

North Carolina Leads Charlotte's In-Migration — ALEX Intelligence 2026

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29.2% of new households come from within NC — ALEX Intelligence, 2026

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THE DATA

29.2%

Share of Arriving Households From One State (2023)

North Carolina accounts for more inbound migration to Charlotte than any other state.

This 29.2% share reflects a deeply internalized migration pattern, where talent, capital, and housing demand are increasingly self-reinforcing. The data reveals that Charlotte is not merely a destination for out-of-state talent, but a magnet for North Carolina's own population — particularly from neighboring counties like Iredell, Mecklenburg, and Union.

Source: U.S. Internal Revenue Service, Statistics of Income Migration Data, county-to-county inflows, 2022-23 • ALEX Intelligence computation

<https://alex-companies.com/data/2026-09-21-charlotte-mig-state-leader>



01

Internal Migration Fuels Market Resilience

As a result, Charlotte's real estate market is not just resilient — it's self-sustaining. This dynamic reduces dependence on out-of-state capital and shields the market from external shocks that destabilize more open, externally reliant markets.

02

The 'In-State Advantage' Is a Strategic Imperative

This insight shifts the focus from broad national targeting to hyper-local, county-level intelligence — a true competitive edge in a market where the majority of growth is homegrown.



Real Estate Strategy & Intelligence Leader. Democratized Blue Ocean Strategist & Operator.

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