



Mineral Rights Alliance

Mineral Owner Handbook



www.MineralRightsAlliance.org



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Mineral Rights Value

Figuring out what your mineral rights are worth isn't always straightforward.

There's no fixed price or standard formula because every property is different. Some people use general estimates, like \$0 to \$1,000 per acre for non-producing land, or a multiple of your monthly royalty checks if it's producing. These can be helpful starting points but rarely tell the full story.

The actual value depends on many factors, including whether the property is leased, your royalty percentage, how many acres you own, where the property is located, and whether there's any drilling potential in the area.

One of the biggest things people overlook is future development. A property that looks quiet today could have new wells drilled next year.

If you're getting royalty income, a common approach is to multiply your monthly payments by three to six years. That gives you a rough cash flow estimate, but it doesn't account for upside value from new wells.



Use a mineral rights Broker?

Selling mineral rights without expert help can cost you. Only a broker can show you true market value through competitive bidding. We recommend Texas Royalty Brokers, due to their ability to get maximum value for clients.

Selling based only on current income might mean walking away from a much larger offer.

Even in the same county, one mineral owner might get an offer worth ten times more than another. This is often due to differences in geology, lease terms, or how close the land is to planned drilling activity. That's why "average price per acre" numbers can be misleading.

To really understand what your mineral rights are worth, you need real offers from real buyers. Estimates and online calculators can help frame the conversation, but the true market value is only revealed through competition.

To make sure you don't leave money on the table, it's smart to work with a mineral rights broker who can bring multiple buyers to the table and help you evaluate the best possible offer.



Should you Sell?

Deciding whether to sell mineral rights is a personal choice and often a difficult one. Some owners worry they'll miss out on future value if they sell too early. Others are unsure if their royalty income is worth holding on to. The truth is, there's no guaranteed right or wrong answer, it depends entirely on your situation.

Holding mineral rights can mean waiting years for new drilling that may never come. In the meantime, royalty checks often decline and become less predictable. Some owners also find the income isn't worth the hassle of managing paperwork, taxes, or tracking production.

Selling gives you a lump sum that you can use now. Whether it's to invest, pay off debt, or simplify your estate, that kind of flexibility can be valuable. It also removes the uncertainty of future prices and development timelines. For many, it's a way to take control of an unpredictable asset.

Thinking about Selling?

Talk with a professional broker first to understand your options and avoid leaving money on the table.

Tax treatment is another important factor. Mineral rights that were inherited often qualify for a step-up in basis, which may reduce the taxes owed when you sell. In many cases, you'll pay lower taxes on a sale than you would over time through royalty income.

If you're thinking about selling, the key is to make an informed decision. Don't sell out of fear, but don't hold blindly either. Learn what your rights are worth, consider your long-term goals, and make the choice that works best for you.

If you're still weighing the decision, take the time to explore your options and get a clear picture of what your rights are truly worth before moving forward.



Ready to Sell Mineral Rights?

The right broker can help you attract better offers, avoid mistakes, and close faster, with less stress.

How to Sell Mineral Rights

Selling mineral rights takes more than just accepting the first offer that comes your way. While the process itself is not complicated, getting the best result depends on how well you prepare and how you bring your property to market. The most important part is making sure your property is presented to multiple qualified buyers, not just one group that may give you a low offer.

Most mineral owners don't realize how much the value can vary depending on how it's marketed. A handful of offers from buyers won't reveal true value. The only way to find out what your rights are really worth is to create competition. That means showing your property to a wide pool of potential buyers and letting them bid.

Once buyers know they're not the only ones at the table, they're much more likely to put their best foot forward. This approach consistently produces stronger offers than going with one-off negotiations or a private sale. It also gives you a much clearer picture of what your rights are worth today.

A clean, simple process can still be competitive. Most sales start by gathering some basic documents, like your royalty check details or lease agreements. From there, it's about showing the value and managing the offers. Working with a broker can make this process smooth, fast, and much more effective.

Whether your property is leased, producing income, or just sitting idle, buyers are out there. But they won't all pay the same amount. The way you approach the sale makes a real difference in the final outcome. Getting the paperwork done is the easy part. Getting multiple strong offers is what separates a fair deal from a great one.

Most owners find that working with an experienced broker makes the sale smoother and more competitive. A high quality broker can simplify the paperwork, attract multiple serious buyers, and often increase your net proceeds, making their guidance well worth considering.

Whatever decision you make, do not sell mineral rights until you get competitive bids. If you take one of the offers you receive in the mail you'll be leaving substantial money on the table.



Mineral Rights Brokers: Are they worth it?

Many mineral owners wonder if using a broker is really necessary. While it's possible to sell mineral rights on your own, going solo often means leaving money on the table. A broker's main job is to create competition, and that competition is what drives better offers.

When buyers know they're not the only ones interested, they tend to submit stronger bids and move faster. That dynamic rarely happens in a private, one-on-one sale.

Beyond just attracting more buyers, brokers also help you understand what you're signing. Mineral deeds, purchase agreements, and closing documents are full of legal terms that can be easy to overlook. A good broker will walk you through each contract and explain what matters, helping you avoid mistakes that could cost you later. This alone makes their involvement worth it for many sellers.

Most people only sell mineral rights once in their life. Brokers do it every day. They know how to spot red flags, how to organize paperwork, and how to present your property in the best light.

Our recommendation?

We recommend working with Texas Royalty Brokers. They bring real buyer competition, review contracts carefully, and ensure you get paid safely through escrow.

Their experience keeps the process on track and helps you avoid delays or surprises. They're also a valuable resource when questions come up or when offers need to be negotiated.

An added layer of protection comes from using an escrow process. With a proper closing handled through a title company or escrow agent, you don't hand over your mineral rights until the money is confirmed and secure. This gives you peace of mind and ensures the deal is handled professionally from start to finish.

While it's possible to sell on your own, having a broker on your side reduces risk, improves your outcome, and simplifies the process. For most mineral owners, it's an investment that pays for itself.



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