

Arizona Homebuyers Guide

A practical guide to understanding homebuying costs, timelines, and opportunities across Arizona

Buying a home in Arizona can look very different depending on where you search, how much you earn, and what programs you qualify for. This guide breaks down the numbers behind buying, owning, down payment assistance programs (DPAs), and saving across the state





1. What It Takes to Buy in Arizona

Upfront Costs by County

How much buyers may need to get started

The cost of entering the market changes significantly across Arizona. In some counties, buyers may need much higher upfront savings before they even begin shopping.

How to read this section

- 'Entry Cost' estimates the upfront cash needed for a typical purchase
- Estimates use 3% and 5% down payment scenarios
- Closing costs and loan structure may change actual totals

Higher Entry Markets

County	Typical Home Value	Est. Upfront Cost (3%)	Est. Upfront Cost (5%)	What this market feels like
Maricopa	\$463,000	~\$13,900	~\$23,100	Higher savings threshold, DPAs frequently part of strategy
Yavapai	\$504,000	~\$15,100	~\$25,200	Strong savings discipline needed, assistance often layered in
Coconino	\$627,000	~\$18,800	~\$31,350	High entry barrier, structured savings + programs often required



Moderate Entry Markets

County	Typical Home Value	Est. Upfront Cost (3%)	Est. Upfront Cost (5%)	What this market feels like
Pima	\$343,000	~\$10,300	~\$ 17,100	Higher savings usually needed, DPAs commonly used
Mohave	\$352,000	~\$10,600	~\$17,600	Balanced market, mix of savings + assistance strategies
Pinal	\$365,000	~\$11,000	~\$ 18,200	Moderate entry pressure, planning required for most buyers
Gila	\$386,000	~\$11,500	~\$ 19,300	Savings plus assistance often combined
Navajo	\$394,000	~\$11,800	~\$19,700	Structured saving approach usually required

Lower Entry Markets

County	Typical Home Value	Est. Upfront Cost (3%)	Est. Upfront Cost (5%)	What this market feels like
Greenlee	\$166,000	~\$5,000	~\$ 8,300	Lower cash barrier, often achievable with savings alone
Cochise	\$264,000	~\$7,900	~\$13,200	Manageable entry point, some buyers still use assistance



County	Typical Home Value	Est. Upfront Cost (3%)	Est. Upfront Cost (5%)	What this market feels like
La Paz	\$268,000	~\$8,000	~\$ 13,400	Lower upfront pressure, relatively accessible entry
Yuma	\$281,000	~\$8,400	~\$14,000	Moderate savings needed, first-time buyers common
Santa Cruz	\$282,537	~\$8,500	~\$14,100	Lower entry cost, but affordability varies by local income
Graham	\$306,000	~\$9,200	~\$ 15,300	Still accessible, but savings discipline becomes important
Apache	\$314,000	~\$9,400	~\$15,700	Entry still manageable, often paired with DPA programs

How This Affects Homebuyers

Where you buy can dramatically change how long it takes to save and how much cash you may need upfront. Depending on your flexibility of location, some areas in Arizona may prove to be much better than others. Having all the relevant information will help in choosing the most suitable options.



2. The Cost of Owning a Home

Ongoing Ownership Costs by County

Home prices are only part of the equation. Property taxes and insurance costs also shape long-term affordability.

How to read this section

- Annual cost combines estimated taxes and insurance
- Monthly cost shows the typical ongoing ownership burden
- Lower home prices do not always mean lower ownership costs
- Counties are grouped by annual cost pressure (tax + insurance, normalized by home value)

Moderate Burden (0.61%-0.90%)

County	Median Property Tax	Est. Insurance	Annual Cost	Monthly Cost	Cost % of Value
Coconino	\$1,290	~\$2,620	~\$3,910	~\$326	~0.62%
Yavapai	\$1,246	~\$2,300	~\$3,546	~\$296	~0.70%
Navajo	\$842	~\$2,360	~\$3,202	~\$267	~0.81%
Maricopa	\$1,418	~\$2,450	~\$3,868	~\$322	~0.84%
Mohave	\$916	~\$2,090	~\$3,006	~\$251	~0.85%
Gila	\$942	~\$2,500	~\$3,442	~\$287	~0.89%

Higher Burden (> 0.90%)

County	Median Property Tax	Est. Insurance	Annual Cost	Monthly Cost	Cost % of Value
Greenlee	\$303	~\$2,550	~\$2,853	~\$238	~1.72%



County	Median Property Tax	Est. Insurance	Annual Cost	Monthly Cost	Cost % of Value
Cochise	\$977	~\$2,400	~\$3,377	~\$281	~1.28%
Santa Cruz	\$1,131	~\$2,200	~\$3,331	~\$278	~1.18%
Pima	\$1,614	~\$2,200	~\$3,814	~\$318	~1.11%
La Paz	\$831	~\$2,000	~\$2,831	~\$236	~1.06%
Yuma	\$895	~\$1,960	~\$2,855	~\$238	~1.02%
Pinal	\$1,383	~\$2,300	~\$3,683	~\$307	~1.01%
Graham	\$627	~\$2,400	~\$3,027	~\$252	~0.99%
Apache	\$598	~\$2,300	~\$2,898	~\$242	~0.92%

Impact on Homebuyers

A lower purchase price does not always guarantee a lower monthly housing burden over time. For Arizona, natural disasters are very limited, which keeps insurance rates relatively even throughout the state. However, tax rates can vary significantly and should be reviewed thoroughly.

3. How Long Saving May Take

Down Payment Savings Timeline

Saving for a home often takes years – especially in higher-priced markets. This section shows how timelines can vary across Arizona cities, assuming an 8% savings rate and a 15% down payment target. This helps standardize comparisons across markets with different price levels.



Down Payment Savings Timeline in 11 Remarkable Cities in Arizona

County	Typical Home Value	Median Household Income	Years to save
Phoenix	\$411,323	\$85,246	9.0
Tucson	\$324,946	\$60,483	10.1
Mesa	\$435,670	\$85,580	9.5
Gilbert	\$574,098	\$124,968	8.6
Chandler	\$524,013	\$110,284	8.9
Glendale	\$408,630	\$75,711	10.1
Scottsdale	\$858,307	\$104,893	15.3
Peoria	\$488,428	\$97,333	9.4
Tempe	\$468,328	\$78,044	11.3
Surprise	\$422,520	\$100,824	7.9
Flagstaff	\$660,972	\$74,417	16.7

Why This Data is Significant

Higher income does not always translate into faster homeownership when prices rise at the same time. In some locations, property values can outpace savings, which nullifies borrower down payment efforts.



4. Arizona Down Payment Assistance (DPA) Programs that May Help

Statewide Programs

Program	Potential Benefits	Typical Fit	What to Know
HOME Plus	Up to 4% assistance	Both first-time and repeat buyers who meet income limits	Homebuyer education is required

Multi-County Programs

Program	Potential Benefits	Areas	What to Know
Arizona is Home	Up to 4% assistance and lower interest rates	Eligible Arizona counties (not available in Maricopa County, Pima County, or Chino Valley)	Available to first-time borrowers who meet income limits
Pathway to Purchase	Up to 10% or \$20,000 assistance	Selected cities	Designed to encourage purchasing in areas heavily affected by foreclosures

Local Programs

Program	Potential Benefits	Areas	What to Know
Home in Five	Up to 6% assistance and competitive rates (some borrowers might qualify for an extra 1%)	Maricopa County	Available to low- and moderate-income first-time and repeat buyers



Local Programs

Program	Potential Benefits	Areas	What to Know
Open Doors	Up to 10% or \$15,000 assistance	City of Phoenix	Available to first-time homebuyers who meet income limits
City of Tucson-Pima County HOME DPA	Up to 20% or \$50,000 assistance	City of Tucson and Pima County, excluding Tribal lands	Requires a minimum contribution of \$1,000 and two months of reserves
PimaTucson LIGHTHOUSE	Up to 4% assistance and lower interest rates	City of Tucson and Pima County	Available to first-time homebuyers and veterans
Community Homebuyer Assistance Program (CHAP)	Up to \$50,000 assistance in 10:1 matching funds	City of Flagstaff	Offers two paths to support low- and moderate-income borrowers

How to Utilize This Information

Many buyers use a combination of savings and assistance programs to bridge the gap between affordability and home prices. Additionally, many of these programs 'stack' to provide exceptional boosts to reaching downpayment thresholds.

It is also important to note that the programs listed aren't exhaustive. Be sure to check out county, state, and local agencies for additional and/or updated program options.



5. A simple path to homebuying

- Understand your monthly budget
- Estimate upfront savings needed
- Explore programs you may qualify for
- Compare counties and cities
- Speak with a mortgage professional
- Begin the pre-approval process

Arizona Homebuying Snapshot

Market pattern	Where it appears in Arizona
Highest upfront barriers	Coconino, Yavapai, Santa Cruz
More balanced entry points	Maricopa, Pima, Pinal, Mohave, Gila, Navajo
Lowest home prices	Greenlee, Cochise, La Paz, Yuma, Apache, Graham
Faster savings timelines	Greenlee, Cochise, La Paz, Yuma, Graham, Apache
Longest savings timelines	Coconino, Yavapai, Maricopa (high-value segments), Pima (select metros)
Largest assistance ecosystem	Maricopa County Metro, Pima County (Tucson), Flagstaff