

# High Country News

For people who care about the West

## [Western ranch brokers steer investors to another continent](#)

Filed under: [Ranching](#), [Western Culture](#), [Class Warfare](#), [Ennui](#), [Irritating websites](#), [Amusements](#)  
— Ray Ring at 4:41 pm on Tuesday, August 28, 2007

Hall and Hall is a leading seller of Western ranches. The company, in business for 61 years, has headquarters in Billings, Montana, and more salesmen in branch offices in Bozeman and Missoula; Jackson, Wyoming; Sun Valley, Idaho; Denver and two more Colorado cities; Nebraska and Texas.

Sample listing, among dozens of ranches Hall and Hall has for sale at the moment:

Encompassing 255,371± deeded acres and a 500±-acre lake ... Flanked by two large rivers flowing 80 miles along two of the ranch borders ... 70 percent of this land lies within ... the largest wetland in the world. Currently producing 8,000 to 10,000 calves a year and farming soybeans on 12,000± tilled acres with far greater potential. Very high quality ranch improvements and residences with a main airstrip and auxiliary runways for the cow camps. \$50,000,000 ...

If you're interested and want to see the property, keep in mind, it's called *Fazenda Santo Antonio do Paraiso*, and it's in Brazil.

Hall and Hall, you see, has responded to the current mess in the U.S. ranch market — prices soaring, sellers with unrealistic expectations, buyers holding back, causing a slowdown in sales — by listing ranches in South America, where apparently bargains can still be had.

Another sample listing, from Hall and Hall's summer 2007 newsletter:

*Bahia Mala* (a ranch in Chile): Located along 2.5± miles of Pacific beachfront, this ecologically-rich gemstone property includes a comfortable lodge, 4 cabins with views of the ocean and up a river valley to a snowcapped volcano. These 1,730± acres augmented by 17,000+ acres of 30-year concession are truly a paradise 12 miles south of *Raul Marin Balmaceda*. \$3,500,000 ...

Or maybe you would prefer to buy:

*Estancia Pilpilcura* (in Argentina): Only 45 miles NE of *Bariloche*, this classic Patagonia ranch has 7,375± acres with 3+ miles of the *Pichileufu* River, a medium-sized stream known for excellent trout fishing. Residential compound overlooks the river with a superbly constructed 8,000± SF owner's residence plus staff accommodations. The property is a haven for wildlife — eagle, red deer and valley quail. *Pilpilcura* Creek crosses the ranch for 2+ miles. Easy access to the airport. This ranch is a recreational treasure complemented by a working cattle operation. \$3,300,000 ...

Hall and Hall's website is [here](#), and the summer 2007 newsletter is [here](#).