	*	*	*	*
Ventura										
CFLS	*	*	*	*	*	*	*	*	*	*
Non-CFLS	\$205-300	\$247	\$243	60-100%	83%	83%	*	*	*	1,500
Combined	\$150-325	\$251	\$250	60-100%	85%	85%	\$100-559	\$200	\$128	1,500

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"Combined" responses include surveys that did not designate CFLS status.

2004 CFLR ATTORNEY PRACTICE SURVEY

	A/R (\$K)			Annual Write-Off (\$K)			Net per Billable Hour		
	Range	Mean	Median	Range	Mean	Median	Range	Mean	Median
All responses									
CFLS	\$0-3001	\$164	\$80	\$0-300	\$37	\$20	\$13-500	\$145	\$125
Non-CFLS	\$0-900	\$103	\$54	\$0-300	\$37	\$20	\$7-742	\$102	\$83
Combined	\$0-3001	\$132	\$64	\$0-800	\$40	\$20	\$7-742	\$120	\$100
Alameda									
CFLS	\$5-916	\$185	\$100	\$0-120	\$25	\$17	\$33-357	\$134	\$107
Non-CFLS	\$1-500	\$143	\$50	\$0-245	\$56	\$35	\$40-160	\$90	\$64
Combined	\$1-916	\$157	\$63	\$0-245	\$37	\$20	\$33-357	\$114	\$100
Butte									
CFLS	*	*	*	*	*	*	*	*	*
Non-CFLS	*	*	*	*	*	*	*	*	*
Combined	\$35-180	\$90	\$63	\$10-105	\$43	\$36	*	*	*
Contra Costa									
CFLS	\$0-225	\$61	\$43	\$0-200	\$36	\$13	\$39-270	\$155	\$157
Non-CFLS	\$5-222	\$62	\$35	\$2-250	\$67	\$38	\$27-742	\$180	\$50
Combined	\$0-450	\$83	\$40	\$0-250	\$49	\$20	\$27-742	\$164	\$133
Fresno									
CFLS	*	*	*	*	*	*	*	*	*
Non-CFLS	*	*	*	*	*	*	*	*	*
Combined	\$0-150	\$77	\$80	*	*	*	\$83-150	\$110	\$107
Humboldt									
CFLS	*	*	*	*	*	*	*	*	*
Non-CFLS	*	*	*	*	*	*	*	*	*
Combined	\$100-140	\$117	\$115	*	*	*	\$63-168	\$99	\$92
Kern									
CFLS	*	*	*	*	*	*	*	*	*
Non-CFLS	*	*	*	*	*	*	*	*	*
Combined	*	*	*	*	*	*	*	*	*
Los Angeles									
CFLS	\$0-3001	\$253	\$120	\$0-250	\$50	\$35	\$13-500	\$165	\$129
Non-CFLS	\$0-650	\$132	\$65	\$0-250	\$42	\$25	\$7-297	\$96	\$83
Combined	\$0-3001	\$183	\$100	\$0-800	\$54	\$30	\$7-500	\$124	\$100
Marin									
CFLS	*	*	*	*	*	*	*	*	*
Non-CFLS	*	*	*	*	*	*	*	*	*
Combined	\$4-190	\$53	\$35	\$0-30	\$14	\$12	\$45-286	\$143	\$113
Monterey									
CFLS	*	*	*	*	*	*	*	*	*
Non-CFLS	*	*	*	*	*	*	*	*	*
Combined	\$1-400	\$109	\$100	\$1-50	\$21	\$7	\$50-170	\$126	\$136
Orange									
CFLS	\$13-400	\$109	\$80	\$2-150	\$44	\$25	\$30-353	\$142	\$138
Non-CFLS	\$0-389	\$52	\$34	\$0-300	\$39	\$5	\$41-219	\$94	\$74
Combined	\$0-400	\$83	\$55	\$0-300	\$41	\$25	\$30-353	\$116	\$91
Riverside									
CFLS	*	*	*	*	*	*	*	*	*
Non-CFLS	\$75-400	\$182	\$138	\$12-125	\$56	\$47	\$100-200	\$157	\$155
Combined	\$0-400	\$87	\$56	\$0-300	\$36	\$20	\$11-353	\$120	\$100

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	Annual Net Income (1000s)			Annual Write-Off (\$K)			Net per Billable Hour		
	Range	Mean	Median	Range	Mean	Median	Range	Mean	Mean
Sacto									
CFLS	\$20-250	\$84	\$50	\$0-180	\$39	\$15	\$100-171	\$138	\$136
Non-CFLS	\$5-170	\$69	\$50	\$1-25	\$10	\$3	*	*	*
Combined	\$5-250	\$66	\$40	\$0-180	\$26	\$10	\$25-250	\$128	\$128
Santa Barbara									
CFLS	*	*	*	*	*	*	*	*	*
Non-CFLS	\$0-600	\$178	\$85	\$0-185	\$42	\$29	\$32-240	\$123	\$122
Combined	\$0-600	\$149	\$85	\$0-185	\$33	\$20	\$32-240	\$117	\$115
San Bernardino									
CFLS	\$20-1445	\$324	\$100	\$4-300	\$101	\$65	\$120-162	\$137	\$133
Non-CFLS	\$3-900	\$142	\$45	\$1-250	\$44	\$17	\$28-172	\$103	\$104
Combined	\$3-1445	\$207	\$100	\$1-300	\$65	\$29	\$21-172	\$111	\$125
Santa Clara									
CFLS	\$1-400	\$119	\$65	\$0-200	\$36	\$20	\$23-455	\$169	\$179
Non-CFLS	\$0-450	\$101	\$60	\$0-300	\$43	\$10	\$38-208	\$109	\$78
Combined	\$0-450	\$103	\$60	\$0-300	\$36	\$13	\$23-455	\$147	\$154
Santa Cruz									
CFLS	*	*	*	*	*	*	*	*	*
Non-CFLS	*	*	*	*	*	*	*	*	*
Combined	\$25-400	\$125	\$73	*	*	*	\$17-173	\$101	\$100
San Diego									
CFLS	\$0-3000	\$437	\$155	\$0-60	\$24	\$25	\$53-183	\$116	\$115
Non-CFLS	\$0-375	\$122	\$80	\$1-50	\$15	\$10	*	*	*
Combined	\$0-3000	\$274	\$100	\$0-100	\$24	\$20	\$53-183	\$102	\$98
San Francisco									
CFLS	\$10-100	\$62	\$58	*	*	*	*	*	*
Non-CFLS	*	*	*	*	*	*	*	*	*
Combined	\$8-100	\$58	\$55	\$0-32	\$18	\$24	\$42-200	\$112	\$107
San Joaquin									
CFLS	*	*	*	*	*	*	*	*	*
Non-CFLS	*	*	*	*	*	*	*	*	*
Combined	\$40-300	\$110	\$80	\$5-100	\$25	\$10	\$59-123	\$102	\$106
San Luis Obispo									
CFLS	*	*	*	*	*	*	*	*	*
Non-CFLS	*	*	*	*	*	*	*	*	*
Combined	*	*	*	\$0-50	\$16	\$5	*	*	*
San Mateo									
CFLS	\$5-440	\$104	\$50	\$0-50	\$16	\$10	\$59-300	\$164	\$159
Non-CFLS	\$0-100	\$32	\$25	\$0-191	\$30	\$13	\$46-292	\$121	\$82
Combined	\$0-440	\$66	\$25	\$0-191	\$23	\$11	\$40-300	\$134	\$125
Solano									
CFLS	\$13-550	\$152	\$89	\$3-100	\$39	\$25	\$47-117	\$90	\$100
Non-CFLS	*	*	*	*	*	*	*	*	*
Combined	\$13-550	\$109	\$75	\$3-100	\$28	\$17	\$38-137	\$89	\$97
Sonoma									
CFLS	\$9-300	\$96	\$68	\$0-60	\$27	\$25	\$68-278	\$136	\$121
Non-CFLS	\$3-159	\$47	\$40	\$0-100	\$25	\$15	\$40-222	\$87	\$55
Combined	\$3-300	\$65	\$45	\$0-100	\$25	\$18	\$40-278	\$104	\$77
Stanislaus									
CFLS	*	*	*	*	*	*	*	*	*
Non-CFLS	*	*	*	*	*	*	*	*	*
Combined	*	*	*	*	*	*	*	*	*
Tulare									
CFLS	*	*	*	*	*	*	*	*	*
Non-CFLS	*	*	*	*	*	*	*	*	*
Combined	\$50-155	\$91	\$80	\$5-30	\$18	\$20	\$63-100	\$85	\$86
Ventura									
CFLS	\$24-200	\$89	\$70	\$0-50	\$25	\$30	\$111-220	\$167	\$182
Non-CFLS	\$10-200	\$63	\$50	\$0-120	\$26	\$13	\$53-145	\$87	\$66
Combined	\$10-1600	\$163	\$60	\$0-500	\$53	\$20	\$53-224	\$133	\$119

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