

**Second Quarter 2021  
Residential Market Report**

# Hamptons

**Brown Harris Stevens**

# Second Quarter 2021 Market Report

We are pleased to present our Second Quarter 2021 Hamptons + North Fork market report. With an impressive increase the number of sales, a record high dollar volume, and the highest average and median sales prices to date, the Hamptons real estate market is stronger than ever.

After a year of frenzied buying activity accelerated by the Covid-19 pandemic, it appears that the market is entering a more stable, less reactive environment. Although we continue to be in a strong seller's market – with demand outpacing inventory – as more new sellers are motivated to put their home on the market due to rising sale prices, there will tend to be fewer buyers able or willing to pay the higher prices, or at least more likely to wait rather than make an impulsive offer.

As in any market condition, proper pricing is key. Sellers trying to ride the wave of the recent high prices may initially list their properties too aggressively. A scarcity or absence of offers is a clear indication of overpricing and results in more days on the market and, eventually, price reductions or other concessions. Inevitably, overpricing will lead to an increased inventory as listings stay on the market longer. With the possibility of more options available, the pendulum may start to swing from a seller's market to a buyer's market.

Looking ahead, the major variables that will impact the Hamptons market are the Delta variant spread, travel destinations opening, and the return to in-person school and work environments. Time will tell how the market will develop in the second half of 2021, but as the following data shows, real estate in the Hamptons continues to demonstrate its long term strength and resilience.

**Robert M. Nelson**

Executive Managing Director

Brown Harris Stevens of the Hamptons, LLC

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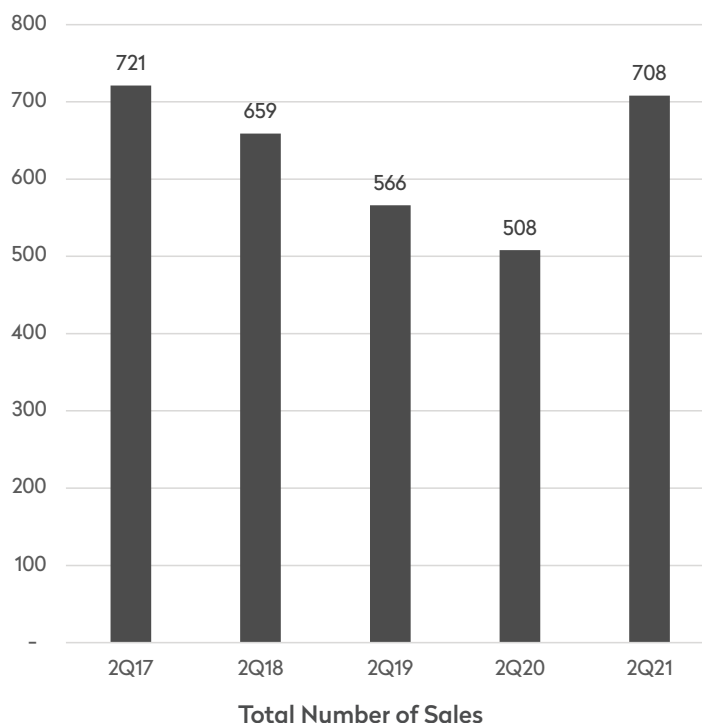
# Hamptons

## Sales Continue to Rise

High demand and low inventory continued to define the Hamptons real estate market in the Second Quarter of 2021. The result was another quarter of year-over-year increases in the number of sales, average and median prices and total dollar volume.

Rising by 39.4%, sales of single-family homes in the Hamptons achieved a high of 708 in 2Q21.

The Total Dollar Volume for 2Q21 soared 90.9% as compared to 2Q20, with a total of \$2.127 Billion.



**+90.9%**

Dollar Volume  
2Q21 vs. 2Q20

**+37%**

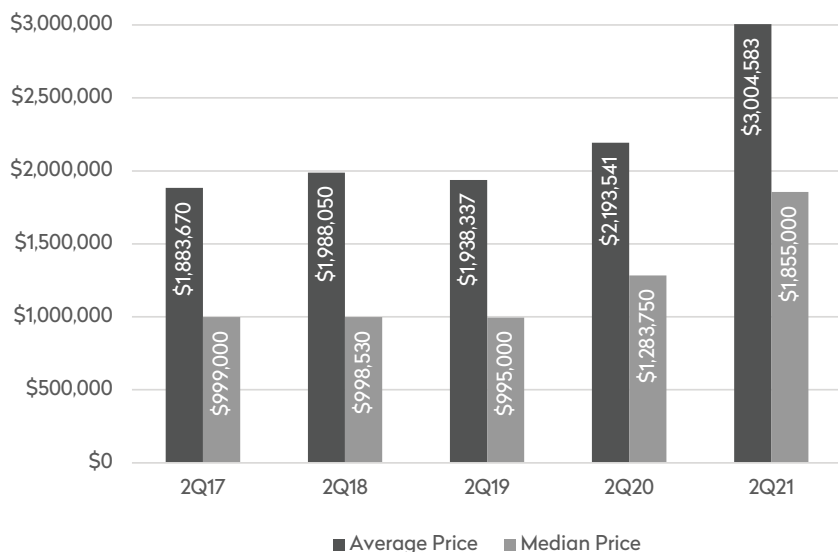
Average Sold Price  
2Q21 vs. 2Q20

**+39.4%**

Number of Sales  
2Q21 vs. 2Q20

## Record High Average and Median Sales Prices

The average sales price in the Hamptons averaged \$3,004,582 during 2Q21, an increase of 37% from 2Q20. Fueled by significant increases in sales above \$1M, the median price – which measures the middle of the market – jumped 44.5% to \$1,855,000. These figures represent the highest recorded average and median prices to date.



Data for this report is sourced from The Real Estate Report Inc. and East End LI and references single-family residential real estate transactions. Based upon data available as of July 16, 2021. 2Q21 data is preliminary and subject to revision in future reports.

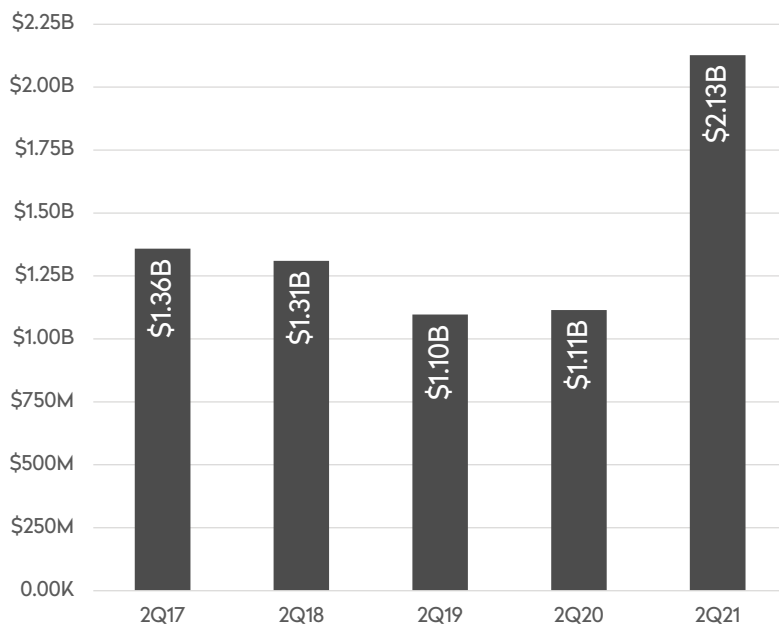
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# Hamptons

## Dollar Volume

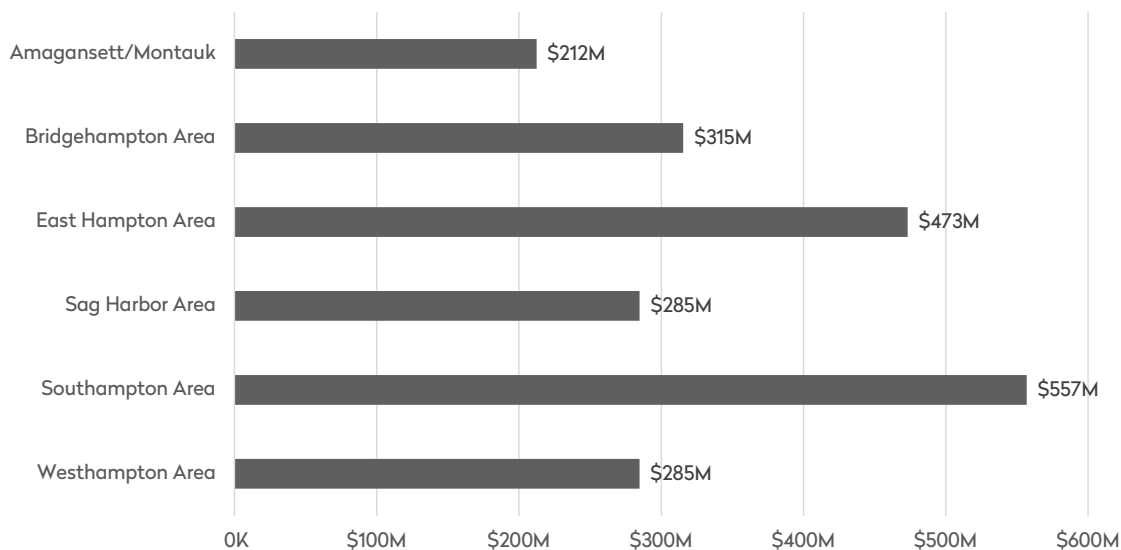
### Total Dollar Volume - 2017 to 2021

The increase in the number of sales above \$1M, and in particular those over \$10M, led to a near doubling of total dollar volume, rising 90.9% from \$1.11B in 2Q20 to a Second Quarter record of \$2.13 Billion in 2Q21.



### 2Q21 Dollar Volume by Area

The total dollar volume by area is impacted by both the number of sales and the average sales price within each respective area. For most regions percentage of the number of sales and dollar volume are fairly proportional. Two consistent outliers are the Bridgehampton/Sagaponack area and the Westhampton area. The Bridgehampton Area accounted for 7.9% of the total number of sales but garnered 15% of dollar volume, while the Westhampton area, reflecting lower average prices, had 23.6% of total transactions and yielded 13% of the dollar volume.

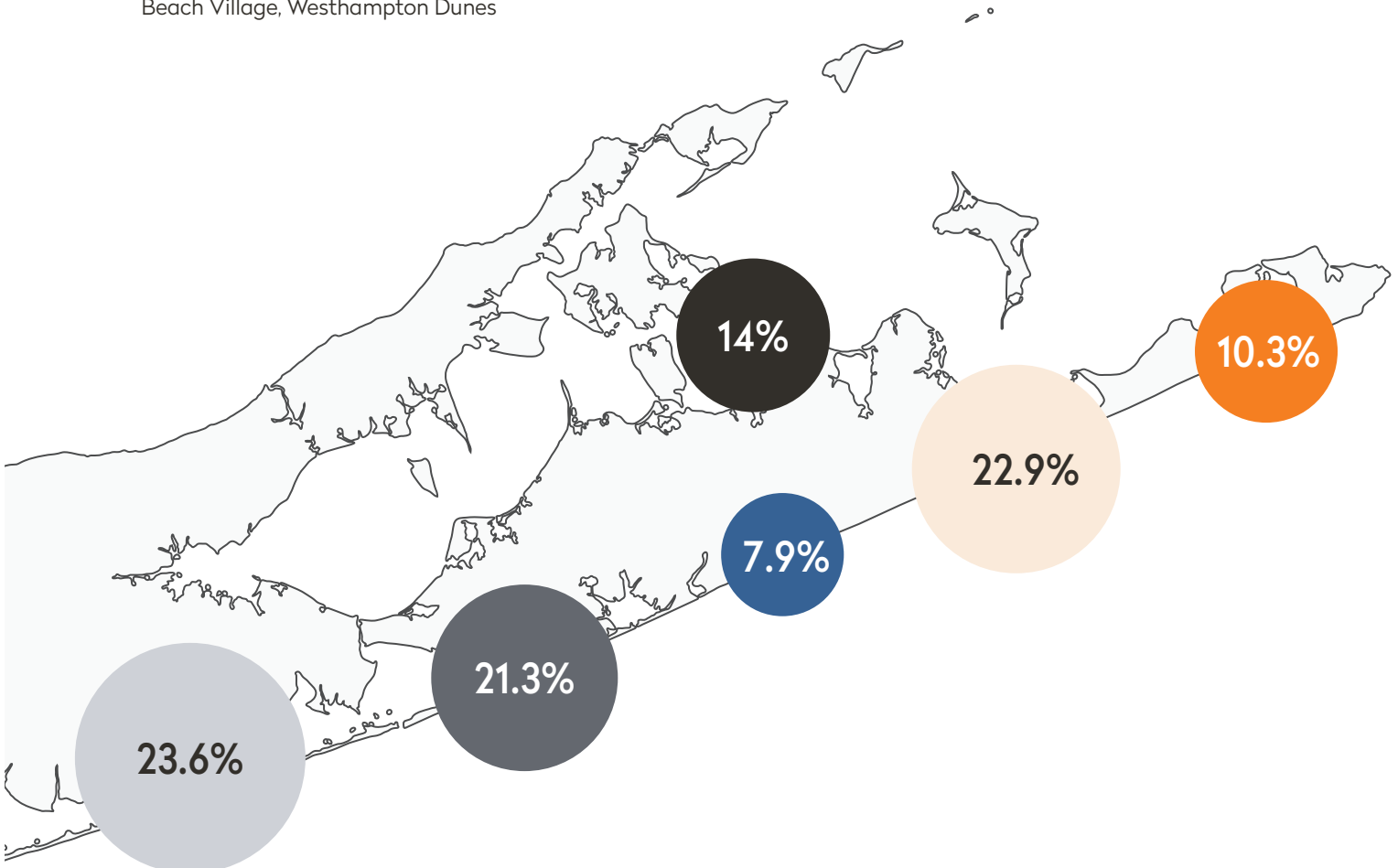


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# Hamptons

## Percentage of Sales by Area

- Amagansett/Montauk - 73 Sales**
- East Hampton - 162 Sales**  
Includes East Hampton, East Hampton Village and Wainscott
- Bridgehampton Area - 56 Sales**  
Includes Bridgehampton and Sagaponack
- Sag Harbor Area - 99 Sales**  
Includes North Haven, Noyac, Sag Harbor, Sag Harbor Village, and Shelter Island
- Southampton Area - 151 Sales**  
Includes North Sea, Southampton, Southampton Village and Water Mill
- Westhampton Area - 167 Sales**  
Includes East Quogue, Eastport, Hampton Bays, Quogue, Quogue Village, Remsenburg, Speonk, Westhampton, Westhampton Beach, Westhampton Beach Village, Westhampton Dunes



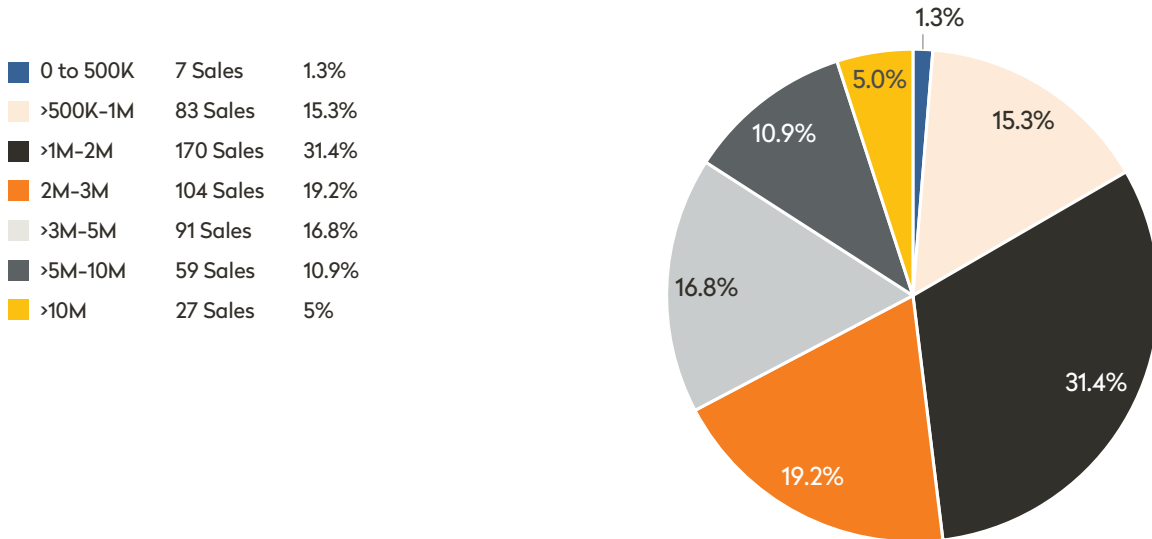
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# Hamptons

## Percentage of Sales by Price

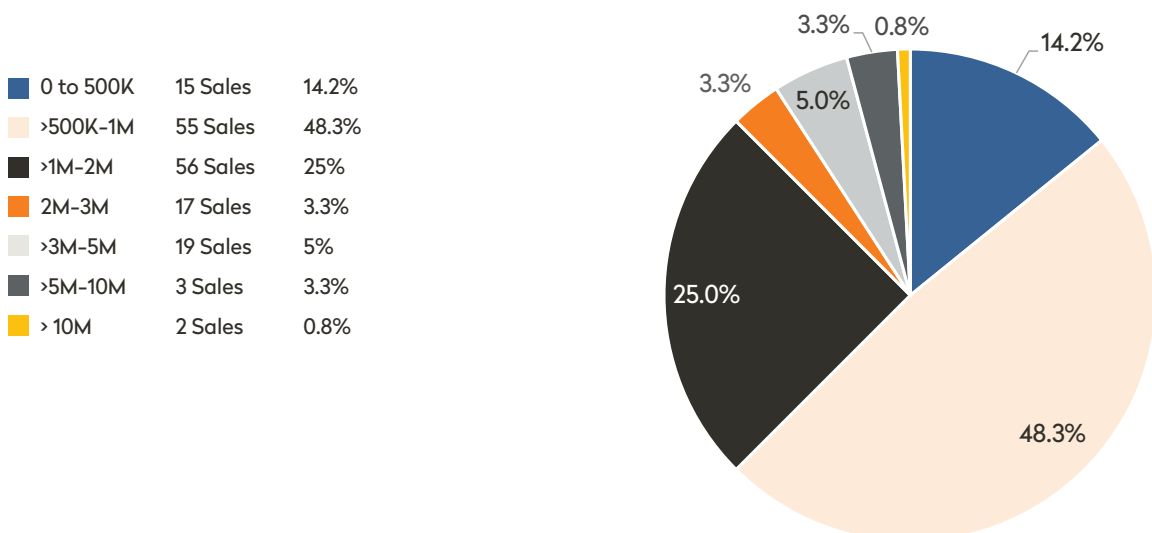
### Hamptons East of the Shinnecock Canal

The single largest category of sales in the eastern part of the Hamptons was the \$1 million to \$2 million range, with 170 sales in 2Q21, accounting for 31.4% of transactions.



### Hamptons West of the Shinnecock Canal

With a higher availability of more moderately priced houses, the Hamptons west of the Shinnecock Canal saw larger percentages of sales in the under \$1 Million ranges, with nearly half (48.3%) of all sales between \$500,000 and \$1M.

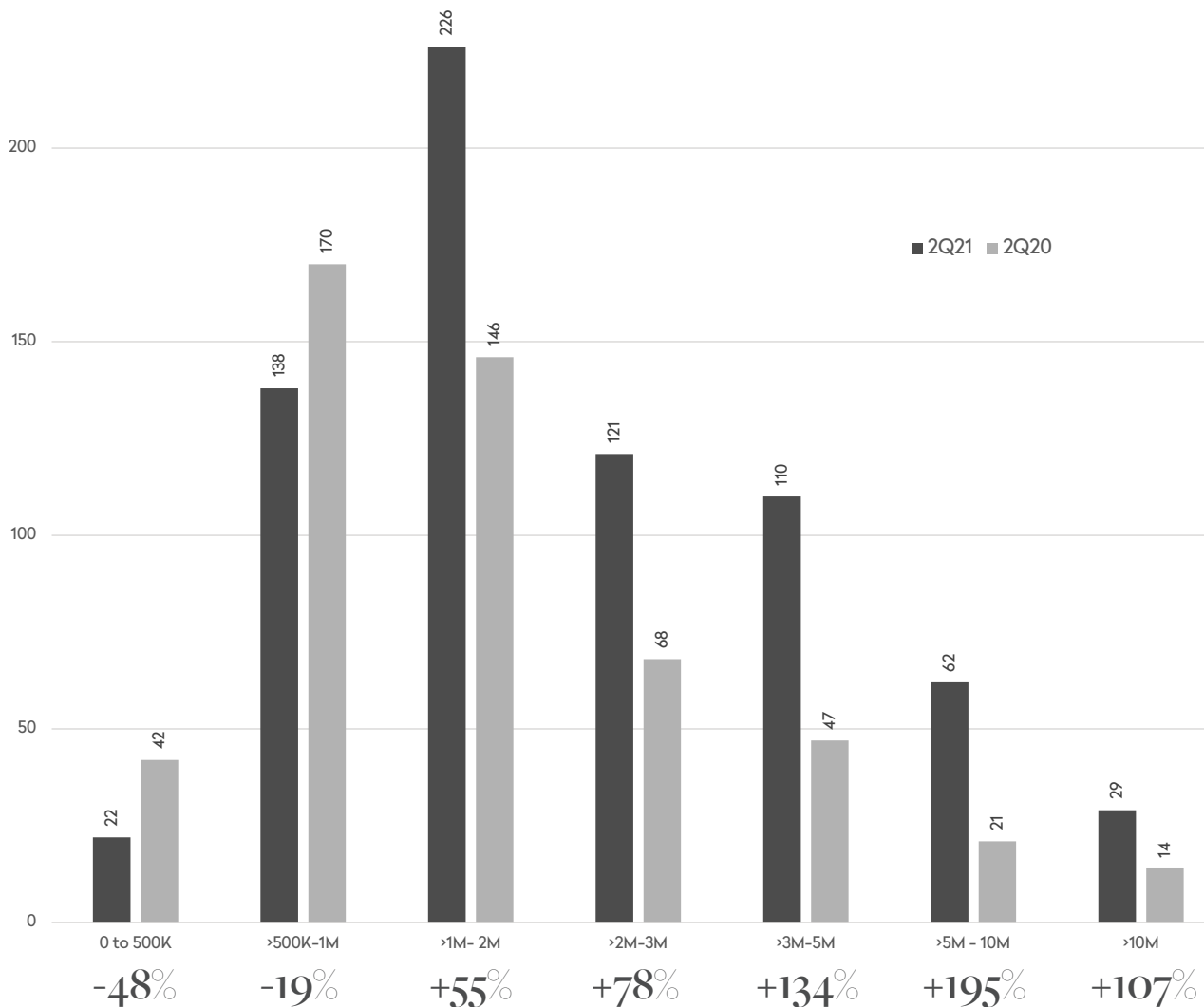


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# Hamptons

## Number of All South Fork Sales by Price: 2Q21 vs. 2Q20

Across the entire South Fork, all price range categories above \$1M experienced significant increases in the Second Quarter of 2021 as compared to 2Q20. Sales declined in the under \$1M ranges; a result more of a lack of available properties than decreased demand. The ultra high-end, above \$10M, recorded an impressive 29 sales, a 107% increase compared to the 14 recorded in 2Q20. These 29 sales accounted for 23.4% of the total dollar volume.



2Q 2021

# Hamptons

## Single-Family Homes – East of the Shinnecock Canal

### Amagansett

	Median Price	Average Price	Sales	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
2Q19	\$2,375,000	\$3,645,841	22	0	5	5	2	5	4	1
2Q20	\$2,250,000	\$3,932,647	17	0	1	7	3	2	3	1
2Q21	\$2,715,000	\$3,596,540	29	0	5	3	11	6	2	2

### Bridgehampton

	Median Price	Average Price	Sales	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
2Q19	\$2,500,000	\$5,920,636	23	0	1	8	5	2	5	2
2Q20	\$3,337,500	\$4,658,500	26	0	2	7	2	9	4	2
2Q21	\$3,200,000	\$5,045,651	45	0	2	9	10	9	12	3

### East Hampton

	Median Price	Average Price	Sales	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
2Q19	\$995,000	\$1,339,829	104	7	46	29	9	6	2	0
2Q20	\$1,255,000	\$1,576,837	104	4	37	38	15	9	1	0
2Q21	\$1,712,500	\$2,000,325	116	0	23	50	27	14	2	0

### East Hampton Village

	Median Price	Average Price	Sales	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
2Q19	\$3,450,000	\$3,329,400	10	0	1	3	0	4	2	0
2Q20	\$3,500,000	\$7,159,615	13	0	1	2	3	2	3	2
2Q21	\$3,447,500	\$4,751,583	30	0	0	5	6	12	5	2

### Montauk

	Median Price	Average Price	Sales	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
2Q19	\$1,200,000	\$1,574,524	28	1	10	12	2	2	1	0
2Q20	\$1,200,000	\$1,774,165	17	0	7	4	4	2	0	0
2Q21	\$1,825,500	\$2,457,018	44	6	6	16	6	7	2	1

2Q 2021

# Hamptons

## Single-Family Homes – East of the Shinnecock Canal

### North Haven

	Median Price	Average Price	Sales	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
2Q19	\$2,875,000	\$3,888,375	10	0	0	3	2	4	0	1
2Q20	\$1,582,500	\$2,954,092	12	0	2	5	2	1	1	1
2Q21	\$2,750,000	\$6,092,227	11	0	1	1	4	0	2	3

### Sag Harbor

	Median Price	Average Price	Sales	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
2Q19	\$965,000	\$1,313,035	27	3	12	8	2	2	0	0
2Q20	\$1,380,000	\$1,821,324	25	0	8	10	3	3	1	0
2Q21	\$1,300,000	\$1,735,470	35	0	8	20	3	3	1	0

### Sag Harbor Village

	Median Price	Average Price	Sales	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
2Q19	\$1,700,000	\$1,968,370	23	0	4	10	6	3	0	0
2Q20	\$1,350,000	\$2,116,430	13	0	3	4	3	3	0	0
2Q21	\$2,800,000	\$3,222,878	41	0	3	10	9	13	6	0

### Sagaponack

	Median Price	Average Price	Sales	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
2Q19	\$5,105,900	\$6,449,500	6	0	0	1	0	2	2	1
2Q20	\$5,250,000	\$5,250,000	1	0	0	0	0	0	1	0
2Q21	\$7,100,000	\$8,035,909	11	0	0	2	0	2	2	5

### Shelter Island

	Median Price	Average Price	Sales	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
2Q19	\$1,115,000	\$1,636,406	16	1	7	5	1	1	1	0
2Q20	\$1,406,250	\$1,579,286	14	1	4	5	3	1	0	0
2Q21	\$1,642,500	\$2,076,167	12	0	1	7	1	3	0	0

2Q 2021

# Hamptons

## Single-Family Homes – East of the Shinnecock Canal

### Southampton

	Median Price	Average Price	Sales	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
2Q19	\$762,500	\$1,318,175	54	7	27	11	4	4	1	0
2Q20	\$942,500	\$1,227,016	53	3	27	14	8	1	0	0
2Q21	\$1,300,000	\$2,067,322	85	0	30	32	11	6	4	2

### Southampton Village

	Median Price	Average Price	Sales	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
2Q19	\$3,390,000	\$5,889,854	24	0	2	5	4	6	2	5
2Q20	\$2,850,000	\$5,499,460	25	0	2	4	9	4	2	4
2Q21	\$2,925,000	\$5,345,049	41	1	3	8	10	7	8	4

### Wainscott

	Median Price	Average Price	Sales	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
2Q19	\$1,500,000	\$1,827,500	3	0	0	2	1	0	0	0
2Q20	\$1,600,000	\$2,998,458	15	0	3	7	1	3	0	1
2Q21	\$2,525,000	\$6,157,875	16	0	1	5	4	2	2	2

### Water Mill

	Median Price	Average Price	Sales	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
2Q19	\$2,950,000	\$3,999,696	23	1	0	8	3	6	4	1
2Q20	\$1,695,000	\$2,682,545	22	0	3	10	4	2	2	1
2Q21	\$5,365,000	\$6,476,180	25	0	0	2	2	7	11	3

2Q 2021

# Hamptons

## Single-Family Homes – West of the Shinnecock Canal

### Eastport

	Median Price	Average Price	Sales	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
2Q19	\$393,250	\$393,250	2	2	0	0	0	0	0	0
2Q20	\$1,050,000	\$1,050,000	1	0	0	1	0	0	0	0
2Q21	\$622,500	\$821,560	4	1	2	1	0	0	0	0

### East Quogue

	Median Price	Average Price	Sales	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
2Q19	\$700,000	\$798,718	29	4	19	6	0	0	0	0
2Q20	\$555,500	\$680,667	20	7	10	3	0	0	0	0
2Q21	\$1,055,000	\$1,158,454	31	3	12	13	3	0	0	0

### Hampton Bays

	Median Price	Average Price	Sales	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
2Q19	\$500,960	\$583,473	92	46	43	2	0	1	0	0
2Q20	\$572,500	\$642,392	58	21	33	4	0	0	0	0
2Q21	\$825,000	\$932,372	39	5	21	13	0	0	0	0

### Quogue

	Median Price	Average Price	Sales	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
2Q19	\$450,000	\$561,250	4	3	1	0	0	0	0	0
2Q20	\$800,000	\$1,115,912	5	0	3	1	1	0	0	0
2Q21	\$2,075,000	\$2,315,000	4	0	0	2	1	1	0	0

### Quogue

	Median Price	Average Price	Sales	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
2Q19	\$1,175,000	\$1,921,613	15	0	3	8	0	4	0	0
2Q20	\$1,760,000	\$4,240,100	15	0	3	5	2	2	1	2
2Q21	\$3,137,500	\$3,550,481	26	0	1	7	3	13	0	2

2Q 2021

# Hamptons

## Single-Family Homes – West of the Shinnecock Canal

### Remsenburg

	Median Price	Average Price	Sales	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
2Q19	\$705,000	\$1,014,484	8	1	6	0	0	1	0	0
2Q20	\$1,100,000	\$1,353,702	13	1	5	5	1	1	0	0
2Q21	\$1,515,000	\$1,805,769	13	0	3	7	2	0	1	0

### Speonk

	Median Price	Average Price	Sales	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
2Q19	\$311,625	\$311,625	2	2	0	0	0	0	0	0
2Q20	\$612,500	\$609,500	4	1	3	0	0	0	0	0
2Q21	\$430,000	\$430,000	2	1	1	0	0	0	0	0

### Westhampton

	Median Price	Average Price	Sales	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
2Q19	\$740,000	\$784,822	15	5	7	3	0	0	0	0
2Q20	\$967,500	\$962,994	15	3	7	5	0	0	0	0
2Q21	\$1,412,500	\$1,648,111	18	0	6	7	3	2	0	0

### Westhampton Beach Village

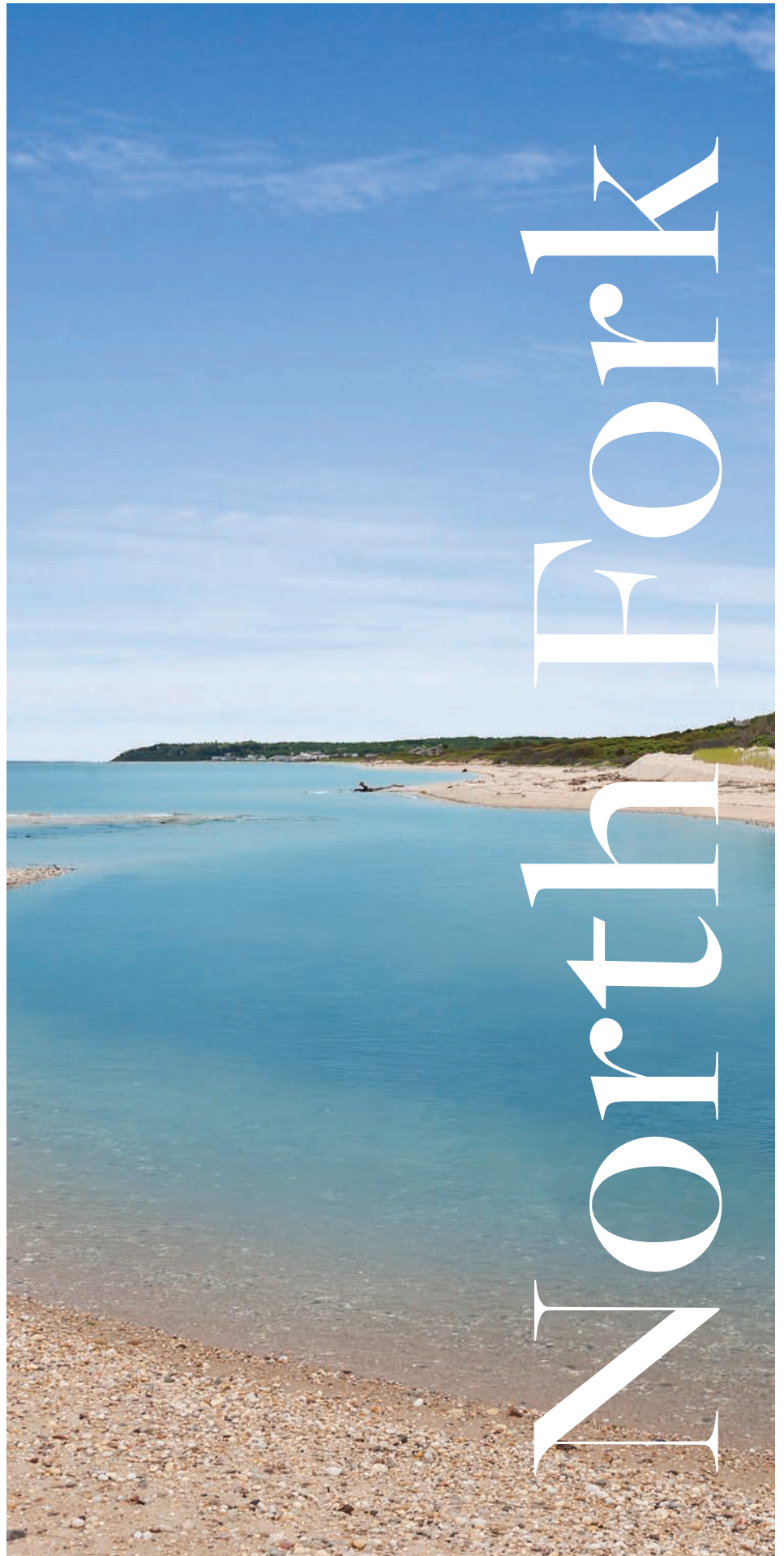
	Median Price	Average Price	Sales	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
2Q19	\$1,024,250	\$1,232,235	20	2	8	6	4	0	0	0
2Q20	\$1,125,000	\$1,729,118	17	1	6	5	3	1	1	0
2Q21	\$1,137,488	\$1,660,516	28	5	9	6	5	1	2	0

### Westhampton Dunes

	Median Price	Average Price	Sales	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
2Q19	\$2,728,750	\$2,606,250	6	0	0	2	2	2	0	0
2Q20	\$3,495,000	\$3,923,333	3	0	0	0	1	1	1	0
2Q21	\$3,532,500	\$3,532,500	2	0	0	0	0	2	0	0

2Q 2021

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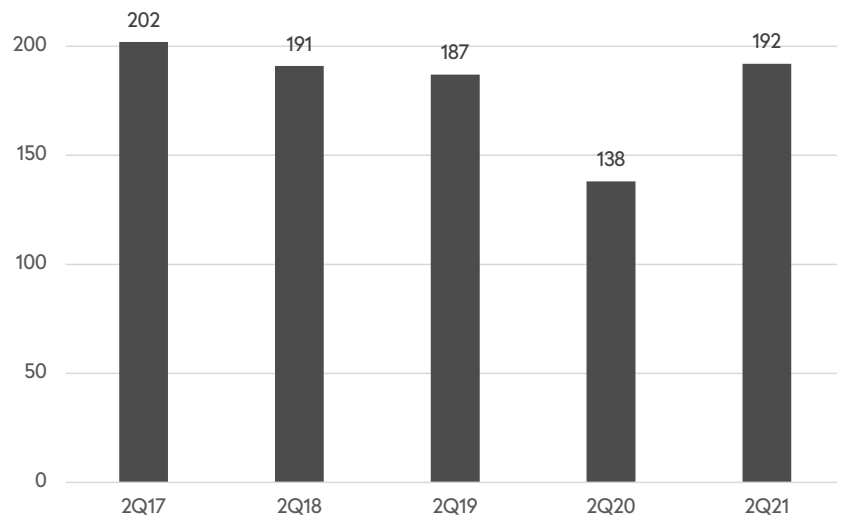
2Q 2021

# North Fork

## Another Strong Quarter

The Second Quarter of 2021 reflected the continued demand for North Fork real estate, evidenced by an impressive 39.1% rise in the number of sales compared to 2Q20.

Reflecting both an increase in the number of sales and the average sales price, the Total Dollar Volume also rose, with an 53.3% gain over 2Q20.



Total Number of Sales

**+53.3%**

Dollar Volume  
2Q21 vs. 2Q20

**+24.9%**

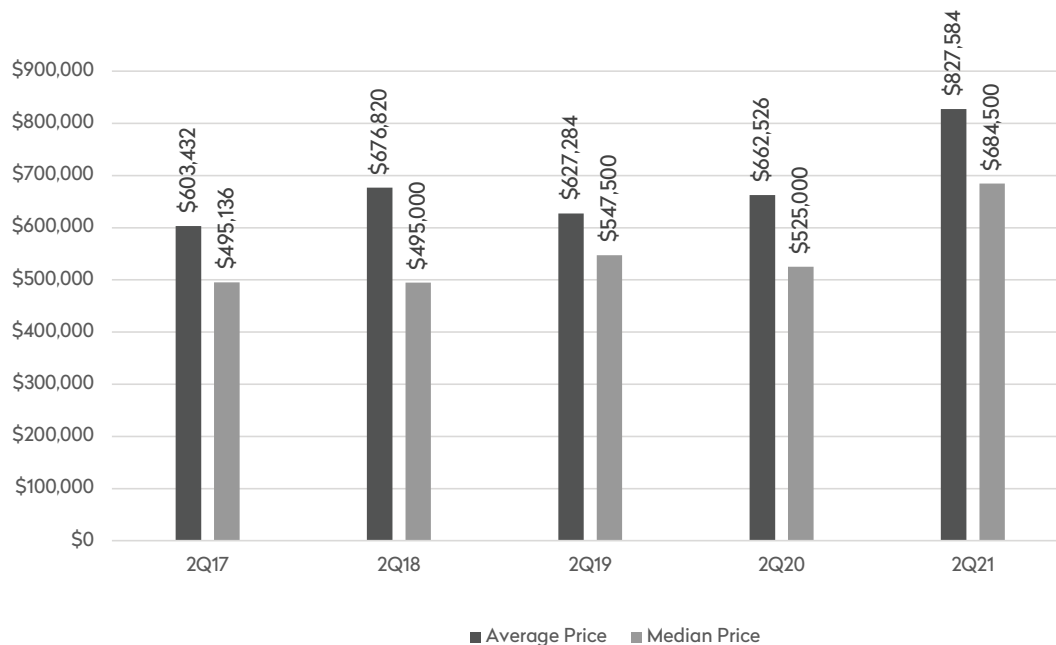
Average Sold Price  
2Q21 vs. 2Q20

**+39.1%**

Number of Sales  
2Q21 vs. 2Q20

## Average and Median Sales Prices Continue to Rise

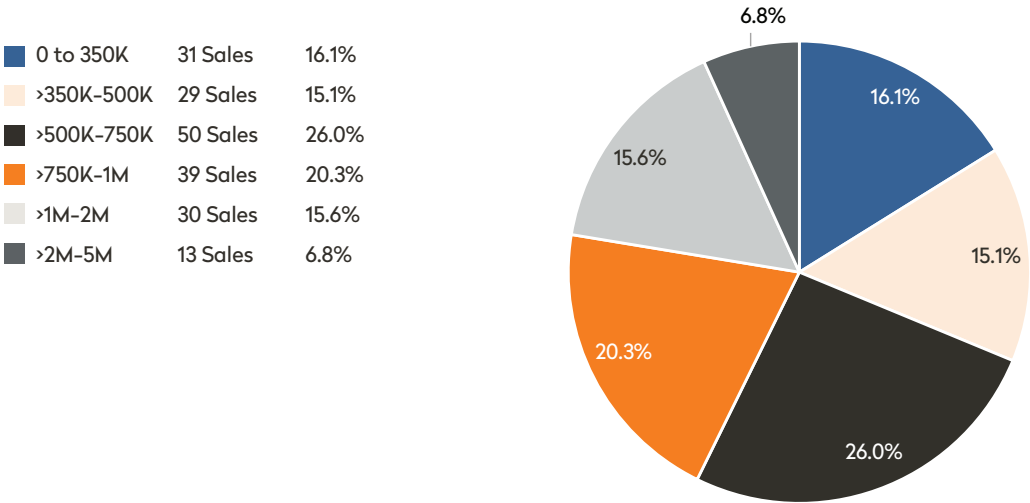
The average sales price on the North Fork jumped 24.9% to \$827,584, while the median price - measuring the middle of the market - increased 30.4% compared to 2Q20, to \$684,500.



# North Fork

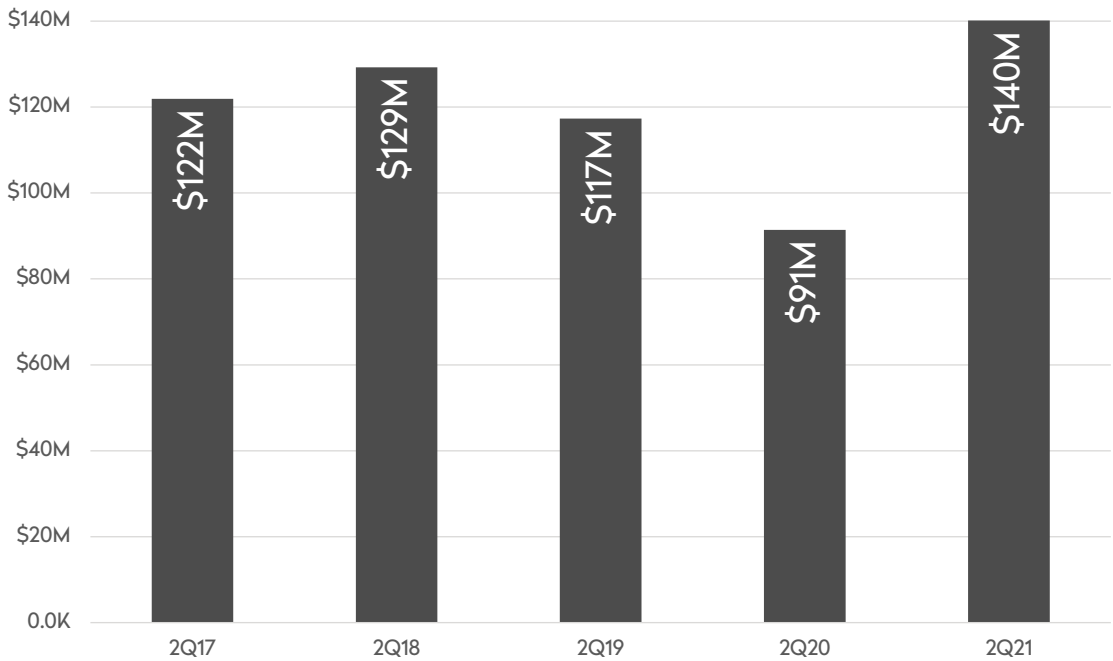
## Percentage of Sales by Price

All price categories except for the \$350,00 to \$500,000 range experienced increases in the number of sales in 2Q21 compared to 2Q20. The price range with the highest number of transactions continues to be the >\$500K - \$750K category, responsible for 26% of all 2Q21 sales. The \$2M+ category achieved the largest year-over-year increase, from 3 in 2Q20 to 13 in 2Q21.



## Total Dollar Volume

With an increase in the total number of sales, and a greater number of sales over \$1M, the North Fork total dollar volume soared 53.3% to \$140 Million.



2Q 2021

# North Fork

## Single-Family Homes

### Aquebogue

	Median Price	Average Price	Sales	0 to 350K	>350K -500K	>500K-750K	>750K-1M	>1M-2M	>2M-5M	>5M
2Q19	\$472,500	\$545,625	8	1	4	1	1	1	0	0
2Q20	\$523,000	\$607,000	6	1	2	2	0	1	0	0
2Q21	\$550,000	\$648,179	14	0	7	3	2	2	0	0

### Cutchogue

	Median Price	Average Price	Sales	0 to 350K	>350K -500K	>500K-750K	>750K-1M	>1M-2M	>2M-5M	>5M
2Q19	\$718,000	\$750,000	18	1	0	9	7	1	0	0
2Q20	\$682,500	\$652,375	12	2	2	4	3	1	0	0
2Q21	\$800,000	\$1,058,962	13	0	0	6	2	3	2	0

### East Marion

	Median Price	Average Price	Sales	0 to 350K	>350K -500K	>500K-750K	>750K-1M	>1M-2M	>2M-5M	>5M
2Q19	\$610,000	\$871,932	9	1	0	4	3	0	1	0
2Q20	\$464,000	\$511,333	6	1	3	1	1	0	0	0
2Q21	\$825,000	\$768,200	5	0	0	2	3	0	0	0

### Greenport

	Median Price	Average Price	Sales	0 to 350K	>350K -500K	>500K-750K	>750K-1M	>1M-2M	>2M-5M	>5M
2Q19	\$649,000	\$762,455	11	2	2	5	0	1	1	0
2Q20	\$540,000	\$612,743	7	2	1	2	1	1	0	0
2Q21	\$482,500	\$511,250	12	4	2	2	4	0	0	0

### Greenport Village

	Median Price	Average Price	Sales	0 to 350K	>350K -500K	>500K-750K	>750K-1M	>1M-2M	>2M-5M	>5M
2Q19	\$780,000	\$634,051	9	2	1	1	5	0	0	0
2Q20	\$555,000	\$531,286	7	1	2	4	0	0	0	0
2Q21	\$915,000	\$882,143	7	1	0	1	3	2	0	0

2Q 2021

# North Fork

## Single-Family Homes

### Jamesport

	Median Price	Average Price	Sales	0 to 350K	>350K -500K	>500K-750K	>750K-1M	>1M-2M	>2M-5M	>5M
2Q19	\$500,000	\$507,700	5	0	3	2	0	0	0	0
2Q20	\$437,000	\$492,000	6	1	3	1	1	0	0	0
2Q21	\$914,000	\$1,101,077	13	0	1	5	3	2	2	0

### Laurel

	Median Price	Average Price	Sales	0 to 350K	>350K -500K	>500K-750K	>750K-1M	>1M-2M	>2M-5M	>5M
2Q19	\$475,000	\$451,000	5	1	3	1	0	0	0	0
2Q20	\$475,500	\$628,917	6	0	4	0	1	1	0	0
2Q21	\$924,013	\$924,013	2	0	0	1	0	1	0	0

### Mattituck

	Median Price	Average Price	Sales	0 to 350K	>350K -500K	>500K-750K	>750K-1M	>1M-2M	>2M-5M	>5M
2Q19	\$576,250	\$597,078	25	1	8	12	4	0	0	0
2Q20	\$1,100,000	\$1,214,615	13	1	2	1	2	5	2	0
2Q21	\$795,000	\$1,109,833	15	0	1	5	5	2	2	0

### New Suffolk

	Median Price	Average Price	Sales	0 to 350K	>350K -500K	>500K-750K	>750K-1M	>1M-2M	>2M-5M	>5M
2Q19	\$800,000	\$800,000	1	0	0	0	1	0	0	0
2Q20	\$0	\$0	0	0	0	0	0	0	0	0
2Q21	\$1,145,000	\$1,191,250	4	0	0	0	1	3	0	0

### Orient

	Median Price	Average Price	Sales	0 to 350K	>350K -500K	>500K-750K	>750K-1M	>1M-2M	>2M-5M	>5M
2Q19	\$967,000	\$1,177,875	8	0	1	3	0	3	1	0
2Q20	\$942,500	\$1,213,883	6	0	0	2	1	2	1	0
2Q21	\$2,250,000	\$2,330,100	5	0	0	0	1	1	3	0

2Q 2021

# North Fork

## Single-Family Homes

### Peconic

	Median Price	Average Price	Sales	0 to 350K	>350K -500K	>500K-750K	>750K-1M	>1M-2M	>2M-5M	>5M
2Q19	\$676,000	\$657,500	4	1	0	1	1	1	0	0
2Q20	\$865,000	\$938,625	8	0	2	2	0	4	0	0
2Q21	\$996,000	\$996,000	2	0	0	1	0	1	0	0

### Riverhead

	Median Price	Average Price	Sales	0 to 350K	>350K -500K	>500K-750K	>750K-1M	>1M-2M	>2M-5M	>5M
2Q19	\$335,000	\$364,485	47	25	12	8	2	0	0	0
2Q20	\$355,000	\$370,099	31	15	12	4	0	0	0	0
2Q21	\$396,999	\$396,945	62	26	16	16	4	0	0	0

### South Jamesport

	Median Price	Average Price	Sales	0 to 350K	>350K -500K	>500K-750K	>750K-1M	>1M-2M	>2M-5M	>5M
2Q19	\$465,000	\$465,000	1	0	1	0	0	0	0	0
2Q20	\$750,000	\$750,000	1	0	0	1	0	0	0	0
2Q21	\$707,500	\$707,500	2	0	0	1	1	0	0	0

### Southold

	Median Price	Average Price	Sales	0 to 350K	>350K -500K	>500K-750K	>750K-1M	>1M-2M	>2M-5M	>5M
2Q19	\$597,000	\$759,082	36	0	12	12	7	4	1	0
2Q20	\$600,000	\$667,277	29	2	8	11	5	3	0	0
2Q21	\$918,000	\$1,185,042	36	0	2	7	10	13	4	0

## Second Quarter 2021 Residential Market Report

### East Hampton

27 Main Street  
East Hampton, NY 11937  
631.324.6400

### East Hampton

2 Newtown Lane  
East Hampton, NY 11937  
631.324.6100

### Bridgehampton

2408 Main Street  
Bridgehampton, NY 11932  
631.537.2727

### Southampton

31 Main Street  
Southampton, NY 11968  
631.287.4900

### Sag Harbor

96 Main Street  
Sag Harbor, NY 11963  
631.725.2250

### Westhampton Beach

70 Main Street  
Westhampton, NY 11978  
631.288.5500

### North Fork

13105 Main Road  
Mattituck, NY 11952  
631.477.0551

# Contact Us

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