

CHRISTIAN OH

CEA NO: R061141J



*FROM PAIN TO
PURPOSE:
BUILDING
CONVICTION IN A
RESULTS-DRIVEN
INDUSTRY*

WHEN REAL ESTATE BECAME PERSONAL

For Christian Oh, real estate was never just a profession. It became deeply personal long before it became successful.

His biggest turning point came not from a missed deal or a difficult market cycle, but from witnessing his own family go through severe financial distress and eventual bankruptcy. The cause was not recklessness, but poor investment decisions and ill-advised guidance from a “hit-and-run” salesperson.

“That experience changed me,” Christian shares. “I saw first-hand how real estate, when done wrongly, can devastate a household. But when done wisely, it can also restore one.”

That painful chapter reshaped how Christian viewed property. It was no longer about transactions

or returns, it was about people, families, and futures.

Years later, Christian would go on to build a personal portfolio of nine properties in Singapore, generating close to \$50,000 in monthly passive rental income. But for him, the achievement was never the true turning point.

“The real shift wasn’t financial,” he reflects. “It was internal.”

Christian stopped trying to “perform his way” to security and instead rebuilt his business on conviction. He chose integrity over speed, process over hype, and rest over relentless fatigue, recognising that tired decisions often lead to costly mistakes.

That conviction became the anchor of his practice and the foundation of everything he would later build.



STRUCTURE, SYSTEMS, AND STEWARDSHIP



Christian's response to past pain was not avoidance, but responsibility.

Determined to protect clients from the mistakes his family once endured, he became deeply data-driven and systems-oriented, not to impress, but to bring clarity. Every recommendation is designed to reduce blind risk, surface long-term implications, and support responsible decision-making.

At PropNex, Christian found a platform that allowed him to operate not just as a salesperson, but as a trusted investment advisor.

Day to day, he relies on PropNex's digital ecosystem to support this philosophy. CRM and client management tools ensure investment rationale is documented clearly and client journeys are tracked with accountability. Investment Suites and internal market intelligence platforms keep advice grounded in accurate data, regulatory awareness, and real market dynamics.

Digital marketing and content tools also allow his team to scale education, through webinars and social platforms, without compromising consistency or quality.

"To me, technology isn't about doing more deals," Christian explains. **"It's about doing better deals, consistently."**

This disciplined approach defines the culture of the JNA Investment Team, where values such as accountability, integrity, stewardship, and excellence are lived out daily. Christian believes that faithfulness in process ultimately produces sustainable outcomes, not shortcuts.

LEADERSHIP THAT MULTIPLIES IMPACT

What Christian finds most rewarding today is not performance, but transformation.

When he mentors others, his goal goes beyond teaching deal-making skills. He wants his team to understand what he learned through lived experience, that disciplined, responsible real estate investing can change lives, restore families, and create generational impact.

Some of his most meaningful moments come from watching team members move from fear to clarity, choose integrity even when it costs them income, experience their first genuine investment breakthrough, or begin advising clients with confidence and responsibility.

"That's when I know we're building something that lasts," he says.

Christian is not interested in building followers. His focus is on developing stewards, people who treat every dollar as entrusted, not owned, and who will carry that responsibility forward long after awards and titles fade.

The mission of the JNA Investment Team reflects this long view: enabling investors to use real estate as a tool for life transformation, not financial regret.

