

PIKES PEAK PLAYBOOK · CHECKLIST

# What to Look For at Showings

A showing is 20–30 minutes to judge a six-figure decision. This checklist helps you spot what the photos don't show, and the scorecard keeps homes from blurring together by the third one of the day.

Use it to decide which homes deserve an offer — not to replace a professional inspection. Anything you flag here becomes a question for Clay, the listing agent or your inspector.

## HOW TO USE IT

Bring a printed copy of the scorecard, take photos of anything you check, and fill in your scores in the car between homes — before the next one changes your memory of the last.

### BEFORE YOU GO

- ☐ **Read the listing details.** Note year built, HOA or metro district, heating type, water and sewer source.
- ☐ **Ask for disclosures early.** In Colorado that usually means the Seller's Property Disclosure; pre-1978 homes add a lead-based paint disclosure.
- ☐ **Map the commute.** Check the drive at your real start time, not on a Sunday afternoon.
- ☐ Bring a phone charger, flashlight, small level or marble, and the scorecard.

### OUTSIDE & THE LOT

- ☐ **Drainage:** ground should slope away from the foundation; look for pooling, erosion or downspouts dumping at the wall.
- ☐ **Trees:** branches over the roof and trees close to the foundation or sewer line.
- ☐ **Driveway & access:** grade, which way it faces (north-facing drives hold ice) and room to park.
- ☐ **Fences, decks & retaining walls:** leaning, rot or cracked walls — repairs here get expensive fast.
- ☐ Neighboring lots: open space, a road, a commercial use or a vacant lot that could be built on.

### ROOF & EXTERIOR COLORADO

- ☐ **Hail history:** ask the roof's age, material and any past insurance claims. Hail is common along the Front Range.
- ☐ **Impact-rated shingles:** Class 4 roofs can lower premiums with some insurers — ask yours.
- ☐ Siding, trim and gutters: dents, cracks, peeling paint or missing pieces.
- ☐ Windows: fogged double panes, rot at the sills, failed seals.

### FOUNDATION, BASEMENT & SOILS COLORADO

- ☐ **Expansive soils:** stair-step cracks, doors that stick, sloping floors, or patched drywall cracks above doors and windows.
- ☐ Basement: water stains, efflorescence (white residue), musty smell or fresh paint on only one wall.
- ☐ **Basement "bedrooms":** a sleeping room needs an egress window to meet code — confirm before you count it.
- ☐ Signs of past foundation repair: piers, wall braces or an engineer's report. Ask for the paperwork.

## SYSTEMS — LOOK AT THE LABELS

- ☐ **Furnace / boiler:** age (on the label), last service date and filter condition. Many units last roughly 15–20 years.
- ☐ **Water heater:** age and any rust or leaking at the base.
- ☐ **Cooling:** central A/C, an evaporative (swamp) cooler or none — common in older Springs homes.
- ☐ **Electrical panel:** brand and capacity; ask an inspector to flag older panel types known for problems.
- ☐ **Plumbing:** polybutylene (gray plastic) pipe from about 1978–1995, or slow drains and low pressure.

## INSIDE THE LIVING SPACES

- ☐ Ceilings: stains under bathrooms, around skylights and at exterior walls.
- ☐ Floors: soft spots, slopes or squeaks — roll a marble if it looks off.
- ☐ Smells: mustiness, pet odor or heavy air freshener masking something.
- ☐ Natural light at the time you'll use each room, and noise from roads or neighbors.
- ☐ Storage, closet space and where the furniture you own will actually go.

## KITCHEN &amp; BATHS

- ☐ Run water: pressure, how long hot water takes, and drainage speed.
- ☐ Under sinks: active leaks, water damage, soft cabinet floors.
- ☐ Tile and caulk at tubs and showers: gaps, cracks or soft grout.
- ☐ Bath fans that vent outside, not into the attic.
- ☐ Appliance ages and whether they convey with the sale.

COLORADO-SPECIFIC QUESTIONS **COLORADO**

- ☐ **Radon:** about half of Colorado homes test above the EPA action level. Ask for past test results or an existing mitigation system.
- ☐ **Sewer line:** in older homes, plan a sewer scope — clay and older pipe lines are common.
- ☐ **Wildfire:** in foothill and forested areas, look at defensible space and ask about insurance availability.
- ☐ **Special districts:** metro district or HOA dues and mill levies change the real monthly cost.
- ☐ **Drug-lab disclosure:** Colorado requires sellers to disclose known prior use as an illegal drug lab.

## NOTES

---

---

---

---

---

---

---

---

---

---

MOUNTAIN & RURAL QUICK CHECK **COLORADO**

- ☐ **Water:** well or public? Ask for the well permit and any recent flow and water-quality tests.
- ☐ **Wastewater:** septic? Ask age, last pumping and the permitted bedroom count.
- ☐ **Heat & fuel:** propane tank owned or leased, wood stove inspection, backup heat.
- ☐ **Road:** public, HOA or road association — who plows, and how steep is it in winter?
- ☐ **Internet:** verify wired service at the exact address before you fall in love.

## ASK THE LISTING AGENT

- ☐ Why are the sellers moving, and how long has it been on the market?
- ☐ Any offers or price changes so far?
- ☐ Known repairs, insurance claims or permits for past work?
- ☐ Average monthly utility costs over the past year?
- ☐ What's included: window coverings, appliances, hot tub, storage sheds?

## AFTER EACH SHOWING

- ☐ Fill in the scorecard before the next home.
- ☐ List anything you flagged for the inspector or for Clay.
- ☐ Note what you'd change in the first year and a rough budget for it.
- ☐ **Come back:** drive by at night and on a weekday rush hour before you write an offer.

## READY TO WRITE AN OFFER?

- ☐ Confirm your pre-approval matches the price range and loan type.
- ☐ Ask Clay for recent comparable sales and days on market for the home.
- ☐ Decide your must-haves on inspection, appraisal and closing date.
- ☐ Schedule inspections early — good inspectors book up in busy seasons.

## NOTES

---

---

---

---

---

---

---

---

**STRATEGY OVER SCRIPT**

Found one worth an offer? Let's check the comps and build the strategy.

Call or text **719-244-5264** · [hello@claycaldwellrealtor.com](mailto:hello@claycaldwellrealtor.com) · [ClayCaldwellRealtor.com](https://ClayCaldwellRealtor.com)

Radon: Colorado Department of Public Health & Environment (about 50% of Colorado homes test above the EPA action level of 4 pCi/L). Information deemed reliable but not guaranteed. This checklist is general guidance, not legal, tax, inspection or financial advice; hire licensed professionals for inspections and consult an attorney or tax advisor for your situation. Clay Caldwell is a real estate broker with Better Homes and Gardens® Real Estate Kenney & Company. Each franchise is independently owned and operated. Equal Housing Opportunity. © 2026 Clay Caldwell Realtor.

# Tour Scorecard

 PRINT & BRING ALONG

Score each home right after you leave it. Totals are a starting point — a single deal-breaker outweighs a high score.

|                                    | Home 1    | Home 2    | Home 3    | Home 4    |
|------------------------------------|-----------|-----------|-----------|-----------|
| Address                            |           |           |           |           |
| List price                         |           |           |           |           |
| Beds / baths / sq ft               |           |           |           |           |
| Year built · HOA or metro district |           |           |           |           |
| Commute time (real start time)     |           |           |           |           |
| SCORE EACH 1 (POOR) TO 5 (GREAT)   |           |           |           |           |
| Location & commute                 | 1 2 3 4 5 | 1 2 3 4 5 | 1 2 3 4 5 | 1 2 3 4 5 |
| Layout & flow                      | 1 2 3 4 5 | 1 2 3 4 5 | 1 2 3 4 5 | 1 2 3 4 5 |
| Kitchen                            | 1 2 3 4 5 | 1 2 3 4 5 | 1 2 3 4 5 | 1 2 3 4 5 |
| Bedrooms & baths                   | 1 2 3 4 5 | 1 2 3 4 5 | 1 2 3 4 5 | 1 2 3 4 5 |
| Storage & garage                   | 1 2 3 4 5 | 1 2 3 4 5 | 1 2 3 4 5 | 1 2 3 4 5 |
| Yard, lot & outdoor space          | 1 2 3 4 5 | 1 2 3 4 5 | 1 2 3 4 5 | 1 2 3 4 5 |
| Condition & updates                | 1 2 3 4 5 | 1 2 3 4 5 | 1 2 3 4 5 | 1 2 3 4 5 |
| Natural light & views              | 1 2 3 4 5 | 1 2 3 4 5 | 1 2 3 4 5 | 1 2 3 4 5 |
| Neighborhood & noise               | 1 2 3 4 5 | 1 2 3 4 5 | 1 2 3 4 5 | 1 2 3 4 5 |
| Value for the price                | 1 2 3 4 5 | 1 2 3 4 5 | 1 2 3 4 5 | 1 2 3 4 5 |
| Total score                        |           |           |           |           |
| Must-fix items / deal-breakers     |           |           |           |           |
| Gut feel & notes                   |           |           |           |           |