

MIDTOWN MARKET 2

Harlowton, MT



Wheatland County, Montana

Established Community Grocery & Retail Hub

- Only Grocery Store in Wheatland County
- 470+ Customers Served Daily
- 9,500 Sq Ft | Established 1958
- Full Deli, Bakery, Meat, Produce & Specialty Retail Departments
- Coolers, Freezers & All Equipment Included
- Forklift & Baler Off-Site
- Growth Opportunity Available
- Turnkey Business

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Introduction

A Legacy of Community & Commerce

For over 65 years, under different names and owners, Midtown Market 2 has been the beating heart of Harlowton, Montana — a full-service grocery store with deep community roots, strong financial performance, and a reputation built on trust, selection, and unwavering service to the people of Wheatland County.

The current owners, T&T Midtown Properties, LLP — Travis and Cristal Scott and their business partner Todd Dulaney — became the store's fifth owners twelve years ago and have invested more than \$298,000 in documented capital improvements since 2014. Under their stewardship, the store underwent significant modernization and today stands as a fully equipped, high-volume independent grocery and the county's sole source of full-service retail grocery.

With consistent annual sales and a loyal base of 470+ daily customers drawn from local residents, ranchers, farmers, travelers on US Highway 12, and seasonal traffic — Midtown Market 2 represents both a proven profitable venture and an irreplaceable community investment.

The owners are now offering the store for sale — including real estate, all equipment, business name, and inventory — as they prepare for a well-earned retirement after 12 years of ownership. Transition support of up to 3 months is available. This is an exceptional opportunity to acquire a true Montana community staple with awesome cash flow.

*"County Seat -- Only Grocery Store in County -- Avg. 470 Customers Daily
65+ Years of Community Trust -- Awesome Cash flow"*

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STORE OVERVIEW



Main Store
9,500 sp. ft.

24 x 24 Garage
Forklift & Baler

10 x 16 Freezer
Building

Property Details

Address: 207 3rd St. NE, Harlowton, MT 59036
Zoning: Commercial
Building: 9,500 Sq. Ft. Retail Space (Owned)
Additional: 24 x 24 Garage + 10 x 16 Freezer Building
Foundation: Poured Concrete
Roof: Metal; Recoated every 4-5 yrs.
Flooring: Tile/Concrete – stripped & waxed yearly
RE Taxes: \$4,963.39 annually

Operations at a Glance

Store Hours: M-Sat 7am-8pm | Sunday 8am-5pm
Daily Guests: 470+ Customers
Type: Full-Service Independent Grocery
Est.: 1958 (65+ Year History)
Ownership: 12 Years Under Current Ownership
Key Staff: Available to Stay Post-Sale
Association: Associated Foods Membership

Equipment & Operations

A fully equipped, turn-key grocery operation ready for new ownership.



Included Equipment

- > 2 Walk-In Coolers, 1 large and 1 small
- > 5-Door Glass-Front Freezer Units
- > Lay-Down Freezer Cases
- > Total Independent Compressors - 3 on the roof, 2 in garage, 7 downstairs, and many other independent coolers and freezers throughout the store with their own compressors
- > Deli Prep & Slicing Equipment
- > 2 Commercial Ovens and 1 Proofer
- > Scissor Lift
- > All-LED Lighting (2021 upgrade)
- > Full-Store Shelving
- > 2 POS System computers (upgraded 2019)
- > 3 printers
- > 1 Store Laptops
- > Campbell Racks & Packet Partner
- > Forklift (in rented building)
- > Baler (in rented building)
- > Refrigeration Security and Camera Security



Key Suppliers & Purchasing Power

Midtown Market 2 operates as an Associated Food Stores member, providing access to competitive pricing, exclusive vendor programs, and an estimated \$150,000 in annual rebates. AFS membership transfer fee is approximately \$27,000.

Additional key vendors include Coca-Cola, Pepsi, Frito Lay, Summit, Briggs, and numerous local/regional suppliers — all with established relationships that transfer with the business.

Capital Improvements

Over \$329,000 in documented improvements since 2014 — continuously reinvested.

Year	Investment	Improvements
2014	\$15,580	Dairy compressor, backroom shelving, outside lights, electrical panel upgrades
2015	\$57,800	Aisle markers, data, cordless phones, POS upgrades, produce compressor, deli oven, electrical, meat racks
2016	\$5,000	Roof redone
2017	\$24,000	Front & rear doors, door signage, outside freezer compressor, freezer doors, deli scale
2018	\$35,650	Bathroom remodel, tile repair, new scrubber, commercial fryer, storefront repaint, 2 laptops, walk-in-compressor, lay-down freezer, garage door
2019	\$20,450	Produce scale, full POS upgrade server & front-end systems, pillar & new tin, 5-door freezer rebuild
2020	\$33,400	Fixed & sealed parking lot, new fresh meat compressor, meat dept. remodel, case compressor, beer compressor
2021	\$17,100	All-new LED lighting, plumbing & floor drain replacement, 5-door freezer rebuild, new lay-down freezer
2022	\$74,350	New bakery equipment, freezer doors rebuilt, new deli prep, new wireless scanners, cooler, 2 laptops
2023	\$9,500	2nd outdoor freezer compressor, freezer lights to LED, new block shelf straps, Campbell racks, packet pushers
2024	\$12,950	Air fryer, 2-door cooler, 2-door freezer unit
2025	\$14,150	Downstairs complete sewer plumbing redo & sump pump, new on-demand hot water heater
2026	\$9,500	All property asphalt was crack sealed and resurfaced

TOTAL: \$329,430 (plus ongoing reinvestment)



Market Position & Community



The Only Store in the County

Midtown Market 2 holds an unrivaled position — it is the sole full-service grocery store in Wheatland County. The nearest competitor is 47 miles east in Lewistown, creating a truly captive customer base.

Harlowton is the Wheatland County seat with a stable population base and a new hospital that continues to draw families to the community. The store draws from local residents, ranchers, farmers, highway travelers on US-12, and seasonal visitors — averaging 470+ customers every single day.

Primary Customer Base

- Local Residents**
Harlowton families and rural households
- Ranchers & Farmers**
Large-basket agricultural buyers; year-round
- Travelers**
US Highway 12 corridor — steady traffic
- Seasonal**
Hunters, recreationists, seasonal workers

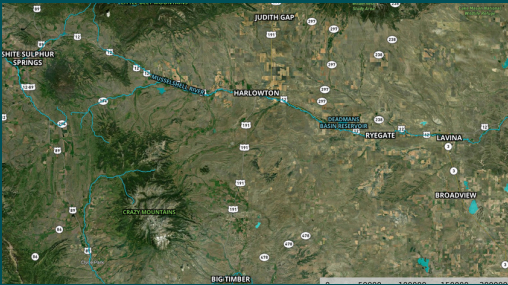
470+ Daily Customers	\$4.85M+ Annual Sales	47 Miles Nearest Competitor	65+ Years Community Presence
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Details

Location & Access

Midtown Market 2 is located in Harlowton, Montana.

Billings.....97 miles to the south
Great Falls.....109 miles to the nw
Lewistown.....57 miles to the east (nearest competitor)
Roundup.....57 miles to the se
US-12 Corridor.....Direct highway access



Utilities & Services

Electricity.....NorthWestern Energy
Natural Gas.....approx. \$3,850/mo
combined elec/gas
Water.....City of Harlowton; Well
Sewer.....City of Harlowton
Heating.....6 gas over-hang units
Taxes.....\$4,963.38



Elevation, Climate & Precipitation

Elevation range: 4,285 ft.

Annual average high.....58°F
Annual average low.....30°F
Average Annual precipitation.....13.18 inches
Average Annual Snowfall.....21 inches
Climate: semi-arid climate with hot summer days and cold winter nights

Facts

- Departments – grocery, deli, bakery, dairy, frozen, meat produce, and general merchandise
- Ammo, sporting goods, hardware, automotive, kitchen items, vitamins, over-the-counter medications, health care products
- Deli hot and cold case, ready-to-go breakfast burritos, hot food, sandwiches and much more
- Specialty good section
- Greeting card section
- Small floral & plant section
- Newspapers, magazines
- Local & made-in-Montana products
- Lottery
- USDA Choice Beef
- Custom meat/cheese, veggies, fruit trays
- Signature in-house built items: take and bake pizzas, salsa, fajita mix, stuffed mushrooms, parfaits, salads, sandwiches, and much more!
- ATM
- Largest wine selection in the county
- Open Parking room for large trailers, RVS, & semis
- Pre-pay charge accouts for customer convenience



Growth Opportunities

A strong foundation with multiple identified paths to expand revenue.



Add Prepared Foods & Deli Expansion

The store has a full deli and meat department. Expanding into hot prepared foods — rotisserie chicken, hot bar, grab-and-go meals — is an untapped revenue stream serving local families and travelers alike. Prepared food margins typically exceed standard grocery by 15-25 percentage points.

Online Ordering & Delivery

Rural grocery e-commerce is a fast-growing segment. Implementing curbside pickup or local delivery can expand reach into surrounding ranches and farms, capturing orders that currently make the 47-mile trip to Lewistown or go unfulfilled entirely.

Expanded Product Selection

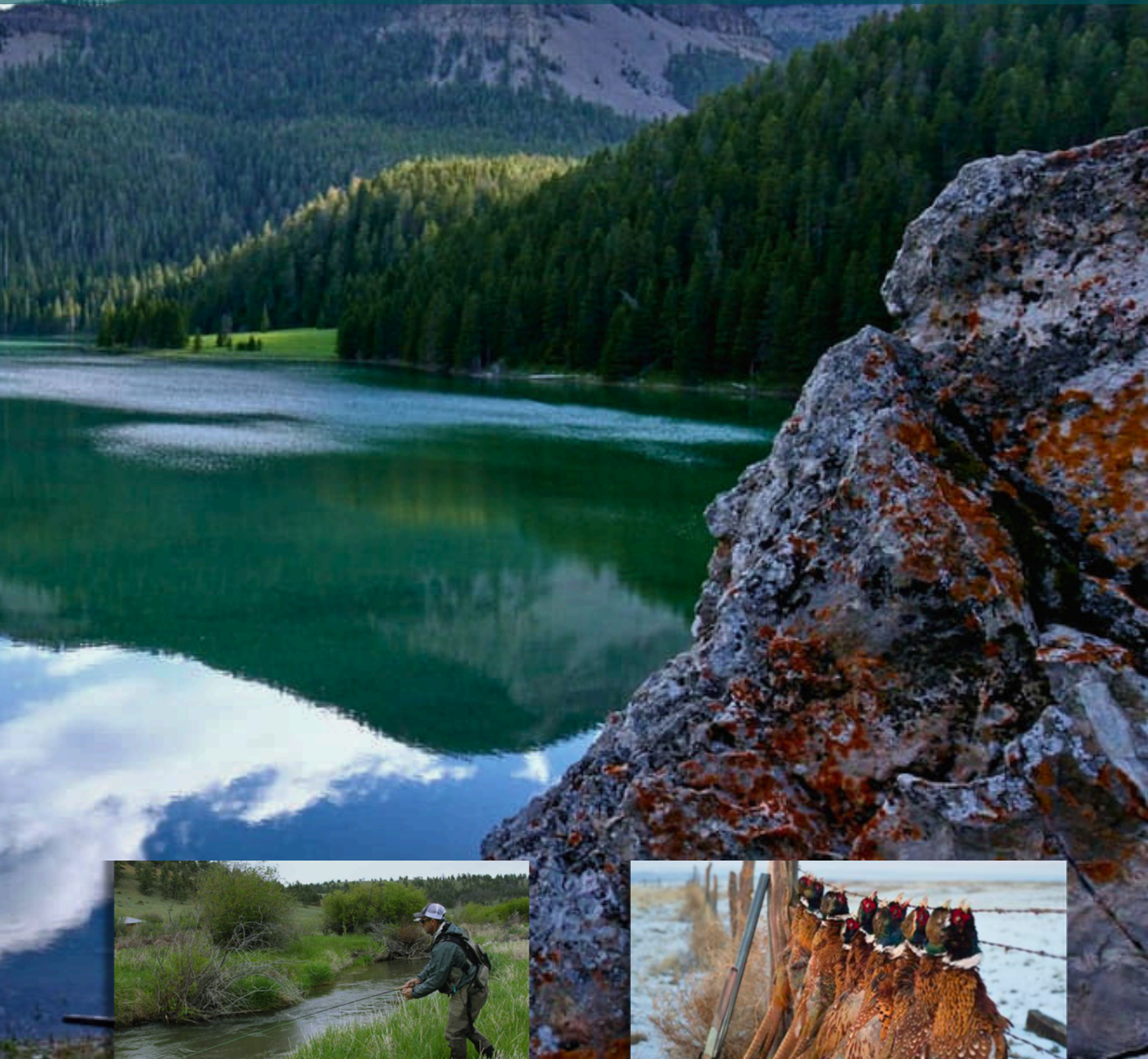
Adding organic, specialty, or local Montana producer sections could increase average basket size and appeal to health-conscious consumers. Direct partnership with Montana ranchers for local beef, eggs, or produce is a natural extension for a store serving an agricultural community.



The store is primed for the right owner to take it to the next level.

Year-Round Recreation

Central Montana's Premier Outdoor Gateway · Harlowton, MT



Fall Hunting Season

Every autumn, hunters from across Montana and beyond descend on Wheatland County — and every

one of them passes through Harlowton. With pronghorn antelope blanketing the open prairies, mule deer haunting the Musselshell breaks, and elk retreating into the Little Belt, Castle, and Crazy Mountains — all within an hour's drive — this corner of Central Montana delivers world-class big game hunting at the doorstep of every camp stocked up at Midtown Market.

Wheatland County sits at the heart of Montana's legendary upland bird belt. Ring-necked pheasants flourish in the irrigated draws and CRP grasslands, while Hungarian partridge and sharp-tailed grouse provide fast-flushing action across the rolling wheat stubble fields that stretch in every direction. Local landowners have historically welcomed respectful hunters, making walk-in and block management access more abundant here than in most corners of the state.

The fall season runs from early September through late November, bringing a sustained surge of out-of-town visitors stocking up on camp provisions, ice, snacks, beverages, deli items, and fresh produce. Midtown Market 2 is the only full-service grocery store within 47 miles, making it the uncontested supply hub for every hunting camp in the region.



Hunting season delivers a reliable annual revenue spike — hundreds of out-of-town shoppers loading up before heading to camp.

Summer transforms the Harlowton area into a playground for outdoor enthusiasts. Campers, anglers, hikers,

and off-road adventurers converge on Central Montana's public lands from Memorial Day through Labor Day – and Midtown Market 2 is their basecamp for supplies.

Three mountain ranges encircle Harlowton, each offering its own summer playground. The Little Belt Mountains to the northwest deliver hundreds of miles of ATV and OHV trails, alpine camping, and spectacular ridge hikes – the Kings Hill area draws families seeking cool relief from summer heat, while the Smith River drainage rewards anglers and paddlers alike. The Castle Mountains offer rugged backcountry terrain for horseback riders, hikers, & off-road enthusiasts exploring historic mining country and remote BLM land. To the southwest, the dramatic Crazy Mountains rise sharply from the prairie, beckoning serious hikers and wildlife photographers with sweeping views and some of the most iconic scenery in all of Montana.

The Musselshell River runs through the heart of Wheatland County, offering paddling, wade fishing, and riverside camping. Rock hounds explore the area's celebrated agate and petrified wood deposits, while photographers and birders find endless reward in the county's diverse prairie habitat.

Winter Recreation

Winter brings snowmobilers to the Little Belt Mountains trail network and the renowned Kings Hill snowmobile corridor, while ice fishermen head to Deadman's Basin Reservoir, 20 miles east, for Kokanee Salmon & Tiger Muskie. The Castle Mountains offer quiet backcountry snowshoeing and cross-country routes for those seeking solitude over groomed trails. Late-season upland bird hunting and coyote calling in the Crazy Mountain foothills keep outdoorsmen in the field well into February – and every one of them stocks up at the only full-service grocery between Billings and Lewistown.



Hunting & Fishing

Hunting

Wheatland County sits in one of Montana's most productive big game corridors. Pronghorn antelope are found in exceptional numbers across the county's open grasslands — harvest success rates consistently rank among the highest in the state. The rolling breaks along the Musselshell River harbor mule deer populations that attract dedicated hunters year after year.

White-tailed deer thrive in the cottonwood-lined river bottoms and draw hunting access is widely available through Block Management and Walk-In Area programs. The Little Belt Mountains offer timbered elk habitat to the northwest, the Castle Mountains provide mule deer and black bear country to the west, and the dramatic Crazy Mountains to the southwest draw serious elk hunters each September with archery and early-rifle seasons in some of Montana's most iconic backcountry.

The county's wheat and grain stubble fields are a magnet for upland birds. Ring-necked pheasant, sharp-tailed grouse, and Hungarian partridge populations are sustained by the region's mix of cropland and native grassland cover. Bird hunters routinely describe Wheatland County as one of the last undiscovered gems of the Northern Plains upland bird circuit.

Montana hunting seasons are set by Fish, Wildlife & Parks and vary by species and district. The general deer and antelope rifle season typically runs mid-October through late November, while upland bird season opens in early September and extends through February for some species. Nonresident licenses are available; combination licenses covering multiple species are a popular choice for visiting hunters.

Fishing

The Musselshell River flows directly through Wheatland County, offering accessible wade fishing and bank angling for brown trout, channel catfish, and smallmouth bass. Numerous fishing access sites managed by Montana FWP provide easy river entry for locals and visiting anglers alike throughout the season.

Deadman's Basin Reservoir, located approx. 20 miles east of Harlowton in Golden Valley County, is one of Central Montana's premier Tiger Muskie and Kokanee Salmon fisheries. The reservoir is home for the state Tiger Muskie record of 38.75 lbs in 2011!

Martinsdale Reservoir, just 32 miles from Harlowton, is one of Central Montana's premier trout fisheries. The reservoir supports excellent populations of both rainbow and brown trout, drawing fly anglers and spin fishermen throughout the open-water season. Its consistent hatches and scenic setting make it a destination worth the short drive from town.

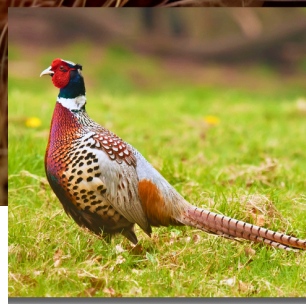
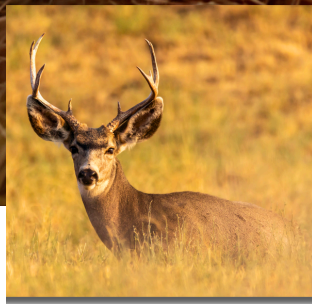
The Judith River drainage to the north and the Clark's Fork of the Yellowstone to the south broaden the regional fishery considerably. Both rivers support wild trout and offer miles of public access. The stretch of Clark's Fork near Lavina, roughly 45 minutes south, is a favored destination for fly anglers seeking uncrowded water and rising browns.

Fishing season on most waters runs spring ice-out through late fall, with the warmwater bite on the Musselshell peaking in June and July. Many visiting anglers combine a fishing trip with upland bird or deer hunting — spending multiple days in the area and making multiple supply runs to Midtown Market 2.

Where Every Outdoor Season

Ends at Midtown Market 2

47 miles to nearest competitor • The only full-service grocery in Wheatland County



Maps



Maps



Maps





Offering Price & Conditions of Sale

The Midtown Market 2 is offered at \$2,800,000 cash or at terms acceptable to the seller.

The conditions of sale are as follows:

1. Buyer shall provide evidence of financial capability in a form acceptable to Seller (such as a bank letter, certified proof of funds, or lender pre-approval for the full purchase price).
2. Personal property will be transferred via bill of sale at closing.
3. Financials available upon execution of a Non-Disclosure Agreement (NDA).
4. The sale includes both real property and business operations, equipment, inventory, and goodwill.
5. Seller will consider all reasonable offers from proven qualified buyers.

This entire offering is subject to errors omissions, prior sale, change or withdrawal without notice and approval of purchase by the seller. Information regarding property operations, income and expense figures, occupancy rates, and potential returns are provided as general guidelines only and have been obtained from sources deemed reliable. However, accuracy is not guaranteed, and prospective buyers are encouraged to conduct their own independent verification and due diligence.



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