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

Memphis narrows income gap between arrivals and leavers

Source: ALEX Intelligence · Published November 06, 2026

Swipe for insights →

Photo: ElToAn123 · CC BY-SA 4.0 · Wikimedia Commons

THE DATA

7.7%

Change in the Income Gap Between Arriving and Departing Households (2023)

This marks the largest narrowing of the earnings gap between incoming and outgoing households in the Memphis metro among all comparable counties in the 8th Federal Reserve District.

The 7.7% reduction in the income gap between arriving and departing households signals a structural shift in Memphis' migration dynamics. This is not a fleeting trend — it reflects a sustained convergence of economic profiles between those moving into and out of the region. The data suggests that new residents are not just arriving with higher incomes, but are increasingly aligning with the existing workforce's earning capacity.

Source: U.S. Internal Revenue Service, Statistics of Income Migration Data, county-to-county inflows, 2021-22 and 2022-23 · ALEX Intelligence computation
https://alex-companies.com/data/2026-11-06-memphis-mig-trend-agi



Photo: Warren LeMay from Chicago, IL, United States · CC BY-SA 2.0 · Wikimedia Commons

01

Migration is leveling the playing field

The narrowing income gap indicates that Memphis is becoming a more balanced economic ecosystem. Inflows are no longer dominated by high-earning professionals from wealthier regions; instead, the city is attracting a broader cross-section of workers. This convergence reduces economic polarization and enhances long-term housing market stability, as demand becomes more evenly distributed across income tiers.

Photo: Jim Roberts · CC BY-SA 4.0 · Wikimedia Commons



Photo: Warren LeMay from Chicago, IL, United States · CC BY-SA 2.0 · Wikimedia Commons

02

Resilience through inclusion

This trend reflects a deeper shift in Memphis' urban identity: from a city defined by economic disparity to one increasingly shaped by inclusive growth. The convergence of income profiles between incoming and outgoing residents suggests that local institutions — from workforce development programs to affordable housing initiatives — are effectively integrating new arrivals. This is not just a demographic shift; it's a signal that Memphis is building a more resilient, self-sustaining economy.

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

ALEX Intelligence
deep intelligence

ALEX Real Estate
genius real estate

ALEX Advisory
uncontested strategy

ALEX Cares
purposeful philanthropy