

## M&A overview and outlook

Leading into 2026, demographic trends and volatility in the U.S. economic and regulatory environment continue to shape the pace and structure of community bank M&A activity. Succession planning challenges remain the primary catalyst for community bank transactions, as aging leadership teams and shareholder bases and limited next-generation management options continue to push otherwise healthy institutions to explore strategic exits.

While community bank credit, balance sheets and net interest margins remain healthy, fraud and digital banking trends are driving boards and management teams to assess their organization's economic and cultural capacity to meet this quickly evolving technological landscape. As a result, we expect large bank deal activity to remain measured rather than exuberant, while smaller community bank transactions are likely to continue unabated.

## State of the banking industry

Wipfli's [State of the banking industry research report for 2026](#) presents a confident yet risk-aware outlook among financial institutions as they enter the year ahead. Based on Wipfli's survey of 345 bank executives, the report shows that leaders are pursuing growth aggressively while contending with intensifying cyber risk, uneven digital maturity and persistent talent constraints. Despite this, nearly two-thirds (67%) of respondents expect asset growth of 5% or more in the next 12 months.

- Cybersecurity remains the top concern for another consecutive year. 81% of banks experienced at least one cybersecurity incident, including fraud or unauthorized network access, in the past year, reinforcing the need for increased investment in security controls and monitoring as institutions pursue expansion.
- Digital modernization remains a core strategic priority, particularly improving digital customer engagement and advancing data analytics and AI. While roughly two-thirds of institutions are researching or implementing AI, only 16% have a formal, enterprise-wide AI roadmap, highlighting a gap between experimentation and scalable execution.
- Talent pressures persist heading into 2026. Recruitment and retention rank as the second-highest concern, with 60% of executives citing labor shortages as a potential barrier to executing strategic priorities — especially for technology, risk and data roles critical to digital and operational transformation.

**34** Deals during Q1 2026

**1.52x** Median P/TBV multiple

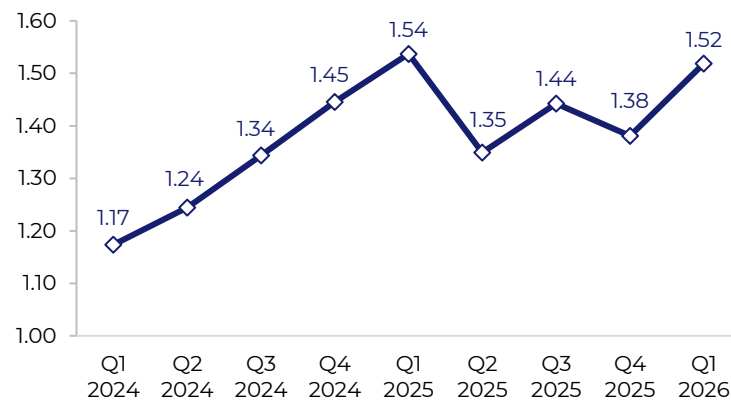
**\$15,644M** Total deal value

**(27.6%)** Decrease QoQ

Deal activity in the U.S. (\$ in millions)

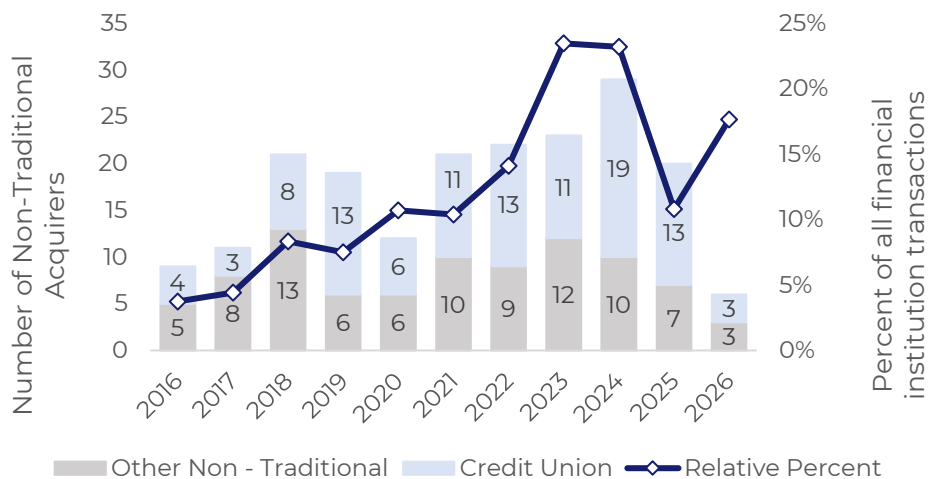


Median deal multiples in the U.S.



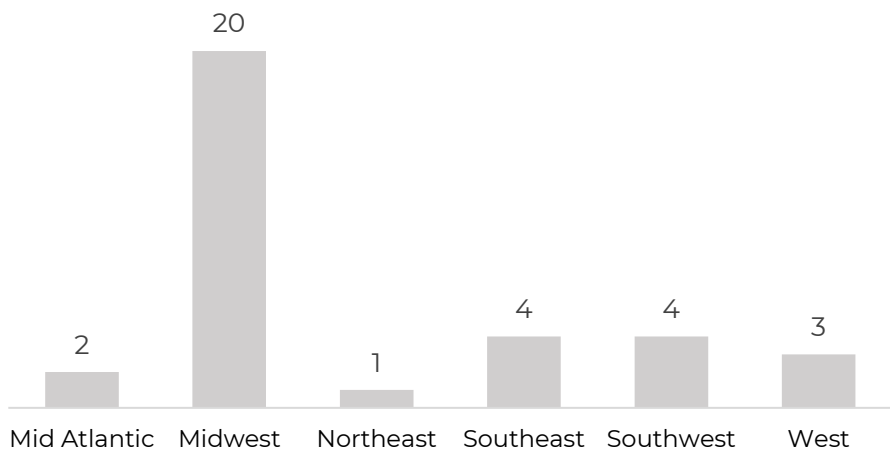
Source: S&P Capital IQ Pro  
 Data includes all bank, savings bank and thrift transactions in the U.S. between January 1, 2024, and March 31, 2026.  
 QoQ: Quarter over quarter  
 P/TBV: Price / tangible book value  
 Past performance is not a guarantee of future results.

### Nontraditional buyers



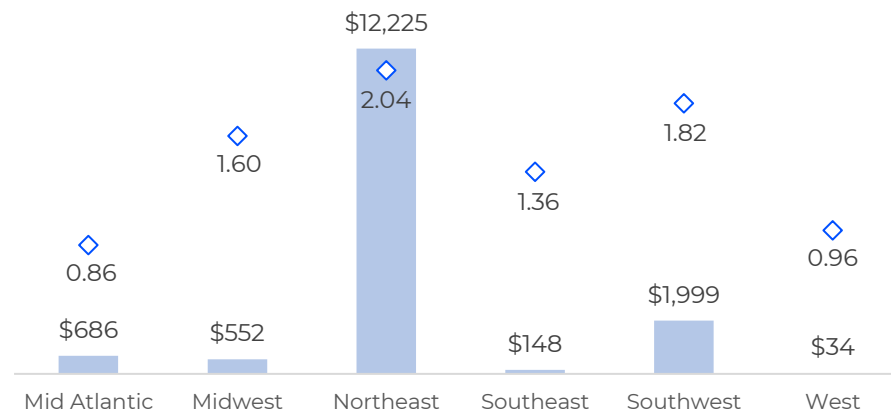
### Deal count by region

Q1-2026



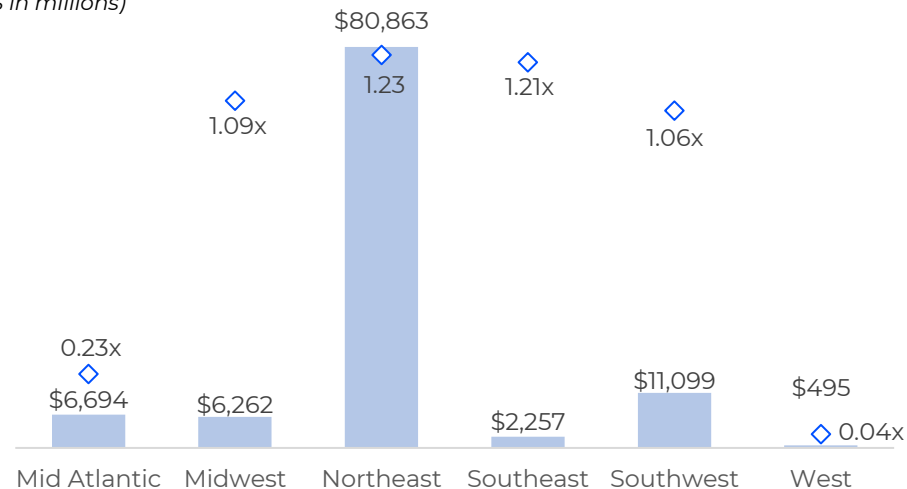
### Median price/tangible book vs. deal value by region

Q1-2026  
(\$ in millions)



### Total tangible assets vs. average ROAA by region

Q1-2026  
(\$ in millions)

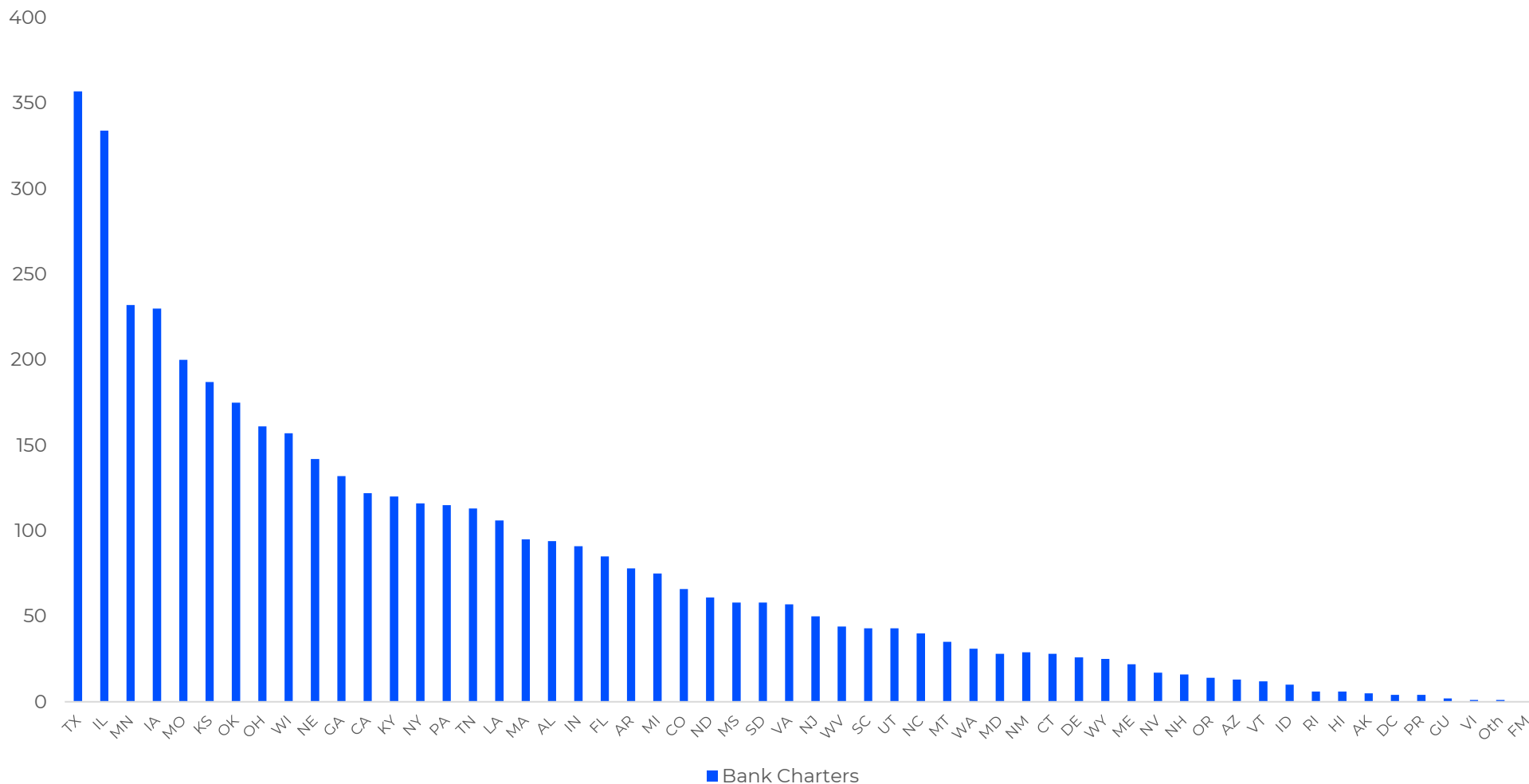


Source: S&P Capital IQ Pro  
Data includes all bank and savings banks/thrifts transactions in the U.S. announced between January 1, 2026, and March 31, 2026.  
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ROAA: Return on average assets

The top ten states by number of bank charters account for 50% of all bank charters in the United States, which will likely result in these states experiencing elevated levels of M&A over the next several years.

Bank Charters by State<sup>(1)</sup>



<sup>1)</sup> Source: FI Navigator as of 3/31/2026  
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### Q1 2026: Transactions by region

(\$ in thousands)

Date Announced	Buyer Name	Target Name	Target Region	Target State	Total Assets	Deal Value	Deal Value to Earnings	Deal Value to TBV
3/31/2026	Edgar County Banc Shares, Inc.	Preferred Bancorp, Inc.	Midwest	IL	\$73,319	NA	NA	NA
3/30/2026	Fidelity BancShares	Affinity Bancshares, Inc.	Southeast	GA	\$863,713	\$148	NA	1.36
3/19/2026	First State Bancorp, Inc.	Senath State Bank	Midwest	MO	\$105,586	NA	NA	NA
3/19/2026	Hy-Vee, Inc.	Iowa Savings Bank	Midwest	IA	NA	NA	NA	NA
3/18/2026	Independent Bank Corporation	HCB Financial Corp.	Midwest	MI	\$596,092	\$70	NA	1.51
3/18/2026	Oregon Coast Bancshares, Inc.	Connect Community Bank	West	WA	\$76,658	NA	NA	NA
3/12/2026	Esquire Financial Holdings, Inc.	Signature Bancorporation, Inc.	Midwest	IL	\$1,993,505	\$336	NA	1.53
3/10/2026	Landmark Credit Union	American National Bank-Fox Cities	Midwest	WI	\$419,253	NA	NA	NA
3/9/2026	Journey Financial Group, Inc.	Lone Star Bank	Southwest	TX	\$191,420	NA	NA	NA
2/26/2026	Arrow Financial Corporation	Adirondack Bancorp, Inc.	Mid Atlantic	NY	\$939,581	\$89	NA	1.38
2/25/2026	FS Bancorp, Inc.	Pacific West Bancorp	West	OR	\$386,032	\$34	NA	0.96
2/25/2026	Georgia Banking Company, Inc.	Tandem Bancorp, Inc.	Southeast	GA	\$303,576	NA	NA	NA
2/19/2026	Bethany Bankshares, Inc.	Bancshares of Glasgow, Inc.	Midwest	MO	\$61,506	NA	NA	NA
2/18/2026	Alabama One Credit Union	Peoples Independent Bank	Southeast	AL	\$475,648	NA	NA	NA
2/17/2026	Olmsted Holding Corporation	Riverland Bancorporation	Midwest	MN	\$229,330	NA	NA	NA
2/12/2026	West Bend Bancorp.	Home State Bank	Midwest	IA	\$58,678	NA	NA	NA
2/10/2026	AtlasClear Holdings, Inc.	Commercial Bancorp	West	WY	\$32,303	NA	NA	NA

Source: S&P Capital IQ Pro  
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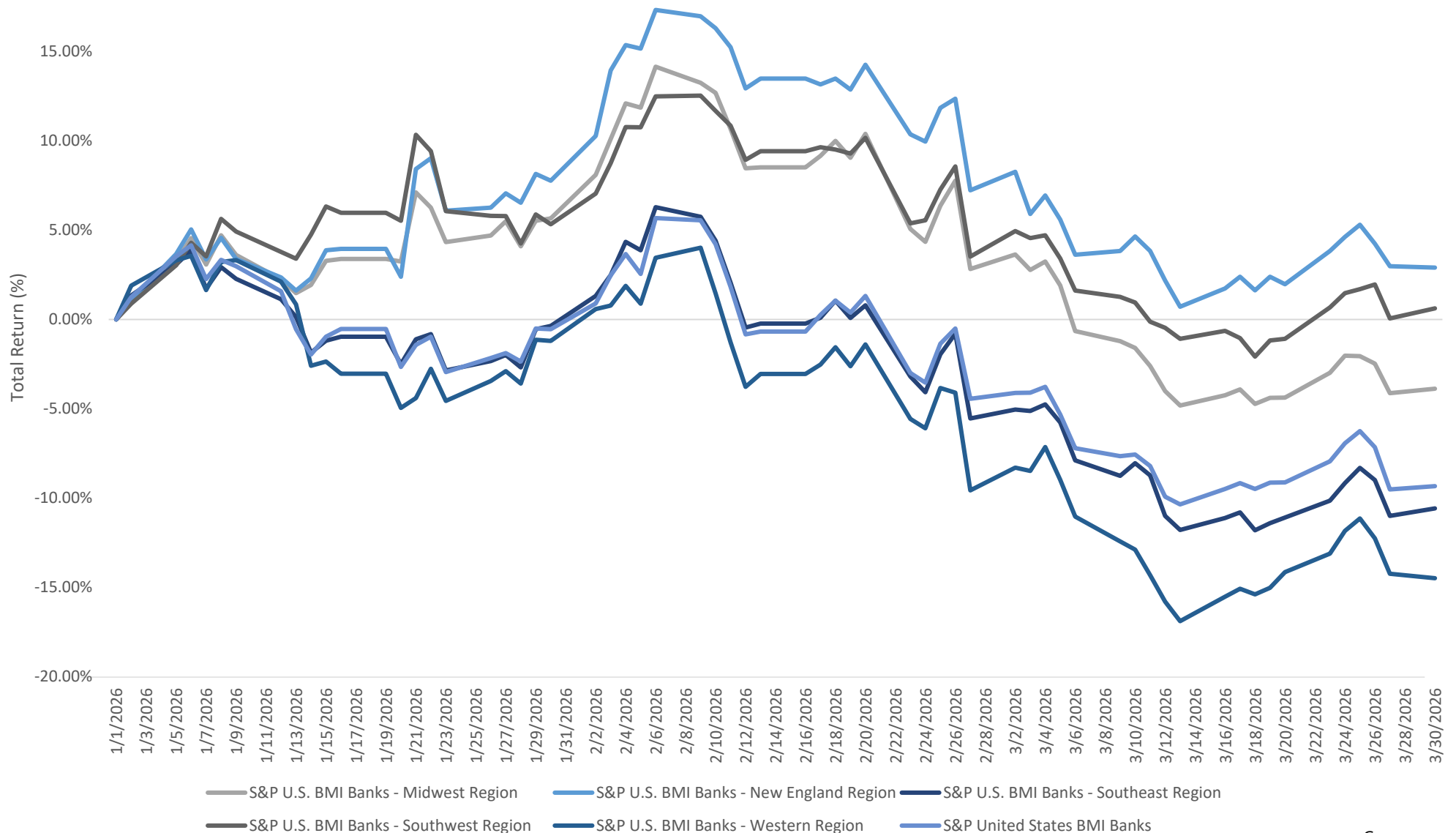
### Q1 2026: Transactions by region

(\$ in thousands)

Date Announced	Buyer Name	Target Name	Target Region	Target State	Total Assets	Deal Value	Deal Value to Earnings	Deal Value to TBV
2/7/2026	Coastal Financial Corporation	First Priority Bank	Southwest	OK	\$524,404	NA	NA	NA
2/3/2026	Banco Santander, S.A.	Webster Financial Corporation	Northeast	CT	\$80,862,907	\$12,225	NA	2.04
2/2/2026	Columbia Financial, Inc.	Northfield Bancorp, Inc.	Mid Atlantic	NJ	\$5,754,010	\$597	NA	0.86
2/2/2026	Miami Savings Bank	New Foundation Savings Bank Corp.	Midwest	OH	\$17,957	NA	NA	NA
1/30/2026	First Bank Corp	First State Bank	Southeast	AR	\$613,664	NA	NA	NA
1/28/2026	Prosperity Bancshares, Inc.	Stellar Bancorp, Inc.	Southwest	TX	\$10,238,258	\$1,999	NA	1.82
1/27/2026	Stock Yards Bancorp, Inc.	Field & Main Bancorp, Inc.	Midwest	KY	\$854,880	\$106	NA	1.66
1/21/2026	Ameri Financial Group, Inc.	First State Bank of Wyoming	Midwest	MN	\$236,004	NA	NA	NA
1/21/2026	PB Family Bancshares, Inc.	Gateway Bank	Midwest	MN	\$301,455	NA	NA	NA
1/20/2026	Bank CMG	Farmers Savings Bank	Midwest	WI	\$436,858	NA	NA	NA
1/20/2026	Berco, Inc.	Flint Hills Bank	Midwest	KS	\$155,226	NA	NA	NA
1/15/2026	Community Financial System, Inc.	ClearPoint Federal Bank & Trust	Midwest	IN	\$131,092	\$40	NA	2.19
1/14/2026	High Plains Banking Group, Inc.	First National Bank of Hugo	Southwest	CO	\$145,298	NA	NA	NA
1/14/2026	Tri-County Company	Butte State Bank	Midwest	NE	\$57,936	NA	NA	NA
1/9/2026	First Holding Company of Park River, Inc	First State Bank of Cando	Midwest	ND	\$74,175	NA	NA	NA
1/8/2026	Zeal Credit Union	The Miners State Bank	Midwest	MI	\$144,850	NA	NA	NA
1/7/2026	HNB Bancorp, Inc.	Trustco Bankshares, Inc.	Midwest	MO	\$313,798	NA	NA	NA

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### Banking index overview



Source: S&P Capital IQ Pro  
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### Financial institution clients by service type and asset size

	<\$500M	\$500M - \$1B	>\$1B
<b>Audit</b>	135	29	15
<b>Tax</b>	383	44	28
<b>Compliance</b>	323	51	42
<b>Internal audit</b>	290	33	24
<b>IT</b>	245	41	24

### Financial institution clients by asset size

584 with assets <\$500M	244 with assets between \$500M - \$1B	431 with assets >\$1B
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### The Value of Experience

35 partners dedicated to financial institutions	200+ staff with specialized knowledge	1,200+ financial institutions serviced
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## Financial institutions service offerings

- Audit and accounting
- Board governance
- Capital planning
- Cybersecurity and IT review services
- FDICIA consulting
- Internal audit
- Investment banking
- Loan review and model validations
- Profit improvement lean services
- Purchase accounting support
- Regulatory compliance services
- SOX 404 consulting
- Strategic planning services
- Talent management consulting
- Tax services
- Trust and fiduciary services
- Valuation

## Our leaders



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