



# MINERAL RIGHTS GUIDE

Find out why mineral and royalty owners trust US Mineral Exchange to sell mineral rights



## ABOUT US MINERAL EXCHANGE

Are you considering selling your mineral and royalty rights? Maybe you are receiving offers, but you're concerned that, without some trustworthy help, you might get much less than your minerals are worth. Maybe it is all the paperwork and the closing process that you find overwhelming.

One thing is for certain, without the proper guidance from industry experts, you could sell for far less than your minerals are worth or get far less at closing than you expected. Very few mineral owners have the tools, information and experience necessary to successfully sell their mineral rights for the highest market value.

This is why mineral and royalty owners have trusted US Mineral Exchange for the sale of their interests for over a decade. Our team at US Mineral Exchange is focused completely on helping mineral owners sell their interests for maximum value. **A quick look at our all our Google Reviews will testify to this!**

When you work with US Mineral Exchange, your property is marketed to our network of the industry's leading mineral and royalty buyers - thousands and thousands of them. Combine this with our custom-built listing platform, and your minerals and royalties get nationwide exposure, fast. But getting the best price is not the only thing to consider. At US Mineral Exchange, we also walk side by side with each of our clients from start to finish, protecting their interests all along the way. You can expect a smooth and clearly defined closing process.

The best part about listing your mineral rights with us is that there is no cost to list, no hidden fees and no obligation to accept any offer you receive. We operate on a flat success-based commission only. If your interest does not sell for the price you want, we simply do not get paid. This aligns our interests 100% with yours; the highest possible sales price and a closed deal. If you are interested in selling your mineral rights, US Mineral Exchange can help ensure you get maximum value!

**Already have an offer?** Most mineral owners get offers in the mail all the time. Listing with us does not affect your existing offers. If we cannot beat your highest offer, you owe us absolutely nothing!

The rest of this mineral guide will provide you with additional information about selling mineral rights. Even if you choose not to sell with our company, you should find the information in this guide valuable.

Sincerely,

Garrett Phelan  
Managing Partner  
US Mineral Exchange



"Please also take a moment and check out our reviews on Google. We work very hard to make sure every mineral owner has an exceptional experience with our company and sells for the highest price possible."



## HOW TO SELL MINERAL RIGHTS FOR MAXIMUM VALUE



When you decide to sell mineral rights, you have a few options:

1. Accept an unsolicited offer
2. Find a buyer on your own
3. Work with an industry expert

When you accept an unsolicited offer you receive in the mail or attempt to locate a buyer on your own, you are leaving significant money on the table. Why is this true? While there certainly can be many legitimate reasons a buyer is making an offer for your mineral and royalty interests, one thing is for certain. They will not explain to you all the reasons why your property is worth more than they are offering to pay. There is certainly no doubt they know more about your property and its potential value than you do. When selling mineral rights, it is not about what you know, but what you do not know that can cost you.

Have you received an offer? You could spend countless hours, days, weeks and even months attempting to find buyers for your property. But even if you feel like you had success, how do you know if you found the buyer willing to pay the most? How do you know if they are financially capable of closing the deal? How do you know if at closing you will actually get paid what you expect to be paid?

The only way to sell your mineral rights for maximum value is to create competition for your mineral rights and market to only financially qualified buyers capable of closing the deal. You also need to fully understand the contracts and paperwork needed to ensure your best interests are protected. This is where we come in. Sellers who partner with US Mineral Exchange receive the highest value for their interests, market to legitimate buyers and we walk each of our sellers through the entire sales and closing process from start to finish.

We have thousands and thousands of the industry's leading financially qualified buyers from all over the nation seeking interests just like yours. Our platform creates a competitive environment that has been proven to over and over again achieve the highest possible sales value.

If you want to sell for the highest price possible, contact us today.



# MINERAL RIGHTS VALUE



If you own mineral rights, chances are you want to know more about mineral rights value. How much are mineral rights worth? Where can I find this information? At US Mineral Exchange our goal is to help mineral owners learn everything they can about their mineral rights.

Mineral owners will search around online hoping to find the answer. Unfortunately, it's impossible to find a direct answer about the value of your mineral rights. There are two primary reasons for this:

## Public Records

When you sell a home, that information becomes public record. Companies like Zillow can pick up this information and put it all together to help estimate the value of your home. Mineral rights are a completely different story because sales information is not public record. This means that access to information about what things are selling for is very limited and unreliable.

## Timing

Unlike most markets where value generally moves slowly in one direction or the other, mineral rights change in value very quickly. We have seen many instances where an area that was extremely active just a few months before is no longer in demand.

With limited information about the value and constantly changing market prices, how can mineral rights value be determined? The market value of mineral rights is determined by what a buyer is willing to pay today for your property.

The only way to find out the exact market value of your mineral rights is to market them for sale to thousands of buyers.



## COMMON MINERAL OWNER MISTAKES

Through our experience helping mineral owners, we have found there are a few common mistakes mineral owners make when it comes to selling mineral rights. Here a few of the most common mistakes we see:



### Accepting the 1st Offer

If there is one mistake that can cost you the most money, this is it. Many mineral owners make the mistake of accepting the first offer. Why is that such a big mistake? You only have a single piece of information. With only one offer in hand, how do you know that's the highest offer that you could receive? If you want to ensure maximum value for selling mineral rights it's extremely important to get competing offers.



### Letters in the mail

Accepting an offer you receive in the mail is frequently a big mistake. Buyers who send letters in the mail are certainly not making their highest offer. Their goal is to locate a mineral owner who has no idea what their rights are worth and get them to sell below market value. Don't let that be you! We have also seen a number of buyers send extremely high offers in the mail. They do this so you'll pick up the phone and contact them. Once you contact them they revise their offer lower "based on certain conditions" and try to convince you to sell.



### Shotgun Approach

Many mineral owners take the shotgun approach. They contact a few buyers and request offers. The problem is that you can't possibly reach out to enough buyers to get a fair price. You also don't know how reputable the buyer is. If you spent time reaching out to 50 buyers, you would be contacting less than 1% of the qualified buyers you could reach by selling mineral rights at US Mineral Exchange.



### Flippers

Did you know that a large percentage of "mineral buyers" are not buyers at all? Many "mineral buyers" have no intention of buying your property. By our estimates over 50% of the "mineral buyers" you find are not actually buying your property. These buyers will convince you to sell at a certain price and get you to sign a contract. They will then turn around and flip that contract to a real buyer making a 20%, 30%, or even 50% profit at your expense. Working with a true end buyer is another key to getting the highest value. At US Mineral Exchange we only work with true end buyers.





## SHOULD YOU SELL MINERAL RIGHTS?







### The case for holding onto mineral rights

If you do not currently need the money for anything and you are willing to hold onto your mineral rights for a long period of time (10+ years), holding might be the right option for you. Here are some of the benefits of holding onto your mineral rights:

-  **LEASING:** When you own the mineral rights, the first step in the drilling process is leasing mineral rights. You will receive a lease bonus when you lease your mineral rights to an operator.
-  **ROYALTIES:** When you hold your mineral rights, you are hoping that your property is leased and eventually drilled on. Once drilling occurs and they locate oil and/or gas, you will be paid for your proportionate share of the income.

### The case for selling mineral rights

Here are some of the benefits of selling mineral rights. These are also some of the most common reasons people decide to sell mineral rights:

-  **TIMING:** Many mineral owners sell mineral rights simply because they don't want to wait years to see if any drilling occurs. If you don't want to hold onto the property for 10+ years to see what happens, selling mineral rights can make sense.
-  **GAMBLE:** Holding onto your mineral rights can be a gamble. The oil and gas industry is facing rapidly increasing pressure to address societal and environmental issues. From climate change conversations to the removal of tax incentives both the industry and mineral owners depend on, the case for holding onto mineral rights long term is certainly changing.
-  **RETIREMENT:** A lot of mineral owners choose to sell during retirement. Doing so will clean up your estate so your heirs inherit cash instead of mineral rights.
-  **FINANCIAL NEED:** There are many individuals who find themselves in a financial situation where they need to sell.

Deciding whether to sell mineral rights or hold onto them is a difficult question. If you find yourself conflicted over whether to sell mineral rights or hold onto them, remember that it's your decision. When comparing selling for cash today instead of holding onto the mineral rights, the best choice is the one that meets your current financial goals.



## US MINERAL EXCHANGE SUCCESS STORIES

Our focus at US Mineral Exchange has always been on mineral and royalty owners. Our company was founded to help mineral and royalty owners sell their interests for maximum value. Below are a just a few actual Google reviews from our clients.

### Sale in Howard County, Texas - Roger P. ★★★★★



“I would highly recommend both USME and their excellent employee, Terra Castagna, as a great resource for anyone looking to determine the value of their mineral interests on the open market. My experience in dealing with them was that they were very professional and of high integrity, which creates a trust relationship that is invaluable. If the opportunity arises, I would definitely not hesitate to use them again!”

### Sale in Midland County, Texas - Ceci W. ★★★★★



“US Mineral Exchange made selling my mineral interest so smooth and easy. They are very professional and offer top notch expertise in helping the seller get his/her best offer.”

### Sale in Caddo County, Louisiana - Kenneth W. ★★★★★



“...They are very knowledgeable and delivered on their promise of finding us a better deal, and quickly I might add. We had an offer prior to dealing with US Mineral Exchange and thought it was a good deal until we learned better through US Mineral Exchange....I can't say enough good things about our experience and would suggest using them to anyone who is interested in selling their mineral rights..”

### Sale in Mountrail, North Dakota - Conley L. ★★★★★



“Thank you very much for helping me thru the selling process of my mineral rights. Your excellent customer service and attention to detail made the process very easy. Your research of the history and records of my rights was extremely helpful in completing this project. Again, thank you for the very professional service.”

### Sale in Leon County, Texas - David T. ★★★★★



“Overall excellent experience. Very professional and responsive staff. They are experts at the minerals business and the process reflected such. The transaction was completed in less than a week and we netted much higher proceeds than we expected. Highly recommended.”

US Mineral Exchange  
2448 East 81st Street, Suite 2046  
Tulsa, Oklahoma 74137



# US MINERAL EXCHANGE



[www.USMineralExchange.com](http://www.USMineralExchange.com)

Call: 888-833-3509  
Email: [gphelan@usmineralexchange.com](mailto:gphelan@usmineralexchange.com)