

EXPERTS IN REAL ESTATE



A Buyer's Guide to Finding Your Perfect Home

Preview Properties
810-220-0000
www.previewproperties.com

Preview Properties



Absolutely committed to continually improving our customer / client relationships.
~ Our Quality Policy

Preview Properties is a full-service real estate team based in downtown Brighton, Michigan with an office in the Lansing area, helping clients buy, sell, lease, and invest in properties across Michigan. We handle residential homes, new construction, vacant land, and commercial real estate, giving clients a one-stop shop for nearly any type of transaction. With a team of experienced agents, we focus on communication, professionalism, and using modern tools to keep clients informed and confident throughout the process.

Our team members performance over the last 10 years:



2,690
properties sold



\$663,000,000
in sales



336 years combined
experience

Preview Properties

810-220-0000

www.previewproperties.com

preview
properties.com
EXPERTS IN REAL ESTATE

kw LIVING
KELLERWILLIAMS. REALTY

Why Work With a Preview Properties Agent?



Expert Guidance

We help buyers navigate today's market, write competitive offers, understand pricing trends, and manage contracts and timelines—so you buy with confidence, not guesswork.



Objective Advice

You get honest guidance focused on YOUR goals, YOUR budget, and what truly matters in YOUR purchase.



More Buying Power

We provide full MLS access, early opportunities, and real sales data—so you see everything as it becomes available.



Strong Negotiation

We represent your interests: negotiating price, terms, and inspections to put you in the best position.



Current Market Expertise

Laws change. Markets shift. We stay current so you don't have to.



Steady, Ethical Support

Buying a home is emotional. We stay calm, professional, and always act in your best interest.

Preview Properties

810-220-0000

www.previewproperties.com

preview
properties.com
EXPERTS IN REAL ESTATE

kwLIVING
KELLERWILLIAMS. REALTY

The Right Choice

Lisa Bohlen

Broker / Realtor

☎ Cell (810) 599-5680

☎ Office (810) 220-0000

✉ lbohlen@previewproperties.com

Scott Bohlen

Owner/Realtor Preview Properties

☎ Cell (586) 709-0354

☎ Office (810) 220-0000

✉ scott@scottbohlen.com



Lisa Bohlen

I grew up in Livingston County and am a proud graduate of Howell High School and Michigan State University. After beginning my career in financial management—spending eight years with Redman Homes (now Champion Homes) and 16 years with Gannett Company (now USA Today Co.)—I returned home in 2008 to join my family at Preview Properties as a Realtor and controller.

In 2015, following the passing of our mother, I stepped into the role of principal broker. Continuing our family's legacy in real estate has been incredibly meaningful to me. While helping clients buy and sell homes is always rewarding, one of the greatest joys of my work is supporting the agents on our team as they grow and succeed in the communities they serve.

In 2025, Preview Properties merged with Keller Williams Living, allowing us to combine our strong local roots with expanded tools, technology, and agent support while continuing to focus on the relationships and service that have always defined our business.

Outside of work, I enjoy volunteering with The Ark, the Detroit Zoo, and the Michigan Angus Association, as well as cycling, kayaking and spending time with friends and family.

Certifications

- ABR – Accredited Buyer's Representative (2024–2025)
- RSPS – Resort and Second-Home Property Specialist (2024–2025)
- Loan Officer, Royal Home Loan, Inc.; NMLS 1992608

Livingston County Association of Realtors

Treasurer – 2023–2024 - Board Member – 2017–2021, 2023–2025 - President – 2020

President-Elect – 2019 - Realtor of the Year – 2020 - Volunteer of the Year – 2018

Food Drive Committee Chairperson – 2017–2018, 2026



If you do a deal with me you get to use our moving truck for free!

Preview Properties

810-220-0000

www.previewproperties.com

preview
properties.com
EXPERTS IN REAL ESTATE

kw LIVING
KELLERWILLIAMS. REALTY

The Right Choice

Lisa Bohlen

Broker / Realtor

☎ Cell (810) 599-5680

☎ Office (810) 220-0000

✉ lbohlen@previewproperties.com

Scott Bohlen

Owner/Realtor Preview Properties

☎ Cell (586) 709-0354

☎ Office (810) 220-0000

✉ scott@scottbohlen.com



Scott Bohlen

Taking care of clients and helping them achieve their goals is what I love about real estate. After 24+ years of assisting over 1,400 clients buy or sell a home in both challenging and prosperous economic times, the lessons I have learned and experiences I have had allow me to provide the best possible advice to my clients. My experience includes residential, vacant land, development properties, investment properties and commercial properties. I would love the opportunity to help you achieve your real estate goals.

- Lives in Hartland Michigan and has been selling Real Estate for 23 years at Preview Properties in Brighton Michigan.
- Since 2001 has successfully closed over 1250 transactions at a value of over \$344 million dollars
- 2013-2023 – Hour Detroit Magazine – Top 5% of Southeastern Michigan Realtors
- 2012 Livingston County Assoc. of Realtors – Realtor of the Year
- 2014 Livingston County Assoc. of Realtors – Volunteer of the Year
- 2010-2016 – Livingston County Assoc. of Realtors – Board Member
- 2015-2023 – Chairman – Realcomp Shareholders – Southeastern Michigan Multi-list system – representing over 16,000 Realtors
- 2012-2013 – Livingston County Assoc of Realtors – President
- 2024 Homebuilders Assn of Livingston Cty – Board Member
- National Sales Manager – Ditch Witch 1989-2001
- Oklahoma State University – 1987 Graduate – Business Mktg



If you do a deal with me you get to use our moving truck for free!

Preview Properties

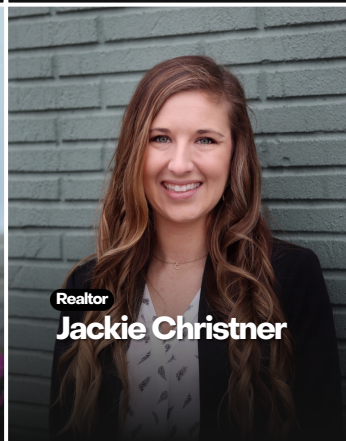
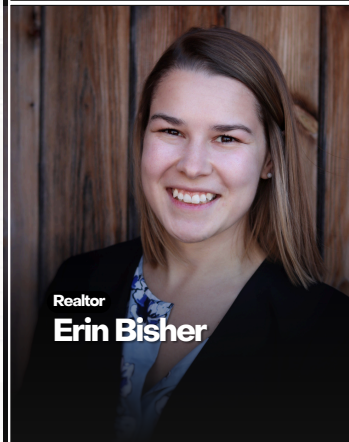
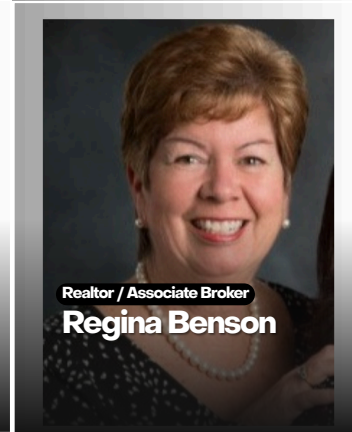
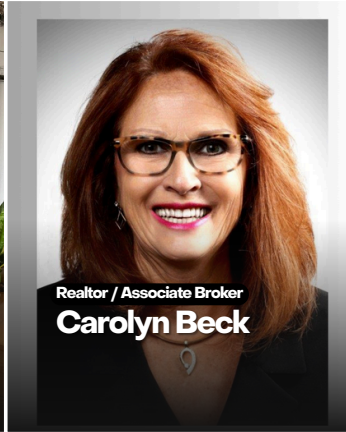
810-220-0000

www.previewproperties.com

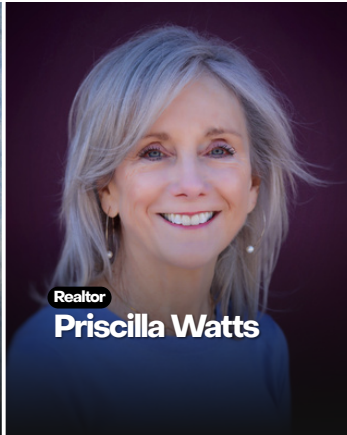
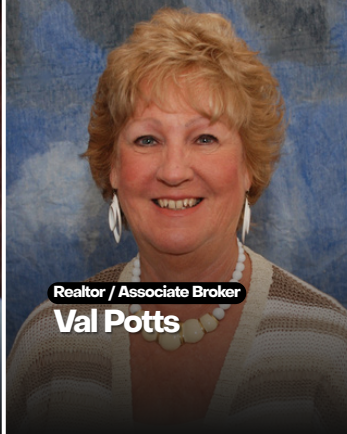
preview
properties.com
EXPERTS IN REAL ESTATE

kw LIVING
KELLERWILLIAMS. REALTY

Our Team



Our Team



Our Job



BUYER'S AGENT RESPONSIBILITIES

- ✓ Help buyers understand market value and pricing strategies
- ✓ Identify homes that match your needs, budget and goals
- ✓ Provide access to the Multiple Listing Service (MLS)
- ✓ Schedule and coordinate private showings and tours
- ✓ Offer guidance on neighborhoods, schools and resale value
- ✓ Prepare and submit competitive purchase offers
- ✓ Negotiate favorable price, terms and contingencies
- ✓ Review contracts, disclosures and required paperwork
- ✓ Coordinate with lenders, inspectors and title companies
- ✓ Keep buyers informed every step of the way

WHEN YOU CHOOSE US?

EXPERIENCE

With years of experience in real estate, We've guided clients through all types of markets and situations. You can count on me to handle every step with professionalism.

AVAILABILITY & COMMITMENT

We're responsive, dependable, and here for you when it matters most. We take pride in keeping you informed throughout the entire process.

LOCAL KNOWLEDGE

We know the neighborhoods, school districts, market trends, and what makes each area unique. This local insight helps you make confident, well-informed decisions.

TEAM SUPPORT

Preview Properties, powered by Keller Williams, blends local market expertise with the strength of a world-class real estate brand. Our clients benefit from proven systems, advanced technology, and a collaborative network designed to deliver results.

Preview Properties

810-220-0000

www.previewproperties.com

preview
properties.com
EXPERTS IN REAL ESTATE

kw LIVING
KELLERWILLIAMS. REALTY

Home Ownership



Owning a home isn't just a box to check on life's to-do list—it's the foundation of long-term stability, wealth, and peace of mind. Our philosophy centers on the belief that real estate is more than property; it's a personal investment in your future. A home gives you control, security, and the ability to shape your environment exactly how you want it.

We also believe homeownership is one of the most powerful ways to build generational wealth. Month after month, instead of throwing money into someone else's pocket, you're building equity in an asset that typically appreciates over time. It's a step toward financial independence and a tool for creating long-lasting opportunity. Our marketing approach reflects this philosophy—educating, guiding, and empowering clients to make smart real estate choices that support their long-term goals. Everyone deserves a place to call their own, and my mission is to help make that happen with clarity, confidence, and integrity.

Preview Properties

810-220-0000

www.previewproperties.com

**preview
properties.com**
EXPERTS IN REAL ESTATE

kwLIVING
KELLERWILLIAMS. REALTY

Setting Expectations

Communication:

To make sure we work well together, we want to know what kind of communication works best for you. Text, email, phone—whatever you prefer is fine with us. Just let us know what you like. We want this whole process to feel easy and comfortable, so keeping the conversation open and simple is the goal.



We Are Here For You:

Schedules vary, but keeping you informed and supported is always our priority. If you need to reach us and we're tied up, leave a message and we'll follow up as soon as we can. If an urgent matter arises, you are welcome to send a text or email, and we will make every effort to address it promptly. If we're in a key negotiation period, we'll adjust as needed so you're fully supported.

Staying Informed:

You can count on regular updates from us throughout your real estate journey. Whether it's new competition, feedback on your property, shifts in market conditions, or important milestones, we'll keep you informed every step of the way. Our goal is to make sure you always know what's happening and never feel out of the loop.

Preview Properties

810-220-0000

www.previewproperties.com

preview
properties.com
EXPERTS IN REAL ESTATE

kwLIVING
KELLERWILLIAMS. REALTY

Compensation

As you've probably heard, the National Association of REALTORS® recently instituted changes to bring more transparency to the home buying and selling process. In March 2024, NAR agreed to a settlement to resolve nationwide lawsuits alleging that longstanding commission practices prevented competition and artificially inflated real-estate transaction costs.

Here Are Five Key Takeaways.



Buyers now sign a written agreement with an agent before touring a home. In this agreement, they can negotiate the length and terms of the agent's representation, including the services they provide and the amount or rate of their compensation.



In these agreements, an Exclusive Buyer Agency Agreement, agent compensation must be clearly stated: the amount or rate of compensation or how this amount will be determined. This compensation is fully negotiable between the buyer and their agent.



Home sellers cannot advertise offers of compensation on a Multiple Listing Service (MLS).



On the MLS, sellers can state they are willing to discuss concessions with the buyer. An example of a concession is offering to pay the buyer's closing costs.



Whether you are a buyer or a seller, agent compensation remains fully negotiable and is not set by law.

Preview Properties

810-220-0000

www.previewproperties.com

preview
properties.com
EXPERTS IN REAL ESTATE

kwLIVING
KELLERWILLIAMS, REALTY

First Step - Get Pre-Approved



Check your own credit - pull your own credit report and make sure there's nothing odd on it.



Gather your financial documents - you will typically need: W-2s or tax returns - pay stubs, bank statements and ID



Choose a lender or a mortgage broker - we suggest that you shop around and compare multiple options.



Fill out the pre-approval application - they run your credit and review your income



Get your pre-approval letter - this shows how much home you can afford and strengthens any offers you submit on a home

Preview Properties

810-220-0000

www.previewproperties.com

preview
properties.com
EXPERTS IN REAL ESTATE

kwLIVING
KELLERWILLIAMS, REALTY

Do's and Don'ts When Applying For a Mortgage

✓ Do's



Do check your credit early



Do get pre-approved before shopping



Do gather your financial documents



Do keep your income steady



Do respond quickly to your lender



Don'ts



Don't open new credit cards



Don't finance a new car



Don't make unexplained large deposits



Don't quit or change jobs



Don't miss any payments



Don't ignore your lender's requests

Preview Properties

810-220-0000

www.previewproperties.com

preview
properties.com
EXPERTS IN REAL ESTATE

kwLIVING
KELLERWILLIAMS. REALTY

Home Shopping?

When looking for a home you should identify the things that you need and the things that you want. For example you might need to be 40 miles from work but you might want a pool. That's why working with an agent is so important. Preview Properties agents know the area inside and out. After an initial consultation your agent will identify the properties available on the market that fit your criteria and price range. Once you narrow down your choices, your agent can schedule showings to see the homes and discuss options.

Home Search Worksheet

Must Haves:

Price Range:

Area / School District:

Square Footage:

Number of Bedrooms:

Number of Bathrooms:

House Style(s):

Year Built:

Acreage:

Like to Haves:

(e.g., waterfront, view, large lot, pool, fireplace, basement, garage size, pole barn, built-in vacuum, distance to school, additional room preferences, etc.):

Additional comments:

Preview Properties

810-220-0000

www.previewproperties.com

preview
properties.com
EXPERTS IN REAL ESTATE

kwLIVING
KELLERWILLIAMS. REALTY

Making the Offer

Writing an Offer:

When you find a home you're excited about, we'll help you and your lender pinpoint the strongest offer price and terms. We also connect with the listing agent to learn what matters most to the sellers—timing, competing offers, deadlines, and any details that can give us an edge. Our goal is to educate and guide you so your offer stands out for all the right reasons.



Negotiation:

Once your offer is submitted, the sellers will either accept, reject, or come back with a counter. If negotiations begin, that's where we go to work. We use our experience, strategy, and relationships with local agents to help you get the best possible outcome while keeping the process moving smoothly.



Home Inspection:

After your offer is accepted, we'll schedule a professional home inspection. This is your opportunity to uncover any hidden or potential issues with the property. The inspector will take a detailed look at the home's structure, major systems, and overall condition. Once finished, they'll provide a clear, comprehensive report so you know exactly what's going on behind the scenes and can make confident decisions about moving forward.



Preview Properties

810-220-0000

www.previewproperties.com

preview
properties.com
EXPERTS IN REAL ESTATE

kwLIVING
KELLERWILLIAMS. REALTY

Property Taxes

What New Home Buyers Need to Know



When you buy a home in Michigan, the property's taxable value resets ("uncaps") to roughly half of the purchase price, which often causes a tax increase compared to what the previous owner paid. After that first reset, future increases are limited to 5% per year or the rate of inflation (whichever is lower) under Proposal A. Your actual tax bill then depends on local millage rates, which vary by city, township, and school district.

Estimated Taxes



To estimate what your taxes will be the year after you purchase your home, follow the link below or scan the QR code. You will need to enter the county, municipality and school district we suggest for value you enter 50% of your purchase price.

www.michigan.gov/taxes/property/estimator



Preview Properties

810-220-0000

www.previewproperties.com

preview
properties.com
EXPERTS IN REAL ESTATE

kwLIVING
KELLERWILLIAMS. REALTY

Close On Your Home!

Understanding Closing Costs:

One thing every homebuyer needs to be aware of—especially first-time buyers—is the cost of closing. These fees typically total about 3–4% of the purchase price. For example, a \$300,000 home would generally have \$9,000 to \$12,000 in closing costs. If you are financing the property your lender will provide you with this information. If you are paying cash, we will provide an estimate.

Typical Costs the Buyer May Have to Consider:

- Home inspection
- Property appraisal
- Property survey
- Deposit
- Title insurance - lenders policy
- Property insurance
- State recording fees
- Property taxes, utilities, and condo fees
- Private mortgage insurance if applicable
- Escrow fees
- Home warranties
- Moving costs



Preview Properties

810-220-0000

www.previewproperties.com

preview
properties.com
EXPERTS IN REAL ESTATE

kwLIVING
KELLERWILLIAMS. REALTY

Post Close Occupancy - How it Works

The closing process is the final stage of your home-buying journey. This is when all the details come together and the property is officially transferred into your name. On closing day remember to bring a government issued photo ID, it will be used to verify your identity when signing documents.

Closing Disclosure



A few days before closing, your lender will provide a Closing Disclosure. This document breaks down the final terms of your loan and all associated closing costs. Review it closely to make sure everything is accurate and aligns with what you were expecting.

Final Walkthrough



The final walkthrough usually happens 48 hours or less before closing. During this visit, you'll check the property to ensure it's in the agreed-upon condition, verify that any requested repairs were completed, and confirm no new issues have appeared. This is your last opportunity to make sure everything is in order before completing the purchase.

Signing the Closing Documents



On closing day, you may meet with the seller and other parties to sign the necessary paperwork, including the deed and mortgage documents. This is the official step that transfers ownership of the home to you.

Paying Closing Costs



You'll need to bring a cashier's check or arrange a wire transfer depending on amount and title company requirements to cover your closing costs and any remaining down payment. These funds must be finalized before the transaction can be completed.

Preview Properties

810-220-0000

www.previewproperties.com

preview
properties.com
EXPERTS IN REAL ESTATE

kwLIVING
KELLERWILLIAMS. REALTY

Congratulations!

While closing on your new home may end the buying process, we hope it's just the beginning of our relationship. We stay in touch with our clients and remain a resource for real estate questions, neighborhood info, and trusted vendor referrals.

You'll receive periodic community updates and market reports so that you always know what's happening in your area. Our goal is to support you as you move toward your next chapter in life.

We are grateful that many clients share their experience with friends and family, allowing us to build a referral-based business focused on helping people—not searching for new leads. If you've enjoyed working with us, we would truly appreciate you spreading the word.

Thank you for the privilege of helping you with your home!



Give us a review



Preview Properties

810-220-0000

www.previewproperties.com

preview
properties.com
EXPERTS IN REAL ESTATE

kwLIVING
KELLERWILLIAMS, REALTY

Local Information

Utilities

DTE - 800-477-4747

Consumers Energy -800-477-5050

Internet

Comcast - 800-934-6489 - www.xfinity.com

Wow Internet - 866-496-9669 - www.wowway.com

We can give you a list of trash removal services and local township phone numbers.

Schools

Brighton Area Schools

810-229-4000 - www.brightonk12.com

Fowlerville Community Schools

517-223-6000 -

www.fowlervilleschools.org

Hartland Consolidated Schools

810-626-2100 - www.hartlandschools.us

Howell Public Schools District

517-548-6200 - www.howellschools.com

Pinckney Community Schools

810-225-3900 -

www.pinckneypirates.org

Livingston Educational Service Agency

517-546-5550 - www.livingstonesa.org

If shopping outside of this area we can provide contact information and phone numbers for your local community.



For a complete list of our preferred vendors please visit www.previewproperties.com/preferredvendors or scan the QR Code.

Preview Properties

810-220-0000

www.previewproperties.com

preview
properties.com
EXPERTS IN REAL ESTATE

kwLIVING
KELLERWILLIAMS, REALTY

Don't Just Take Our Word For It

Best Agent EVER!!! Lisa has been with us from moving to a different city, rentals, to purchasing our first home. She has been beyond kind and professional. Not to mention always being there for us on the drop of a dime. House hunting can be very difficult and frustrating and Lisa has made the process very much tolerable. We couldn't say enough positive things about our experience. Without a doubt, we will be using Lisa Bohlen for any future purchases/rentals/selling that comes our way.

Jason & Danielle - 1282 Durwood Ct - Brighton

We knew right away Scott was the realtor we wanted to work with. He is a great guy, very knowledgeable and professional. He was always available to answer our questions and give his advice. He made the process of selling a home, which many times can be extremely stressful, easy and smooth.

Bill and Doris Highland - 1725 Clover Ridge - Howell

The best real estate professional in Michigan

You will be super lucky if you have Lisa as your agent, broker, or advisor. She is patient, friendly, very knowledgeable, professional, communicative, and very experienced. As a landlord, investor, and homeowner, I've worked with hundreds of real estate professionals and Lisa is the best, period.

Cliff Williams - Pinckney

Scott did a great job selling my house and was very easy to work with. He went above and beyond what was necessary which led to the house selling above asking price!! We would highly recommend him to anyone! We've now used Scott to buy a house, sell a house and buy property...all three experiences were awesome.

Dave and Katie Kempeinen - Howell

Preview Properties

810-220-0000

www.previewproperties.com

preview
properties.com
EXPERTS IN REAL ESTATE

kwLIVING
KELLERWILLIAMS. REALTY