“As profitability becomes more challenging to achieve, corporate legal departments become increasingly operationalized and self-sufficient and competition diversifies to incorporate alternate service providers, there is mounting pressure for law firms to keep the pace. When it comes to the business of law, there are three keys to success: innovation, strategic human capital growth, and the prioritization of talent management.” - Mary Rosenfeld D’Eramo, Esq.

“Demand for lateral talent remains very strong, especially at the partner level in transaction related practices. Equally strong is the desire for large scale acquisitions and mergers, and we expect the industry consolidation to continue, especially in the middle market as we head into 2019.” - Avery Ellis, Esq.

**Q3 2018 Mergers & Acquisitions**

- **27** Number of Law Firms Acquired
- **19 lawyers** Average Acquired Firm Size
- **11%** International Acquisitions
- **777 lawyers** Average Acquirer Size
- **37%** AmLaw Acquirers
- **Mid Atlantic** Top Regions Targeted

**Q3 2018 U.S. Lateral Moves**

- **241** Corporate and Securities
- **166** Litigation
- **159** Intellectual Property
- **115** Real Estate
- **90** Banking and Financial Institutions
- **41** Taxation

**Q3 2018 Mergers**

- **27** Total Mergers in Q3

**Q3 2018 Acquisitions**

- **22%** WEST
- **22%** ATLANTIC
- **26%** INTERNATIONAL
- **19%** MIDWEST
- **11%** NEW ENGLAND
A total of 1,398 lateral moves were made in Q3 2018. Mestel & Company has highlighted the 7 states below, which have demonstrated strong lateral move activity by practice area. These are the ones to watch!

### Total Lateral Moves by Practice Area Q3 2018

<table>
<thead>
<tr>
<th>State</th>
<th>Total Moves</th>
<th>Major Practice Areas</th>
</tr>
</thead>
<tbody>
<tr>
<td>NY</td>
<td>244</td>
<td>Corporate and Securities (60), Banking and Financial Institutions (34), Intellectual Property (29), Litigation (18), Real Estate (16), Bankruptcy (14), Employment and Labor (12), White Collar Criminal Defense (11), Products Liability (7), Taxation (6), Health Law (6) Commercial Law (5), Insurance Law (4), Creditors &amp; Debtors’ Rights (3), Antitrust (3), Contracts (2), Transportation (2), Workers Comp &amp; Other Comp. Systems (2), Alternative Dispute Resolution (2), International Law (1), Civil Rights (1), Entertainment &amp; Sports Law (1), Immigration Law (1), Trust &amp; Estates (1), Criminal Practice (1), Family Law (1), Internet Law (1).</td>
</tr>
<tr>
<td>TX</td>
<td>174</td>
<td>Corporate and Securities (41), Litigation (21), Banking &amp; Financial Institutions (15), Employment and Labor (13), Real Estate (12), Commercial Law (9), Energy and Natural Resources (9), Bankruptcy (8), Intellectual Property (6), Taxation (6), Products Liability (5), White Collar Criminal Defense (4), Health Law (4), Environmental Law (3), Trusts &amp; Estates (3), Government (2), Insurance Law (2), Internet Law (2), Public Utilities (2), Alternative Dispute Resolution (2), International Law (1), Antitrust (1), Communications &amp; Media Law (1), Constitutional Law (1), Education Law (1).</td>
</tr>
<tr>
<td>FL</td>
<td>64</td>
<td>Litigation (8), Corporate and Securities (7), Real Estate (7), Health Law (7), Commercial Law (6), Workers Comp and Other Comp Systems (5), Employment and Labor (5), Products Liability (5), Alternative Dispute Resolution (3), Banking &amp; Financial Institutions (3), Insurance Law (2), Trusts &amp; Estates (2), Bankruptcy (2), Intellectual Property (1), Torts (1).</td>
</tr>
<tr>
<td>MA</td>
<td>36</td>
<td>Corporate and Securities (11), Real Estate (6), Litigation (4), White Collar Criminal Defense (3), Antitrust (2), Taxation (2), Alternative Dispute Resolution (1), Commercial Law (1), Contracts (1), Product Liability (1), Banking and Financial (1), Bankruptcy (1), Energy and Natural Resources (1), Intellectual Property (1).</td>
</tr>
</tbody>
</table>