

2.20x Homes Per Incoming Household — ALEX Intelligence 2026

Charlotte Builds 2.20x Homes Per Incoming Household

Mecklenburg leads — a strategic edge in housing supply vs. demand

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THE DATA

2.20x

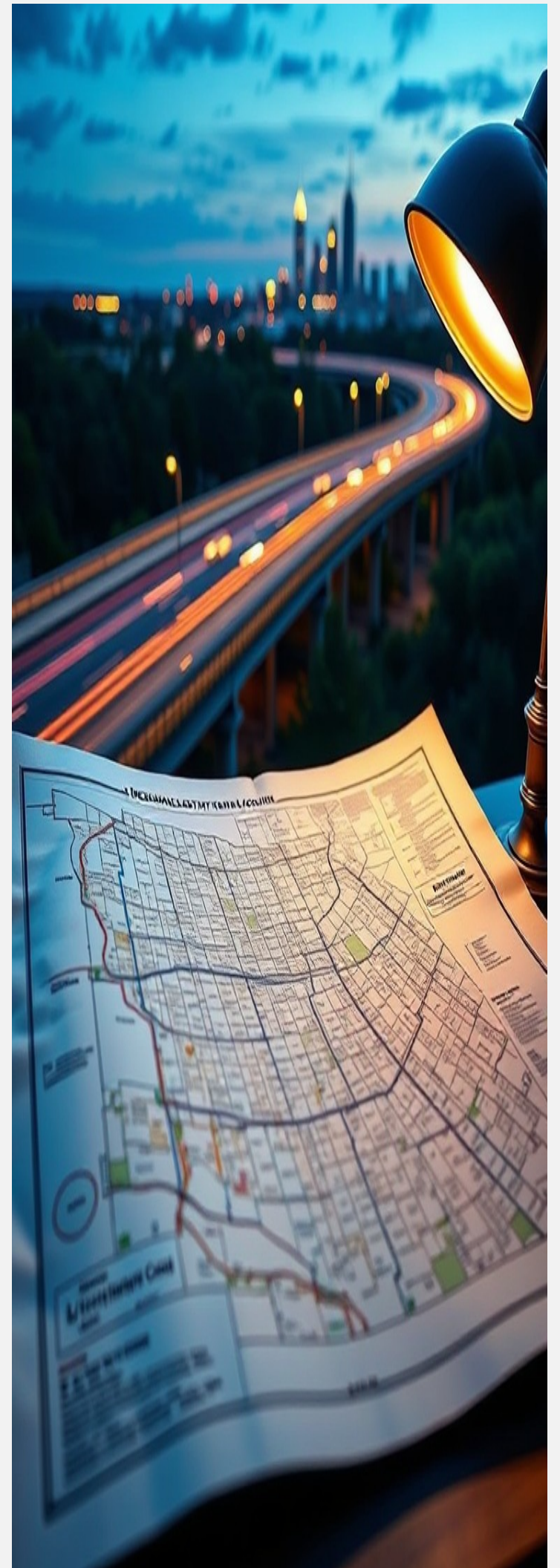
One-Unit Homes Permitted per Net Arriving Household (2023)

Charlotte's housing market is constructing nearly double the homes needed for each new household moving in.

This 2.20x ratio reflects a deliberate and sustained build-out strategy, particularly in Mecklenburg County, which approved 3,747 new homes per net incoming household. This outpaces population growth, signaling long-term planning that prioritizes supply over speculative demand. It also suggests that Charlotte is not merely reacting to migration but proactively shaping its housing future.

Source: U.S. Census Bureau, Building Permits Survey, county annual totals, 2023; and U.S. Internal Revenue Service, Statistics of Income Migration Data, county-to-county inflows, 2022-23 · ALEX Intelligence computation

<https://alex-companies.com/data/2026-09-10-charlotte-permits-per-arrival>



01

Supply Is Outpacing Demand

Charlotte's 2.20x ratio indicates a structural advantage: the market is not just keeping up with growth, it's getting ahead. This is not a temporary surplus but a consistent pattern across multiple counties, with Mecklenburg County leading. It means that even as new residents arrive, they face fewer supply constraints, reducing pressure on prices and increasing affordability for first-time buyers. This is a rare long-term advantage in a national context where supply lags demand.



02

Mecklenburg's Leadership Is Strategic

Mecklenburg County's 3,747 homes per incoming household — the highest in the region — is not a fluke. It reflects a coordinated urban planning approach that integrates zoning, infrastructure, and developer incentives. This concentration of new construction in the core county suggests a deliberate effort to absorb growth without overburdening suburban or exurban areas. As other counties lag behind, Mecklenburg becomes the anchor of Charlotte's resilience, drawing in talent, investment, and economic activity.

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