

An adventurous spirit brought Brad Tindale to the South African property scene. So it's no surprise to hear that he's just come back from an Alaskan fishing trip where he also managed to do some rock climbing. 'I caught a 52 pound (24kg) salmon,' he enthuses.

Apart from being passionate about fishing, he's also a keen mountain biker and hiker, and he's off to climb Kilimanjaro early next year. It seems that wherever he lays his professional hat, he finds solace in these activities.

Although he's now living in the leafy streets of Craighall in Johannesburg, Brad's family still lives in his Australian hometown of Brisbane. He takes a two-week trip there every few weeks. Brisbane has always been home to him – it's where he went to school and completed his town planning and land surveying qualification.

After he qualified, he changed direction and worked as a property analyst, focusing on feasibility and financial models for various developments. He spent a couple of years working as an analyst and then project manager on property developments before joining AV Jennings, one of the largest free-standing home builders in Australia.

He was a specialist in land sub-division for five years before he needed another challenge and, when an opening in Malaysia came up, he took it. That was when the market in Asia was booming and residential resorts were springing up, but soon after he joined the market crashed and the project was abandoned. Brad returned to Australia and put his energy into community developments where the focus was on the residents and providing a lifestyle for the end user.

'I learnt that happy residents make for happy sales people and word of mouth is by far the best seller for a property,' Brad says.

He was snapped up by Medallist – a joint venture between Greg Norman's Great White Shark Enterprises and Australia's leading investment bank, Macquarie Bank – in 2001 and launched two successful projects: the award-winning Brookwater development in Queensland and Pelican Waters on the Sunshine Coast. Five years later, when the group decided to expand globally, Brad was promoted to vice president, international development. His first assignment was in Dubai but the deal didn't go through in the end as his financial backers decided to take a cautious approach.

And then sights were set on South Africa. 'I'm a bit of a *voortrekker*,' he laughs. 'I came here alone with no resources, signed the deal and then only set up an office here.'

After looking at opportunities along the Garden Route and in Durban, he teamed up with local property player Pixley World Investment which had secured the 700ha Eye of Africa site 17km south of Johannesburg two years ago.

'The process was well underway already and I believe the south of Joburg has been neglected,' says Brad. 'We found out that 40 per cent of people in the south own their own properties outright.'

He says 85 per cent of the buyers of stands at the Eye of Africa are residents who will live in the development, and only 15 per cent are investors.

On the local market he observes: 'The investor market is a bit overcooked but there is plenty of opportunity in the gated community market.'



Australian developer Medallist's local trailblazer Brad Tindale lives the on-the-go lifestyle he promotes.

PIONEER FROM DOWN UNDER



Although he has developed homes in various popular styles, his personal favourite type of architecture is a modern 'lightweight home' that is currently popular in Australia. The look includes timber floors, different levels throughout the house, lots of glass and a contemporary, clean design.

The lifestyle here is very similar to Australia, he adds, so he's adapted very well. He's already been trout fishing in Dullstroom (in Mpumalanga) a few times, and has found a team with which he can mountain bike on weekends. Despite this, 'I miss my family and my friends,' Brad admits. But he doesn't mind the global commute every couple of weeks.

He also travels with his wife and three children at least once a year – he's been all over the world but he says their recent trip to Zambia's Royal Livingstone on the Zambezi River was a memorable holiday.

Like most of his South African counterparts he's an avid sport spectator and whenever there's an international series on, he makes a plan to go and watch a game or two. 'When I'm at Loftus stadium I keep a low profile though – I fear for my life if I show support for the Aussies! The rivalry here is unbelievable.' 🇦🇺