AD Mortgage

NMLS# 958660

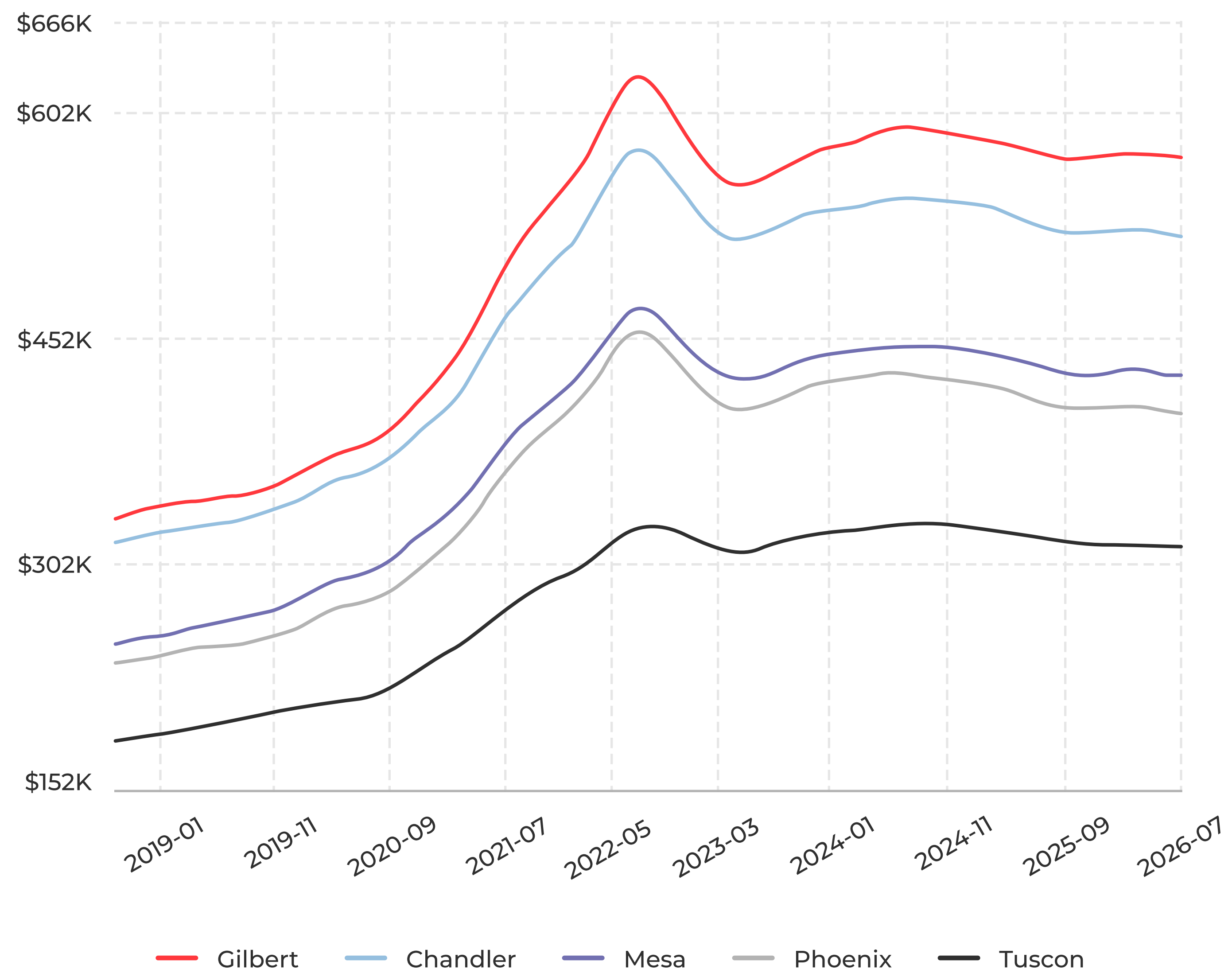
Arizona Down Payment Cheat Sheet

How Long Buyers May Need to Save in Major Arizona Cities

Arizona Housing Market

Median Sales Price: **$421,381**

Median Time on Market: **38 days**



Source: Zillow

Tucson

House for sale

$875,000

4 bed **4** bath **3,457** sq ft

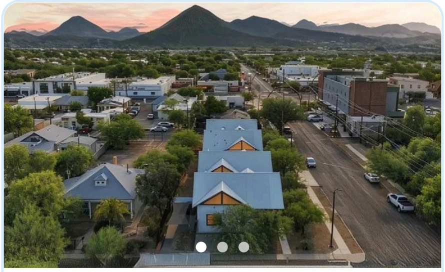
5781 E Paseo Cimarron,
Tucson, AZ 85750

House for sale

$472,000

5 bed **3** bath **2,389** sq ft

2540 N Yellow Flower Trl,
Tucson, AZ 85715



House for sale

$599,000

2 bed **2** bath **1,793** sq ft

802 S 5th Ave,
Tucson, AZ 85701

Stage	Typical Home Values	Median Household Income	Down Payment	Personal Saving Rate	Years to Save	Moderate Household Saving Rate	Years to Save
Tucson, AZ	$323,949	$60,483	15%	4.60%	17.5	8%	10.0

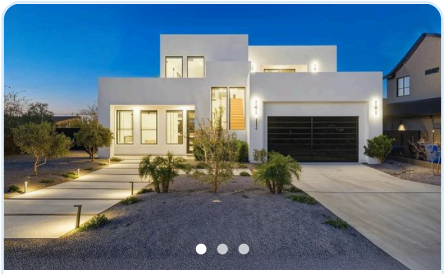
Phoenix

House for sale

$519,000

4 bed **3** bath **2,091** sq ft

6423 W SILVER SAGE Lane,
Phoenix, AZ 85083

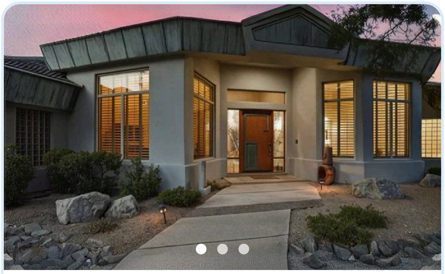


House for sale

$899,994

4 bed **3** bath **3,138** sq ft

3350 E HIGHLINE CANAL Road,
Phoenix, AZ



House for sale

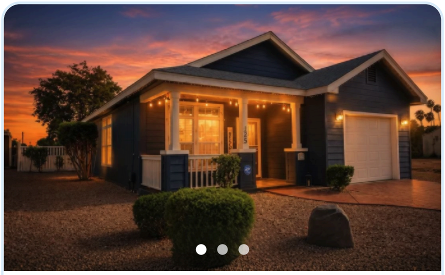
$1,199,000

4 bed **3** bath **3,153** sq ft

9619 N 23RD Street
Phoenix, AZ 85028

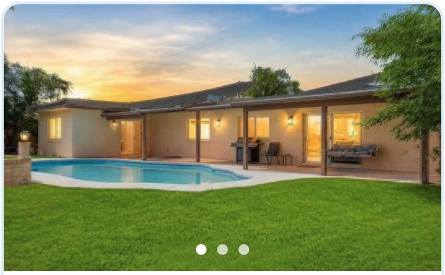
Stage	Typical Home Values	Median Household Income	Down Payment	Personal Saving Rate	Years to Save	Moderate Household Saving Rate	Years to Save
Phoenix, AZ	$408,770	$85,246	15%	4.60%	15.6	8%	9.0

Mesa



House for sale
$184,900
2 bed 2 bath 1,100 sq ft
201 S GREENFIELD Road #25,
Mesa, AZ 85206

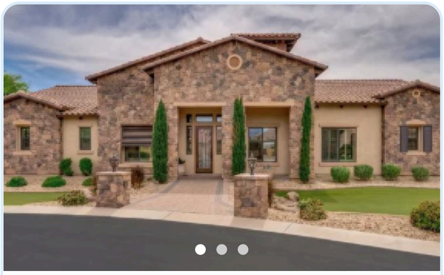
House for sale
$515,900
3 bed 2 bath 1,751 sq ft
1518 N 24TH Street,
Mesa, AZ 85213



House for sale
$598,000
4 bed 2 bath 2,139 sq ft
2301 W IMPALA Avenue,
Mesa, AZ 85202

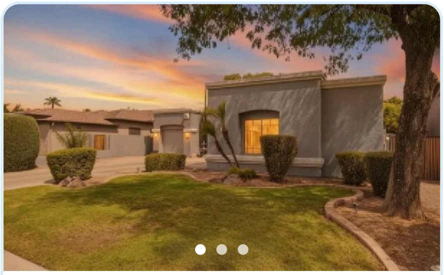
Stage	Typical Home Values	Median Household Income	Down Payment	Personal Saving Rate	Years to Save	Moderate Household Saving Rate	Years to Save
Mesa, AZ	$433,754	$85,580	15%	4.60%	16.5	8%	9.5

Gilbert



House for sale
$1,500,000
5 bed 5 bath 4,420 sq ft
2471 E ROBIN Court,
Gilbert, AZ 85296

House for sale
$445,000
3 bed 3 bath 1,811 sq ft
2631 S SULLEY Drive #104,
Gilbert, AZ 85295



House for sale
$649,999
4 bed 2 bath 2,006 sq ft
938 E Loma Vista Street,
Gilbert, AZ 85295

Stage	Typical Home Values	Median Household Income	Down Payment	Personal Saving Rate	Years to Save	Moderate Household Saving Rate	Years to Save
Gilbert, AZ	$570,915	$124,968	15%	4.60%	14.9	8%	8.6

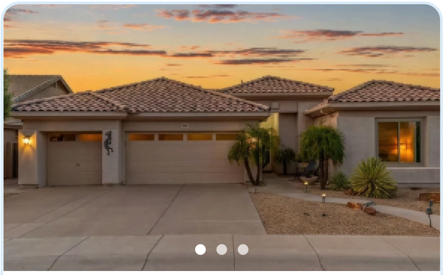
Chandler

House for sale

$550,000

3 bed **2** bath **1,795** sq ft

3520 S BARBERRY Place,
Chandler, AZ 85248

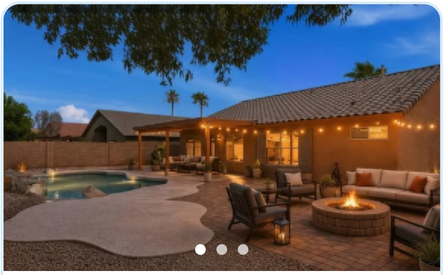


House for sale

$725,000

4 bed **2** bath **2,417** sq ft

840 W CHERRYWOOD Drive,
Chandler, AZ



House for sale

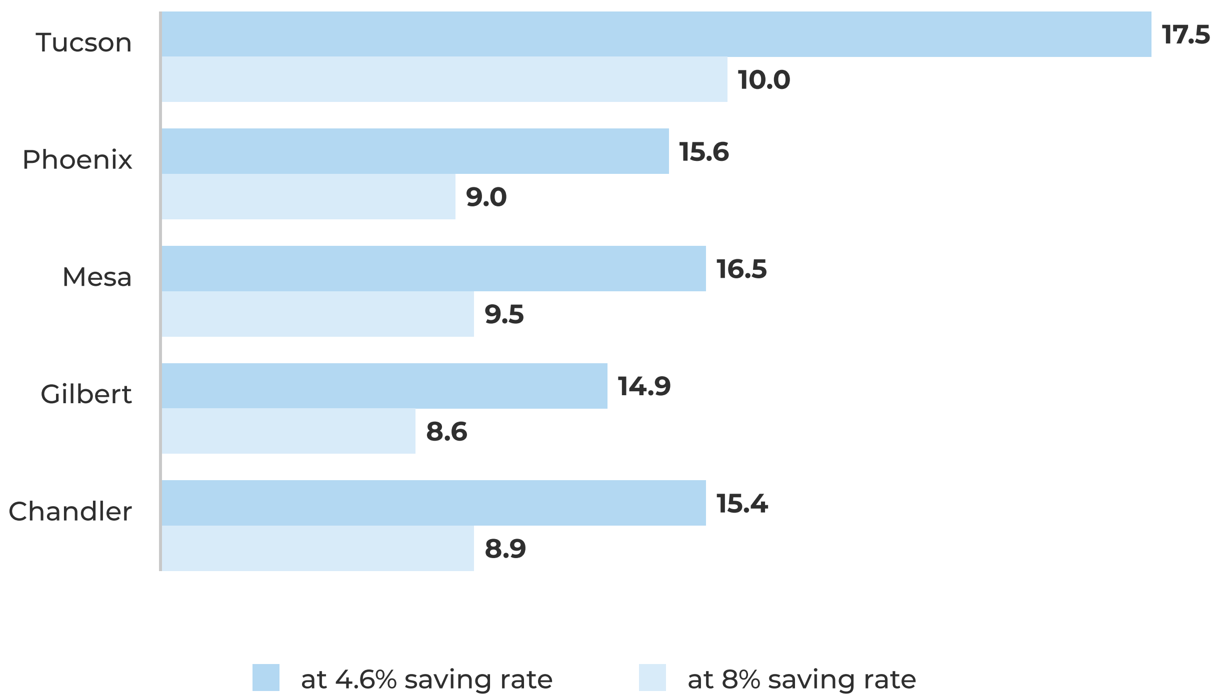
$515,000

4 bed **2** bath **1,713** sq ft

2362 E MORELOS Street,
Chandler, AZ 85225

Stage	Typical Home Values	Median Household Income	Down Payment	Personal Saving Rate	Years to Save	Moderate Household Saving Rate	Years to Save
Chandler, AZ	$520,582	$110,284	15%	4.60%	15.4	8%	8.9

Years to Save for a Down Payment



How to Save for a Down Payment Faster

- Set a clear target you need to save
- Keep down payment savings in a separate, high-yield account
- Consider borrowing from family or friends
- Lower bills and optimize expenses
- Pay off high-interest debts
- Explore state and multi-county down payment assistance programs, including:
  - **HOME Plus:** up to 4% for eligible first-time and repeat homebuyers who meet income requirements
  - **Arizona is Home:** up to 4%, along with lower interest rates, for eligible first-time homebuyers in participating Arizona counties
  - **Pathway to Purchase:** up to 10% or $20,000 selected cities, designed to encourage home purchases in areas heavily affected by foreclosures
- Explore local down payment assistance programs, including:
  - **Home in Five:** up to 6% and competitive interest rates, available to low- and moderate-income first-time and repeat buyers in Maricopa County
  - **Open Doors:** up to 10% or $15,000 for eligible first-time homebuyers purchasing in the City of Phoenix
  - **City of Tucson-Pima County HOME DPA:** up to 20% or $50,000 for eligible buyers in the City of Tucson and Pima County, excluding Tribal lands
  - **PimaTucson LIGHTHOUSE:** up to 4% and lower interest rates for eligible first-time homebuyers and veterans in the City of Tucson and Pima County
  - **Community Homebuyer Assistance Program (CHAP):** up to $50,000 in matching assistance at a 10:1 match for low- and moderate-income homebuyers in the City of Flagstaff

Expert Advice

Rich Simon
Owner of AZ Lending Experts LLC

“Building a realistic monthly budget before deciding how much house you can afford is one of the most important steps when preparing to buy a home in Arizona.

As a mortgage advisor, I always remind buyers that the amount a lender can approve you for and the amount you will feel comfortable paying every month are not necessarily the same thing.

Once you understand where your money is going each month, you can determine how much you can realistically afford and establish a timeline for buying. Even relatively small changes in spending can add up quickly when you have a specific homeownership goal.”

Study Methodology

Typical home values represent Zillow Home Value Index (ZHVI) data as of May 31, 2026. All values reflect housing prices at the city level, based on municipal boundaries, not metropolitan statistical areas.

The selection of cities is based on population data from the U.S. Census Bureau (May 2025), focusing on the largest incorporated places in Arizona.

Median household income figures are based on the most recent data available from the U.S. Census Bureau’s American Community Survey (ACS). Income data was retrieved using city- or town-level queries (e.g., “Phoenix city, Arizona”) to ensure geographic consistency with home value estimates.

The median percent down payment (15%) is derived from the 2025 NAR Home Buyers and Sellers Generational Trends Report, which provides benchmark data on typical buyer behavior across the United States. This percentage reflects a simplified average between first-time and repeat buyers for the purposes of this model.

The personal saving rate is taken from the Bureau of Economic Analysis (BEA), based on the most recent national release for August 2025. In addition to calculations using the official national saving rate (4.6%), the analysis includes an alternative scenario applying a moderate household saving rate of 8%, reflecting real-world saving patterns.

All estimates reflect conditions as of fall 2025 and are intended to illustrate comparative housing affordability across major Arizona cities. Actual saving behavior and household incomes may vary by borrower profile and local market conditions.