



MARCUS TANG

CEA NO: R070688H

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*STAYING SHARP
IN A MARKET
THAT NEVER
STOPS MOVING.*



CHASING GROWTH, NOT NUMBERS



Millionaire status is a milestone many dream of achieving. Yet for Marcus Tang, it represents something far greater than income.

“Hitting millionaire status was a proud moment,” he says. “But honestly, what drives me now isn’t the number, it’s the challenge.”

Real estate is an industry that never sits still, and Marcus thrives in that constant motion. With each new cycle comes a shift in behaviour, demand, data and psychology. Instead of resisting change, he embraces it. The unpredictability of the market fuels him, stretches him, and sharpens the edge that keeps him ahead.

Along his journey, Marcus has been shaped by the influence of two key mentors, Jervis and Justin, as well as the energy of the JNA family. Their guidance shaped his systems, discipline and mindset, forming the backbone of his business today.

But Marcus remains grounded in the platform that made it all possible.

“At the heart of everything, PropNex was the platform that gave me the space, tools and runway to grow into who I am.”

For him, the next chapter isn’t just about hitting higher numbers. It’s about refining the craft, staying alert, and teaching what actually works. Not theories. Not motivational slogans. But practical, proven systems that have built his business from the ground up.

“If my journey can spark something in even a handful of salespersons, that’s meaningful to me,” Marcus adds.

TRUST FIRST, DATA NEXT: THE MARCUS FORMULA



While many scale through large marketing engines, Marcus takes a different approach. He builds a trust network.

“For me, building strong connections is the foundation of everything,” he explains. **“I don’t run a big marketing machine, I build a trust network.”**

A significant part of his business comes through COIs (Centres of Influence), people who trust him so deeply that they share him with their closest circle. These warm pathways create a natural, high-quality pipeline, where every conversation begins with real rapport already built.

But Marcus is clear: trust opens the door, but clarity closes deals. And that’s where PropNex’s digital tools come in.

“ProMap has been a game-changer,” he says. “A few clicks and clients can literally see price gaps, demand pockets, and the logic behind an entry point.”

No fancy jargon. No heavy presentations. Just transparency delivered through clean, visual data.

Clients don’t just hear the logic, they see it, understand it, and feel confident about it.

“PropNex’s tools help me deliver authenticity at scale. I don’t use tech to replace the personal touch, I use it to amplify it. The relationship opens the door. The data seals the trust.”

THINKING DIFFERENTLY IN A MARKET THAT NEVER SLEEPS

Real estate never stays still, and that’s exactly why Marcus finds it exciting.

“I study what others might overlook,” he says. “Micro-trends, unusual price gaps, unexpected StarBuys... the little anomalies that signal opportunities.”

To Marcus, trends are more than charts or headlines, they are clues. Clues to buyer motivation, inventory shifts, developer sentiment, and timing.

His approach is part intuition, part experience, part analytical obsession, and supported by the system around him.

“PropNex has made navigating market shifts so much easier. The training, the tools, the research, they’ve given me the clarity I need to make sense of fast-moving situations.”

Growing within the JNA environment also played a major role in shaping how Marcus reads and responds to market behaviour. Mentorship from Jervis and Justin taught him to think critically, trust the data, and never assume that what worked yesterday will work tomorrow.

But beyond tools and training, Marcus thrives because of the people around him.

“When you’re surrounded by high-performing colleagues at PropNex and the room is full of people who are hungry to improve, you naturally rise with them.”

Behind the scenes, Marcus also credits the unwavering support of his wife and family. Their quiet encouragement and understanding allow him to stay fully focused on the demands of the business, knowing that the foundation at home remains strong. It is a support system he deeply values, and one that continues to fuel his drive to push forward.

STAYING HUNGRY, STAYING GROUNDED

For Marcus, success isn’t about arriving, it’s about evolving.

His focus now is on staying sharp, refining his systems, and continuing to grow alongside the people around him. Whether it’s guiding clients with clarity or sharing insights with fellow salespersons, he aims to keep raising his own standards.

Real estate will always change. But Marcus’ hunger to improve ensures he’ll stay ahead, cycle after cycle.

