



# Legal Trends Report

For Mid-Size Law Firms in 2026



# Joshua Lenon

Lawyer in Residence

[Joshua.Lenon@Clio.com](mailto:Joshua.Lenon@Clio.com)

# Ashley Duffy

Lead Demand Generation Manager

[Ashley.Duffy@Clio.com](mailto:Ashley.Duffy@Clio.com)



- 01 Introduction to the Legal Trends Report
- 02 Mid-Size Law Firm's Artificial Intelligence Agility Advantage
- 03 Mid-Size Law Firms Leading the Way
- 04 Takeaways

01

# Introduction to the Legal Trends Report

# Legal Trends Report Data Sources

Tens of thousands of Clio-using law firms  
contribute to the Legal Trends Report

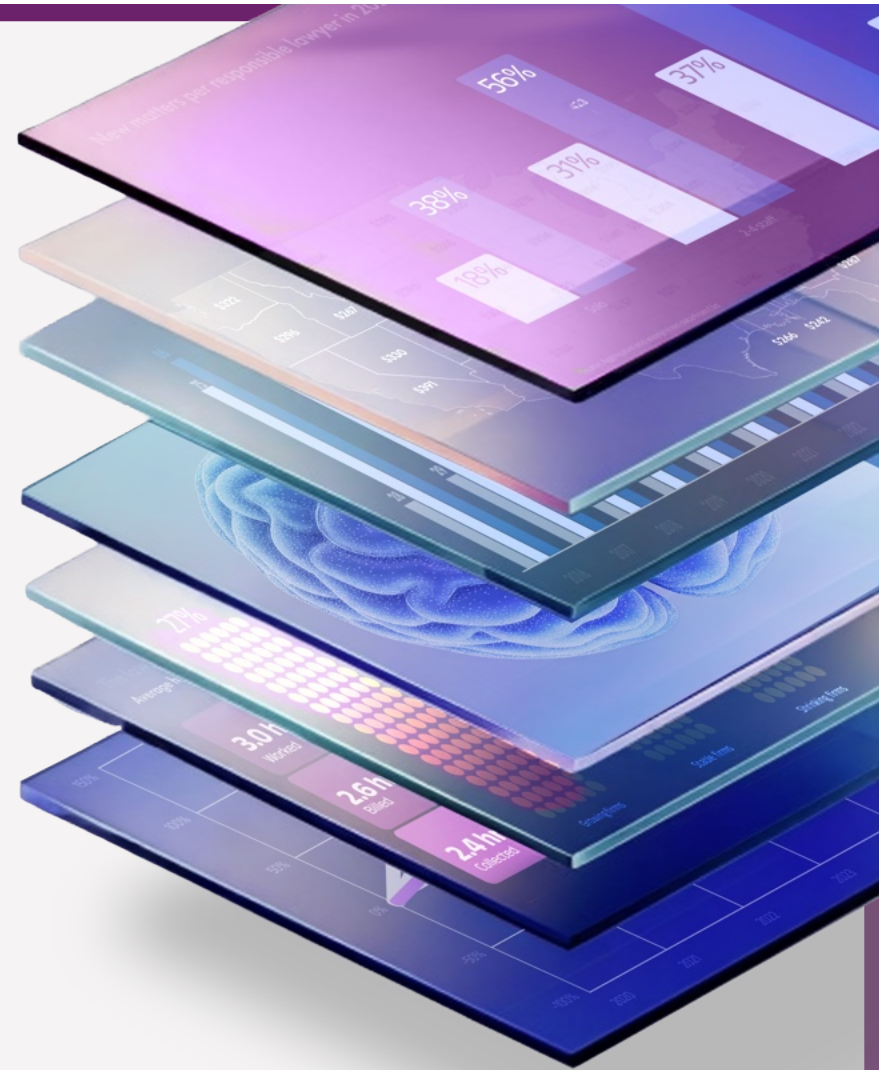
Clio data

Cohort analysis

Interviews and diary study of legal professionals

Legal professional and consumer surveys

**NEW!** Neurological scanning



# Legal Trends Report is Unique

- Clio has the most mid-size law firms of any legal technology provider.
- Clio invests in data science and analysis.
- LTR insights not only exists nowhere else; no one else can produce this.





# Our Tenth Annual Edition

Law Firm

# Key Performance Indicators



# 2025 Forecast for Mid-Size Firms

Utilization rate

$$\text{Number of billable hours worked} \div \text{Number of hours in a day} = \mathbf{49\%}$$

Realization rate

$$\text{Number of billable hours invoiced} \div \text{Number of billable hours worked} = \mathbf{86\%}$$

Collection rate

$$\text{Number of hours collected upon} \div \text{Number of billable hours invoiced} = \mathbf{93\%}$$

# +15%

## Utilization improvements

Mid-size law firms using Clio have increased their utilization rates from 34% to 49% since 2016.

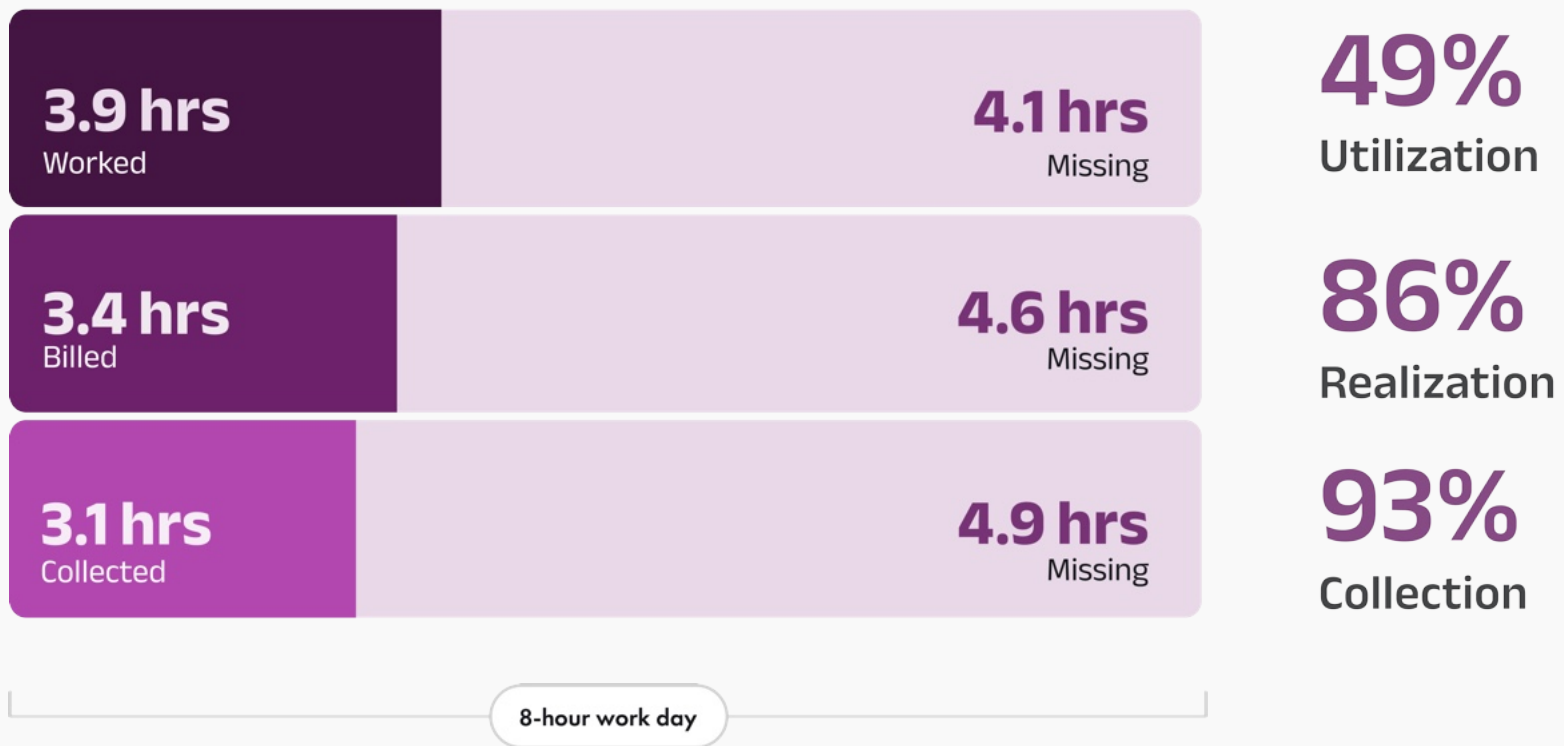
# +106%

## Efficiency improvements

Clio-using mid-size firm's KPIs saw a doubling in their combine efficiency score.

## The lawyer's funnel (2025)

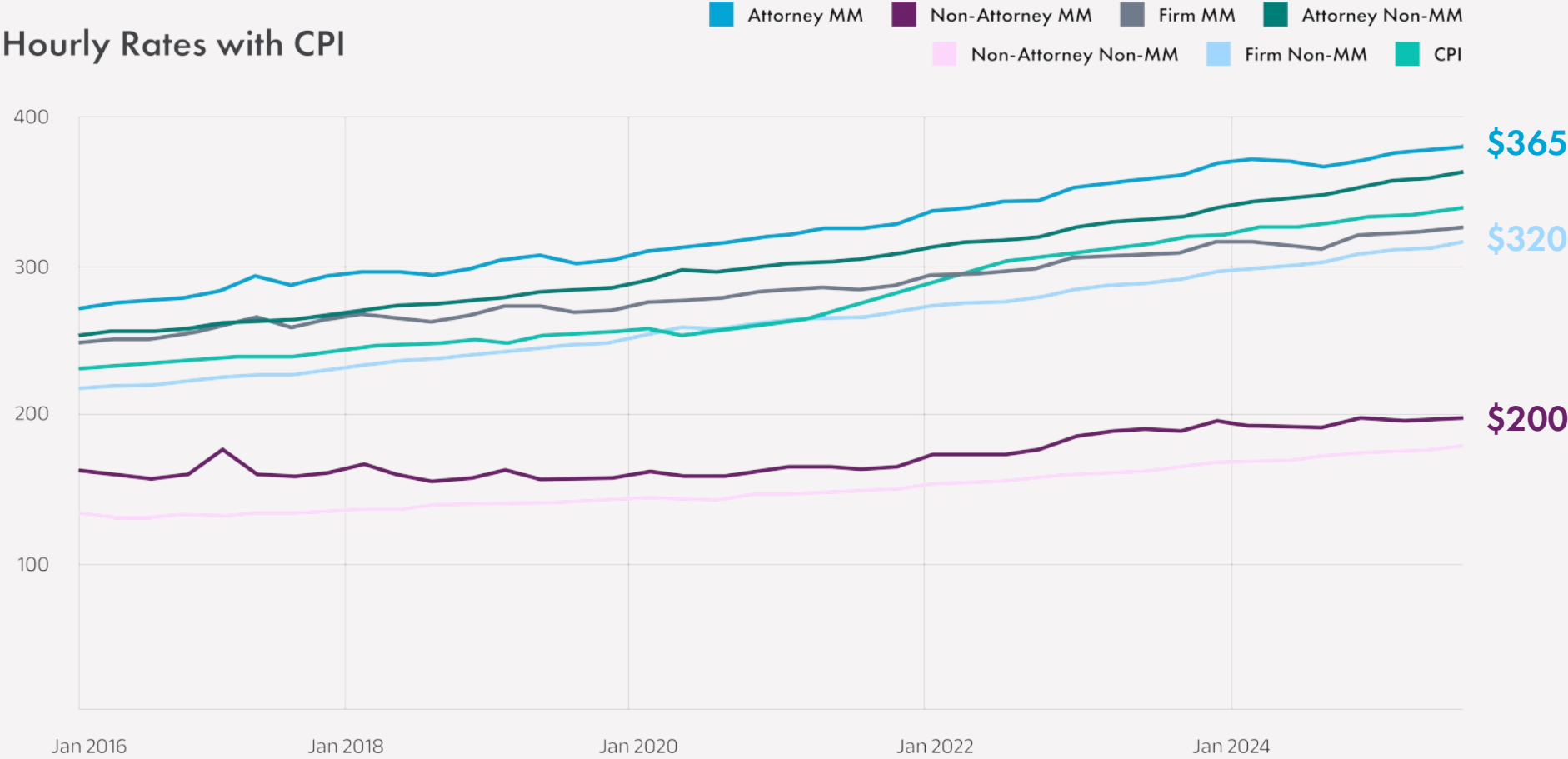
Average hours worked, billed and collected



# Billable Hour Index



# Hourly Rates with CPI



# Law Firm Lockup

Median Realization Lockup

28 days

Median Collection Lockup

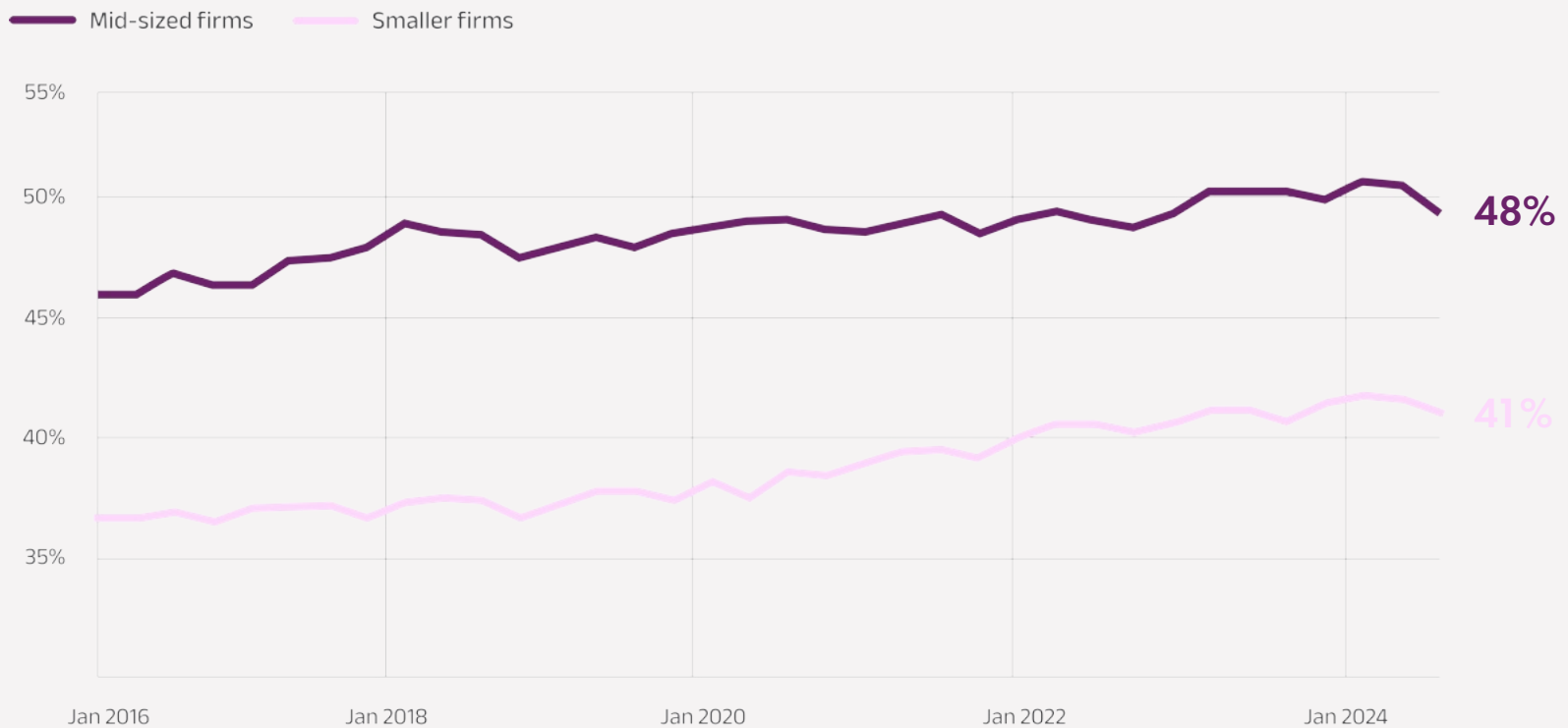
25 days

Median Total Lockup

64 days

# Lawyer / Non-lawyer Ratios

Proportion of active users that are non-attorneys



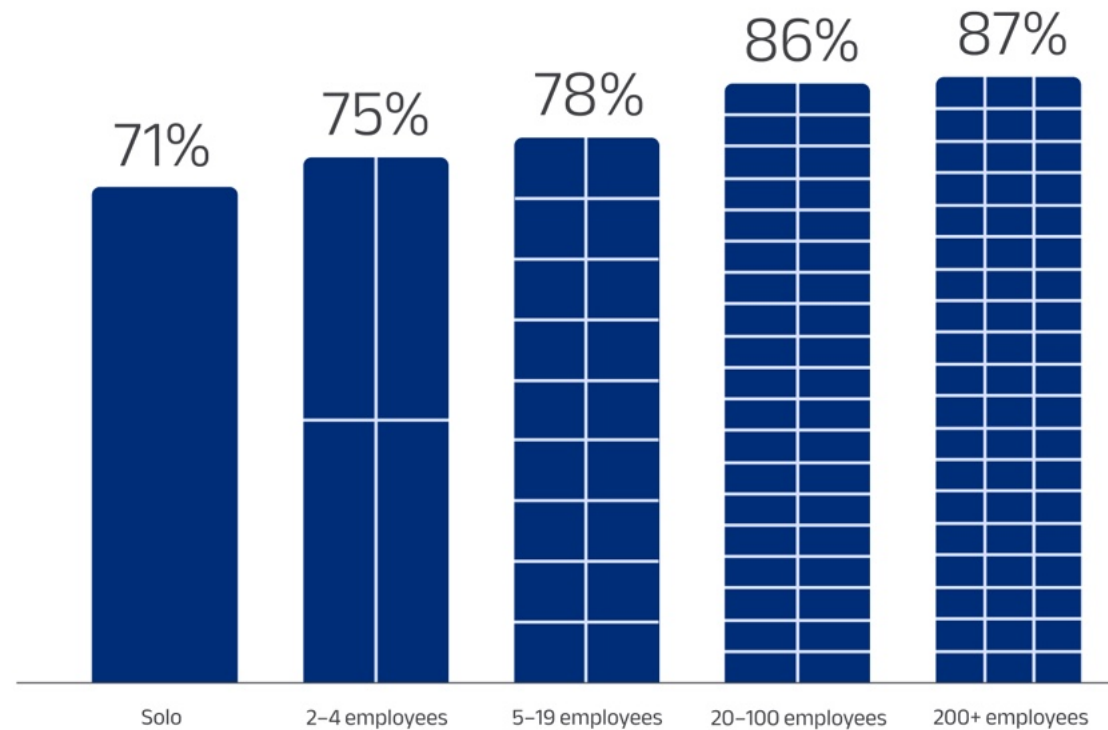
02

Mid-Size Law Firm's

# Artificial Intelligence Agility Advantage

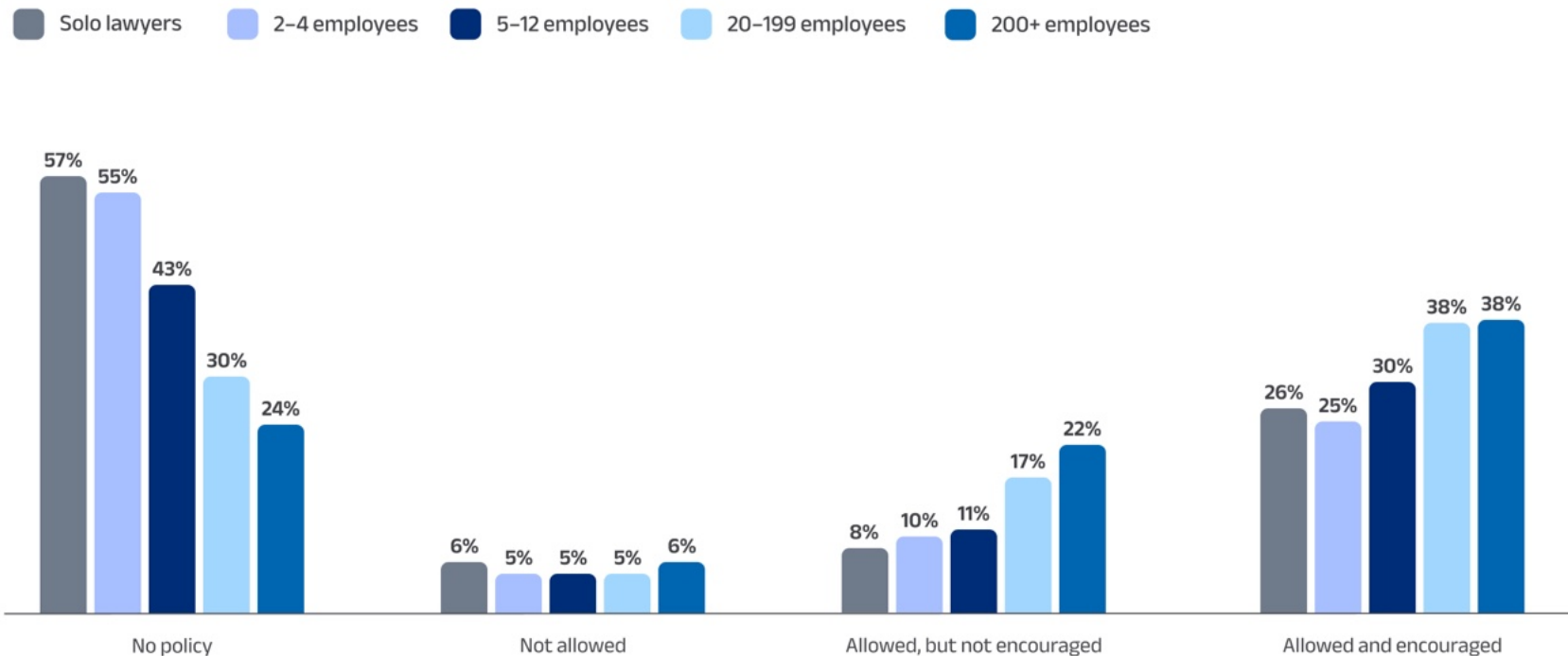
# Larger firms see more AI adoption

Adoption of AI



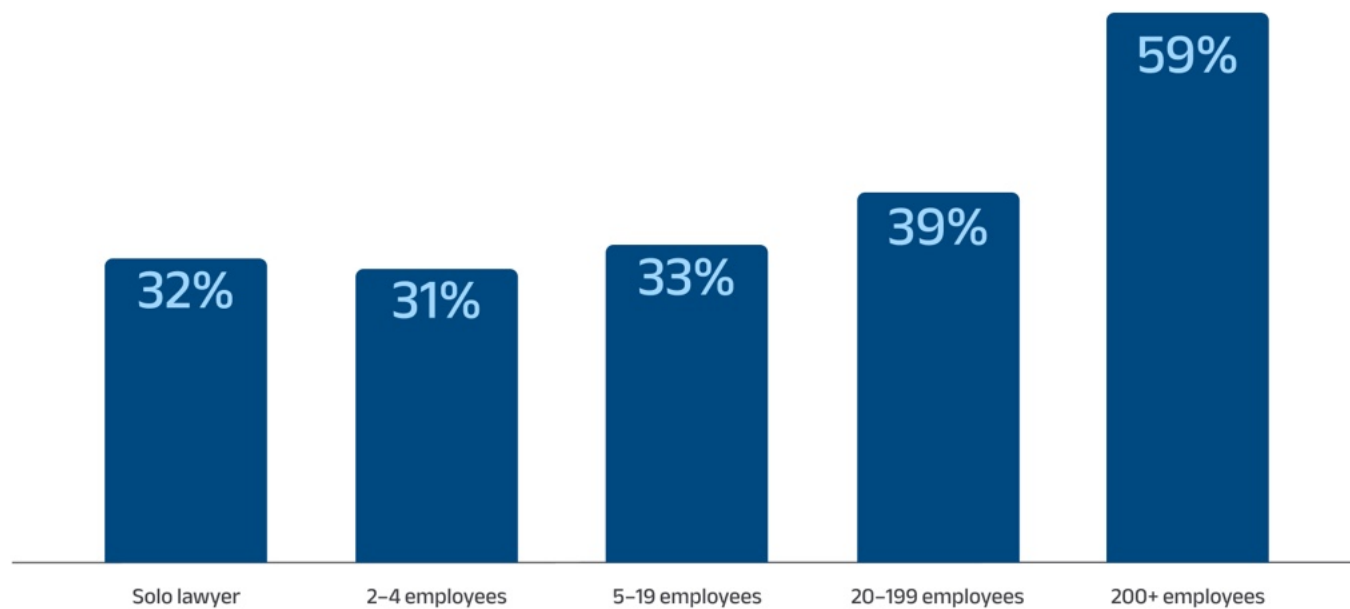
# Law firms struggle with encouraging AI use

## Larger law firms manage and encourage AI



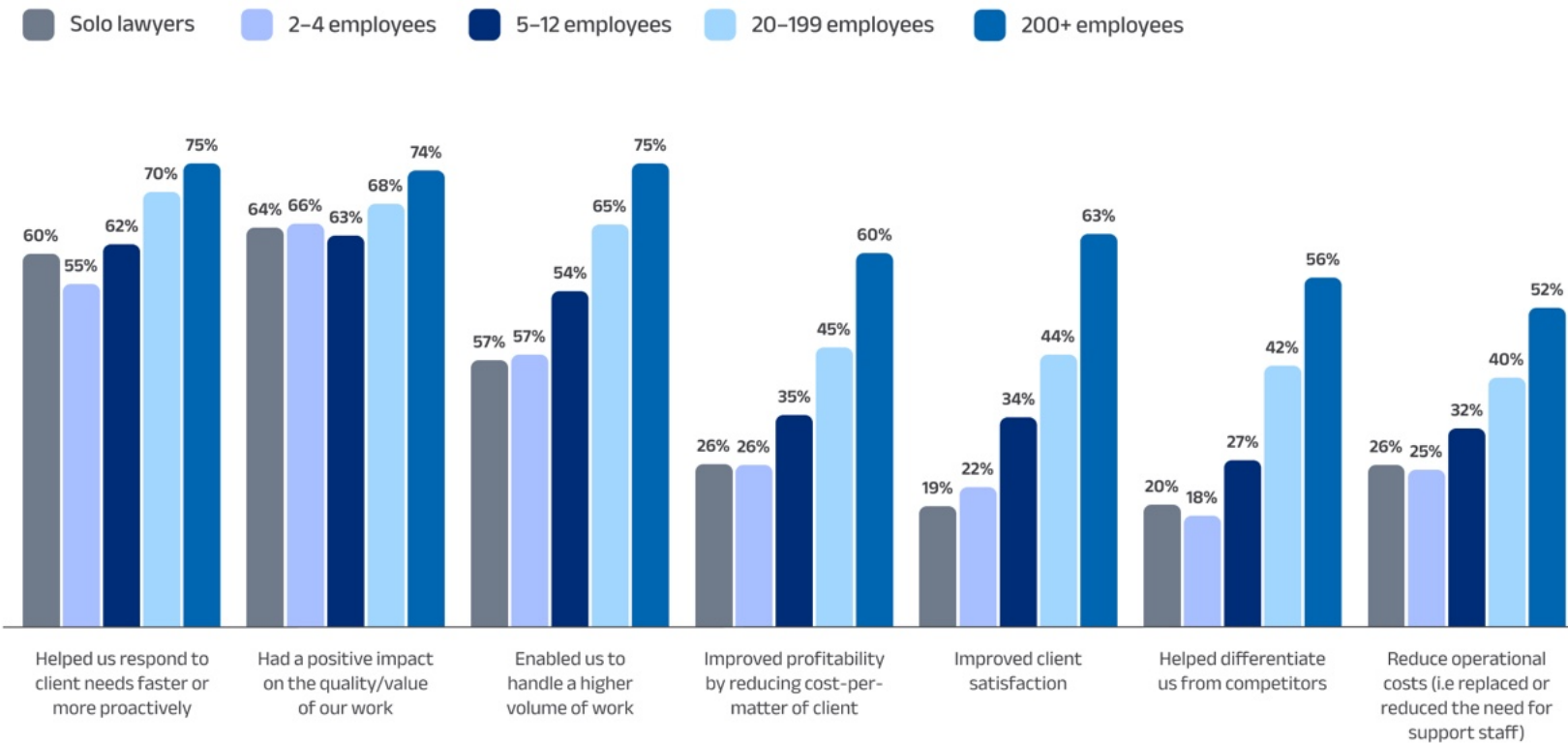
# AI's impact on law firm revenue

## Positive impact on revenue



# AI has wider benefits than just revenue

## Business benefits to AI



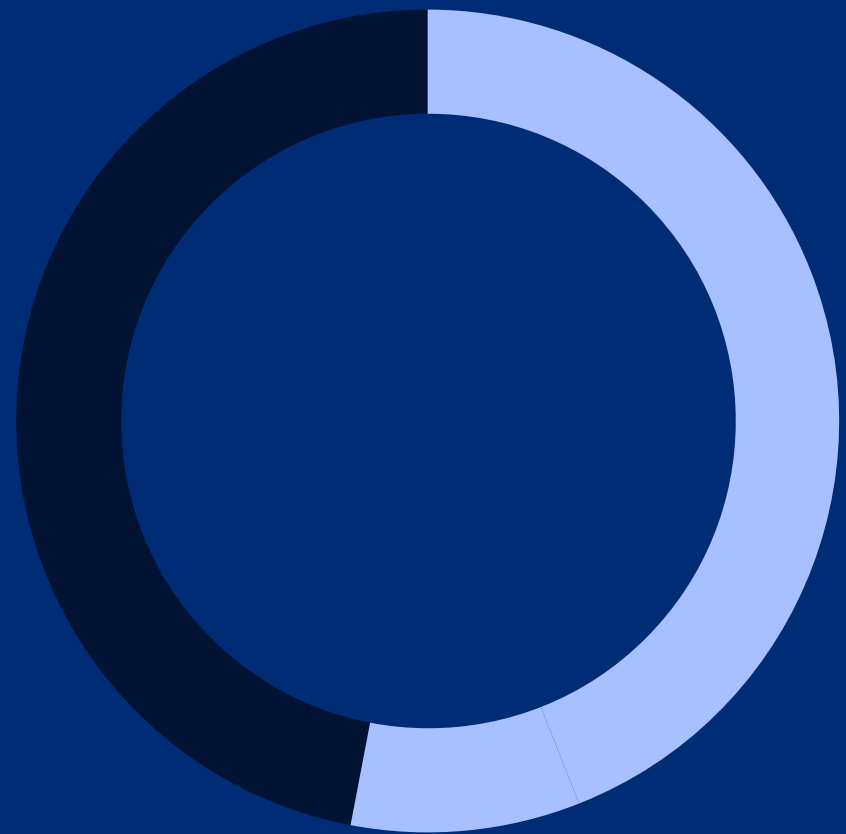
AI has wider benefits than just revenue

Increased  
likelihood to stay  
in current role

46%

# 57%

Only 57% of mid-size firms have the cloud-based architecture necessary for full AI-integration.





03

# Mid-Size Law Firms Leading the Way



**Brian King**

Managing Shareholder,  
King Law



**Brittany Truszkowski**

Chief Operation Officer  
Grand Canyon Law Group



**Ciro Sauaia**

Director of Operations  
The Morgan Law Group



03

# Takeaways from the 2026 Legal Trends Report for Mid-size Law Firms

# Takeaways for Clions

1. Clio-using mid-size law firms double their KPI's impact over the last ten years.
2. Mid-size law firms do not need to be sold ON AI, instead WHICH AI tool is right for them.
3. Clio's integrated AI-solution is an opportunity for firms to improve both operations and client services.





# Thank you!

Joshua Lenon

[Joshua.lenon@clio.com](mailto:Joshua.lenon@clio.com)



# Download the report today

