

#1 in Charlotte Metro, #1 in North Carolina — ALEX Intelligence 2026

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ALEX Intelligence 2026 Migration Income Gap Ranking

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THE DATA

7.8%

Income Gap Between Arriving and Departing Households (2023)

Charlotte leads North Carolina in the income gap between households moving in and those leaving, reflecting a shift toward lower-income migration.

This 7.8% gap means incoming households earn significantly less than those exiting the Charlotte market. The data, drawn from IRS county-to-county migration flows (2022–23), reveals a systemic trend: Charlotte is attracting residents from lower-income origins, even as higher-income households depart. This dynamic may be reshaping housing demand, affordability, and neighborhood composition across the metro.

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/2026-10-11-charlotte-mig-agi-gap>



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Affordability Is Shifting at the Margin

This shift may also explain why inventory remains tight despite elevated mortgage rates: new arrivals are not displacing existing homeowners but are instead entering the market at lower price points, reducing pressure on higher-priced stock. The affordability challenge is not just about price—it's about who is moving in and who is leaving.

02

The In-Migration Paradox

This migration pattern may be accelerating the city's housing gap—where demand exceeds supply at every income level. As incoming households earn less, they are less able to afford the median home price, even as new construction remains constrained. The long-term implication is a growing gap between housing affordability and household income, particularly for first-time buyers.



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