

CBRE PERSPECTIVE – MIDWEST

Electricity – Neutral to Bearish

Summer has historically offered opportunities to fix prices at value levels (see Figure C).

- Mild weather in Spring and low natural gas prices have kept **long term prices low** compared to recent price spikes
- Current 12 month price quotes are **below long run and weighted averages** and at the 28th percentile – meaning about 72% of the time one would expect prices to be higher.
- Now is a **good opportunity** to purchase and/or review your 2018 contract status – call and we will put a strategy in place to take advantage of this opportunity

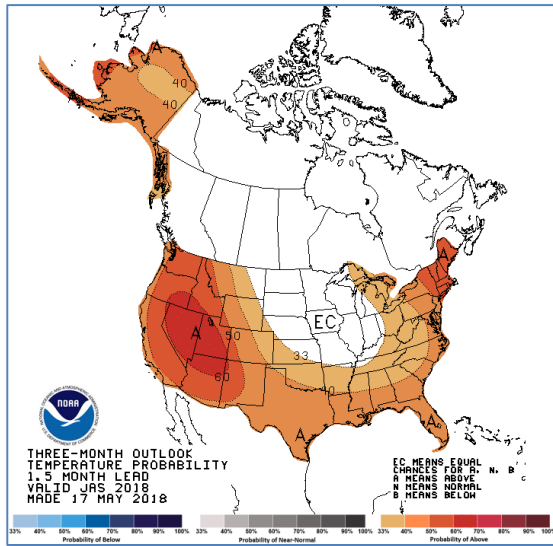


FIGURE B: Weather graph – deviation from normal

ELECTRIC PRICE

This Winter saw electricity price volatility return after 3 years of stability but quickly returned to the mean. Summer can still provide value.

- 3 out of the past 4 Summers had prices below the rolling average indicating a **value buy opportunity**
- Rolling 12 month average shows the strong mean reversion – **price spikes are short lived**
- Current price quotes are in line with the rolling average and a **value** from a historic perspective

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FIGURE A: Historic Price Distribution – Value Price in Green and Risk in Orange

WEATHER

Spring – cooler than normal temperatures continued from Winter into Spring.

- **Weather has started to break** – cold weather is diminishing and mild (and even warm) is setting in
- **Hot weather** may provide **price volatility** based on the price reaction to cold weather this past Winter
- NOAA forecast is projecting an equal probability for a **cooler or warmer than normal Summer** – need to watch natural gas competition between injections and generation (Figure B)

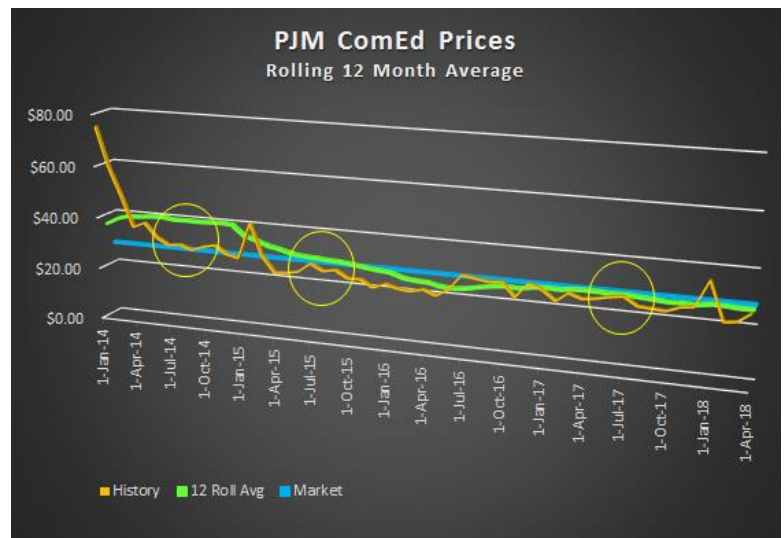


FIGURE C: Price History and Quote – comparison of monthly average, 12 month average and current quote