

#1 of 10: Income Gap Between Arriving and Departing Households

Huntsville's In-Movers Earn 5.5% Less Than Out-Movers

A rare income divergence in the state's top market

Swipe for insights →

THE DATA

5.5%

Income Gap Between Arriving and Departing Households (2023)

Huntsville's incoming households earn less than those leaving, a trend unique among Alabama metros.

This 5.5% income gap reflects a growing demographic shift: lower-income households are moving into Huntsville while higher-income residents are departing. The trend is not driven by national migration patterns but by local dynamics — specifically, the city's evolving economic structure and rising cost of living.

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/2026-10-12-huntsville-mig-agi-gap>



Photo: Larry Wilbourn · CC BY-SA 3.0 · Wikimedia Commons

01

Cost of Living Is Reshaping the Talent Pipeline

As high-income professionals leave for more affordable regions, Huntsville is attracting new residents from lower-income counties — particularly from within Alabama. This shift signals a transformation in the city's labor pool, with new entrants likely to be drawn to the defense, aerospace, and tech sectors now expanding in the region.

The influx of lower-income households may temporarily suppress home price growth, but it also creates long-term demand for mid-tier housing and infrastructure upgrades. This demographic transition is not a sign of weakness, but of strategic evolution.

02

Defense Growth Fuels a New Economic Equilibrium

This suggests a bifurcation: high-value defense roles are being filled by specialized engineers, while administrative, support, and mid-level operations roles are drawing a broader, more geographically diverse workforce.

The result is a market where real estate demand is growing not from top-tier income inflows, but from a broadening base of skilled workers — a sustainable, resilient model for long-term growth.



Photo: Chris Pruitt · CC BY-SA 3.0 · Wikimedia Commons

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

Diane Hart Alexander, MBA, MHA

Chair & CEO, ALEX Companies

Designated Broker, Alexander Tiffany Southwest, LLC dba ALEX.realestate, et.al.

Texas License #574877-B · Broker License #565194-BB

diane@alex.realestate · +1 713.591.9902



ALEX Intelligence
deep intelligence

ALEX Real Estate
genius real estate

ALEX Advisory
uncontested strategy

ALEX Cares
purposeful philanthropy

