

# Department Performance Report

JUNE 2023



Arts, Crafts, Sewing

VORTEX

Camera & Photo

**NESPRESSO**.

Grocery & Gourmet Food



Automotive

crocs

Clothing, Shoes &

Jewelry

**Bounty** 

Health & Household



Baby





Computer & Accessories



Electronics



Home & Kitchen



Kitchen & Dining



Office Products



Patio, Lawn & Garden



Pet Supplies



Software



Sports & Outdoors



Tools & Home Improvement



Toys & Games Play



Video Games



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# **Department Performance Report**

June 2023

#### **Report Overview**

This report provides a holistic overview of each major department at Amazon. It includes information about sales, sponsored search, and organic search for each department.

- Department Overview
- Top-Selling Brands
- Top Brands in Organic Search
- Top Brands in Paid Search
- Top Promoted Brands
- Top-Selling Items
- Disclaimer: Analytic Index has no affiliation with Amazon. All data is proprietary to the Analytic Index. This report is based on performance items which are in the top-performing sales or search items.
- This report is based on top-performing items in sales or search on Amazon (Top 100 BSR & within top 2 pages of search results)
- ❖ The prior period and percent change in this report is comparing data from the previous year (year-over-year).

#### **Definitions**

#### **Top-Selling Brands**

Estimated sales share based on the brand's items, their best seller rank, and historical sales.

#### **Top Brands in Organic Search**

Based on share of organic search visibility, which is similar to organic impressions in that it looks at keywords the brands items appear for, how high they rank for said keywords, and the search volume of the keywords.

#### **Top Brands in Paid Search**

Based on share of paid search visibility, which is similar to ad impressions in that it looks at keywords the sponsored items appear for, their ad position on the page for said keywords, and the search volume of the keywords.

#### **Top Promoted Brands**

The brands that were observed with the most promo activity via retailer badges.

#### **Top-Selling Items**

The best-selling items based on Best Seller Ranking over the time period.



# **About Analytic Index**

Actionable **search**, **sales**, **and shelf** insights for all major retail ecommerce platforms.













#### **Reasons to partner with Analytic Index:**



HIGHER **SEARCH RANKINGS** 



**HUGE TIME SAVINGS** 



BETTER CLICK THROUGH RATES & CONVERSION



MORE **EFFECTIVE AD SPEND** 



UNPRECEDENTED **COMPETITIVE INTELLIGENCE** 



**CROSS-RETAILER VISIBILITY** 



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# amazon | Arts, Crafts & Sewing



**Market Share Leaders:** 

HTVRONT

**WOöBLES** 

Gionlion

amazonbasics



**Brands Observed** 

18,735

▼-4% vs Prior Period

Items Observed

111,996

▲ 31% vs Prior Period

Department Summary Keywords Observed

156,765

▲ 190% vs Prior Period

Sponsorship Activity

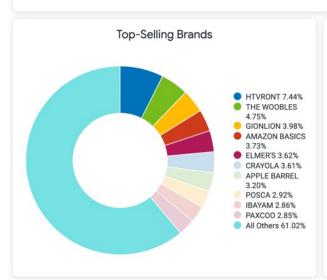
▲ 223.1%

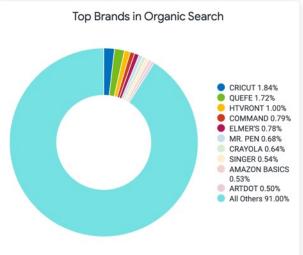
67,567,878 Weekly Average

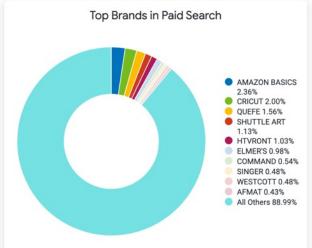
Organic Search Visibility

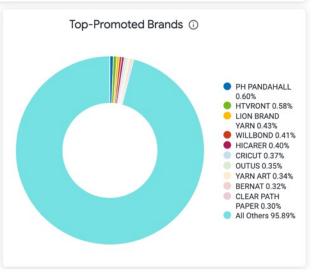
**V**-21.9%

8,263,197,964 Weekly Average









#### **Top-Selling Items:**





Heat Transfer Vinyl White HTV Rolls - 12" x 20ft White Iron on Vinyl for All Cutter Machine, White HTV Vinyl for Shirts -...



8 Posca Paint Markers, 5M Medium Posca Markers with Reversible Tips, Posca Marker Set of Acrylic Paint Pens | Posca Pens for Art Supplies,...



Scissors, iBayam 8" Multipurpose
Scissors Bulk 3-Pack, Ultra Sharp
Blade Shears, Comfort-Grip Handles,
Sturdy Sharp Scissors for Office Ho...
\*\*\*\*\* ~ 72,024















**Brands Observed** 

33,843

▲ 6% vs Prior Period

Items Observed

489,674

▲ 13% vs Prior Period

Department Summary Keywords Observed

209,454

▲ 187% vs Prior Period

Sponsorship Activity

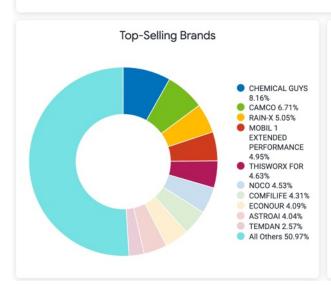
**▲** 168.2%

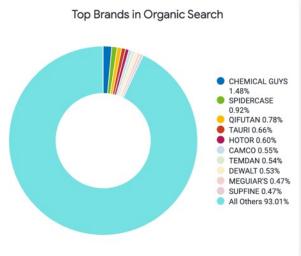
58,863,420 Weekly Average

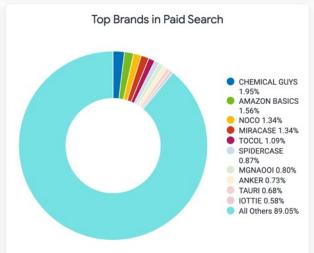
Organic Search Visibility

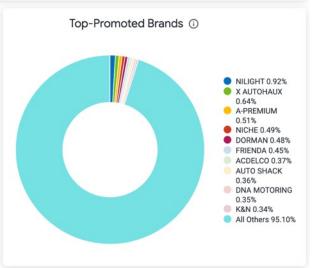
**▼**-37.7%

9,531,852,701 Weekly Average









#### **Top-Selling Items:**



Mobil 1 Advanced Full Synthetic Motor Oil 5W-30, 5 Quart ★★★★ ~ 35.925



\*\*\* \* 235,783





















**Brands Observed** 

11,798

▲ 0% vs Prior Period

Items Observed

52,760

▲ 36% vs Prior Period

**Department Summary** Keywords Observed

185,441

▲ 189% vs Prior Period

Sponsorship Activity

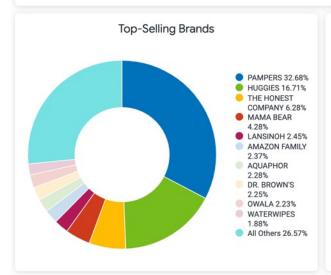
284.5%

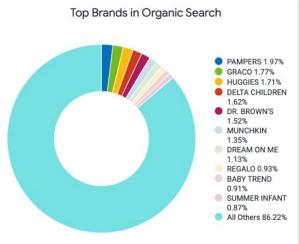
59,586,604 Weekly Average

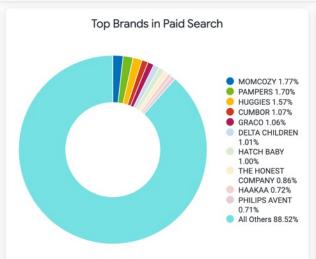
Organic Search Visibility

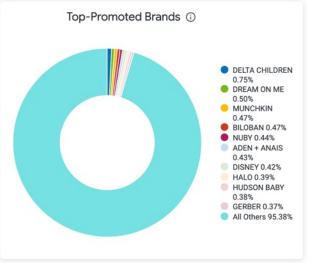
7-27.3%

12,901,096,096 Weekly Average









#### **Top-Selling Items:**



Swaddlers Disposable Baby Diapers (Packaging & Prints May Vary) \*\*\*\* ~ 111,046



Plant-Based, Baby Wipes |... Wipes · 720 Count

\*\*\*\* ~ 4,619



Diapers Size 5, 132 Count - Pampers Pure Protection Disposable Baby Diapers, Hypoallergenic and... \*\*\*\* ~ 37,196



Diapers Size 6, 144 Count - Pampers Baby Dry Disposable Baby Diapers(Packaging & Prints May Vary) \*\*\*\* ~ 87,583



# amazon | Beauty & Personal Care



**Market Share Leaders:** 









**COSRX** 

**Brands Observed** 

19,244

▼-3% vs Prior Period

Items Observed

79,463

▲ 15% vs Prior Period

Department Summary

Keywords Observed

233,316

▲ 206% vs Prior Period

Sponsorship Activity

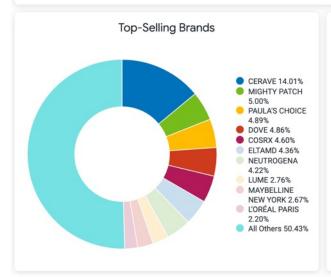
**▲** 148.6%

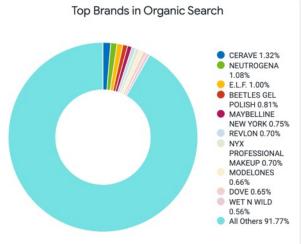
124,534,641 Weekly Average

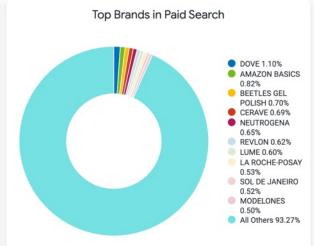
Organic Search Visibility

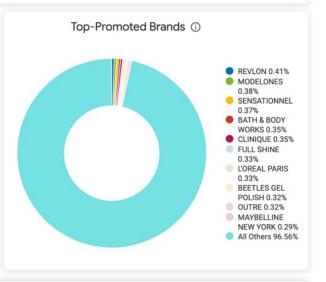
**V**-24.2%

40,793,855,053 Weekly Average



















## amazon | Camera & Photo Products



Market Share Leaders: \*\* YPRIESEX





**HEXEUM** 





**Brands Observed** 

3,731

▼-10% vs Prior Period

Items Observed

23,237

▲ 13% vs Prior Period

**Department Summary** Keywords Observed

55,601

▲ 168% vs Prior Period

Sponsorship Activity

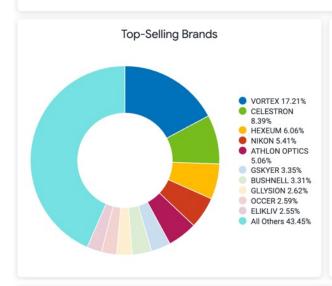
152.6%

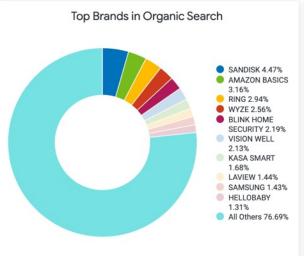
6,280,981 Weekly Average

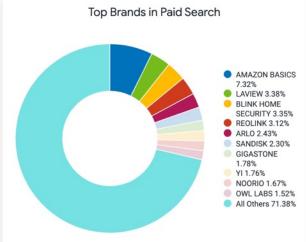
Organic Search Visibility

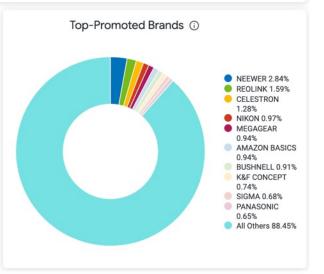
7-25.8%

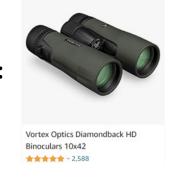
1,640,909,970 Weekly Average



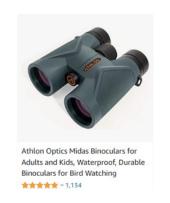
















## amazon | Cell Phones & Accessories



#### **Market Share Leaders:**



Ailun

**iWALK** 

ANKER

LOVELEDI

**Brands Observed** 

4,274

▼-7% vs Prior Period

Items Observed

14,517

▲ 27% vs Prior Period

**Department Summary** Keywords Observed

83,782

▲ 186% vs Prior Period

Sponsorship Activity

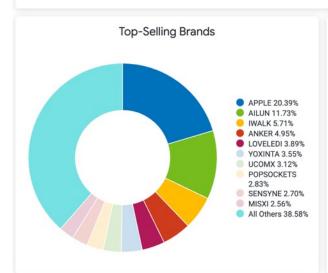
▲ 156.3%

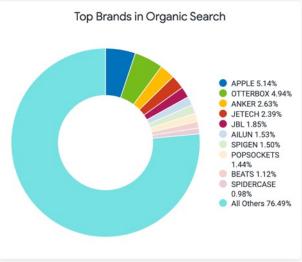
26,793,410 Weekly Average

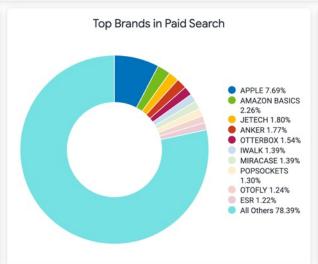
Organic Search Visibility

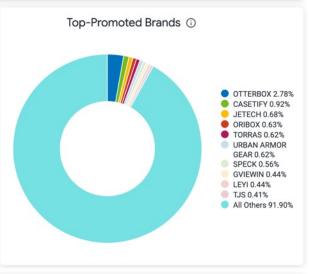
7-30.8%

10,386,714,527 Weekly Average





















# amazon | Clothing, Shoes & Jewelry



**Market Share Leaders:** 

**Crocs** 

heydude



**GILDAN** 



**Brands Observed** 

47,918

▲ 2% vs Prior Period

Items Observed

820,503

▲ 191% vs Prior Period

Department Summary Keywords Observed

380,391

▲ 226% vs Prior Period

Sponsorship Activity

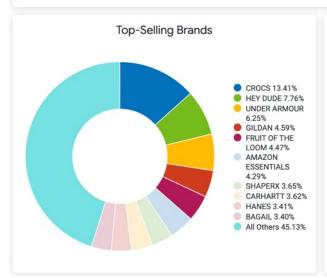
▲ 286.8%

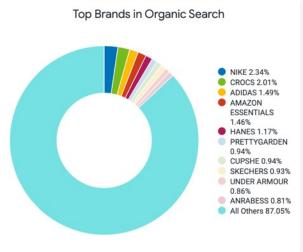
327,191,284 Weekly Average

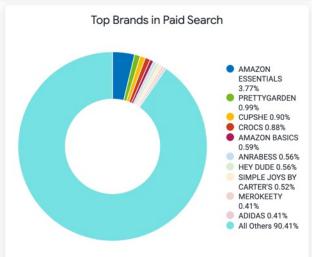
Organic Search Visibility

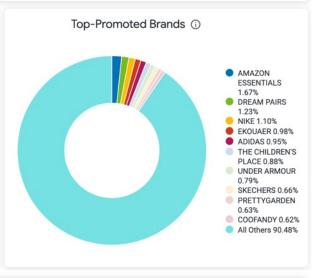


80,815,406,854 Weekly Average



















## amazon | Computer & Accessories



#### **Market Share Leaders:**











**Brands Observed** 

6,941

▼-6% vs Prior Period

Items Observed

36,634

▼-5% vs Prior Period

Department Summary Keywords Observed

134,901

▲ 166% vs Prior Period

Sponsorship Activity

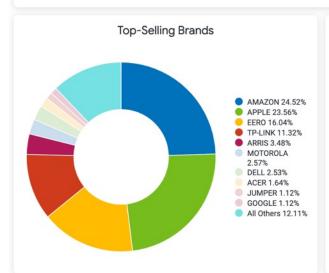
**▲** 123.7%

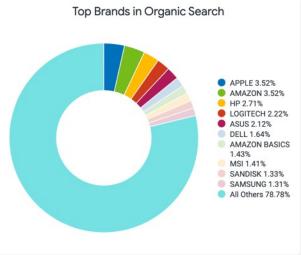
27,950,111 Weekly Average

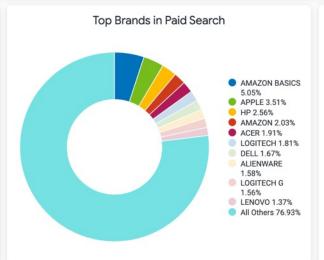
Organic Search Visibility

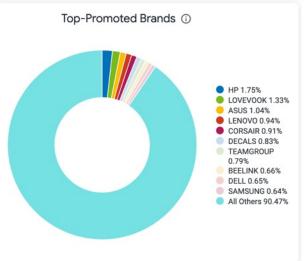
**▼**-32.8%

9,700,432,175 Weekly Average









#### **Top-Selling Items:**



Apple 2020 MacBook Air Laptop M1 Chip, 13" Retina Display, 8GB RAM, 256GB SSD Storage, Backlit Keyboard,...



Amazon eero Pro 6E mesh Wi-Fi System | Fast and reliable gigabit + speeds | connect 100+ devices | Coverage up t...



TP-Link Deco AX3000 WiFi 6 Mesh System(Deco X55) -Covers up to 6500 Sq.Ft. , Replaces Wireless Router and...

\*\*\*\* × 4,690



Apple 2023 Mac Mini Desktop Computer M2 chip with 8-core CPU and 10-core GPU, 8GB Unified Memory, 256GB SSD...









Roku

INSIGNIA

TOZO®

**Brands Observed** 

15,081

▼-4% vs Prior Period

Items Observed

75,534

▼-5% vs Prior Period

**Department Summary** Keywords Observed

259,748

▲ 187% vs Prior Period

Sponsorship Activity

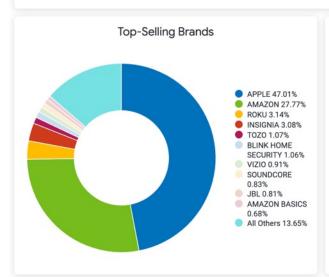
▲ 135.4%

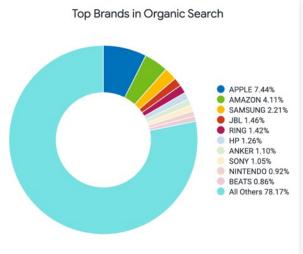
77,320,887 Weekly Average

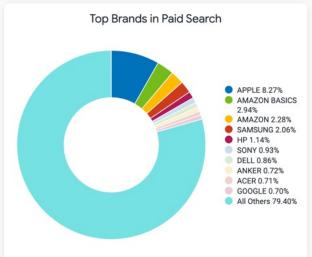
Organic Search Visibility

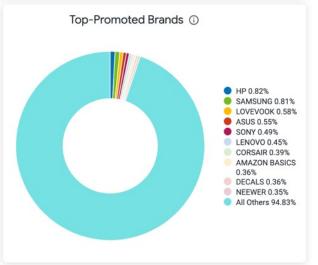
7-29.9%

29,138,570,601 Weekly Average











Apple iPad (9th Generation): with A13 Bionic chip, 10.2-inch Retina Display, 64GB, Wi-Fi, 12MP front/8MP Back Camera, Touch ID, All-Day Battery Li... \*\*\*\* × 42,729











# amazon | Grocery & Gourmet Food



**Market Share Leaders:** 

NESPRESSO.









**Brands Observed** 

21,933

▼-5% vs Prior Period

Items Observed

133,711

▲ 6% vs Prior Period

Department Summary
Keywords Observed

170,350

▲ 151% vs Prior Period

Sponsorship Activity

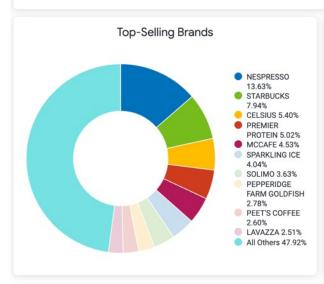
**▲**213.3%

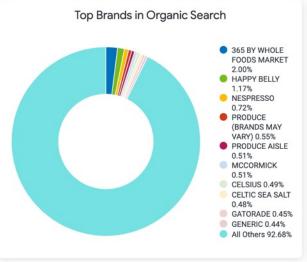
167,533,324 Weekly Average

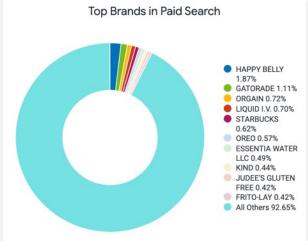
Organic Search Visibility

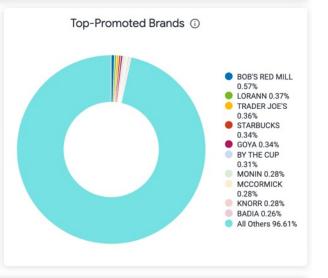
**▼**-15.5%

37,280,568,752 Weekly Average



























VITAL PROTEINS®



**Brands Observed** 

31,330

▼-3% vs Prior Period

Items Observed

137,004

▲ 12% vs Prior Period

Department Summary Keywords Observed

373,917

▲ 201% vs Prior Period

Sponsorship Activity

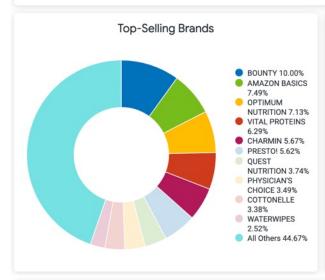
**▲** 125.2%

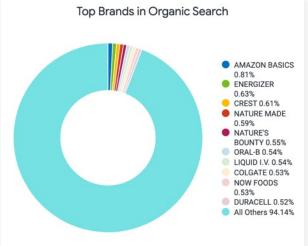
141,822,184 Weekly Average

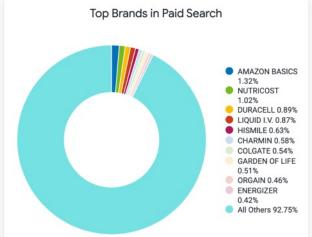
Organic Search Visibility

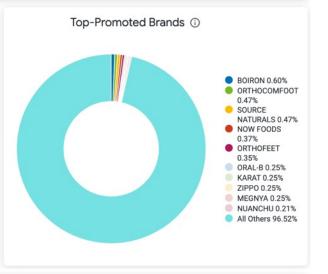


49,540,730,337 Weekly Average









#### **Top-Selling Items:**



Optimum Nutrition Gold Standard 100% Whey Protein Powder, Double Rich Chocolate, 5 Pound (Packaging... Double Rich Chocolate - 5 Pound (Pack of 1)

★★★★☆~214,713













CGK unlimited



amazonbasics



**Brands Observed** 

42,688

▲ 0% vs Prior Period

Items Observed

206,832

▲ 44% vs Prior Period

Department Summary Keywords Observed

512,407

▲ 215% vs Prior Period

Sponsorship Activity

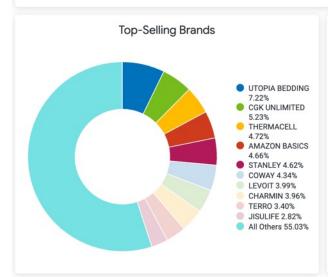
**▲** 147.7%

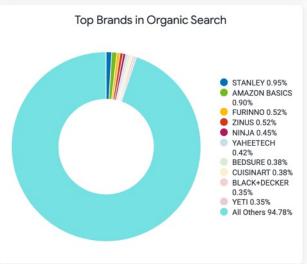
237,978,363 Weekly Average

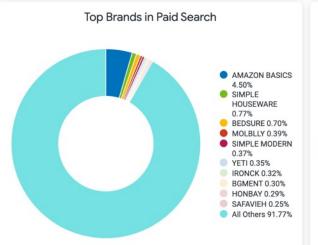
Organic Search Visibility

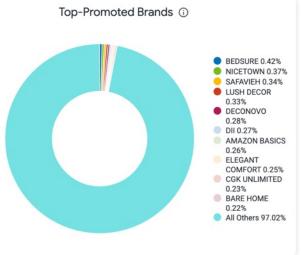
**▼**-34.4%

75,278,859,250 Weekly Average









#### **Top-Selling Items:**



Queen Size Sheet Set - Breathable & Cooling - Hotel Luxury Bed Sheets - Extra Soft - Deep Pockets - Easy Fit - 4 Piece Set - Wrinkle Free - Comfy -...



Charmin Ultra Gentle Toilet Paper, 36
Mega Rolls = 144 Regular Rolls
36 Count (Pack of 1)



TERRO T300B Liquid Ant Killer, 12
Bait Stations

★★★☆ ~ 97,132



Coway Airmega AP-1512HH True HEPA Air Purifier with Air Quality Monitoring, Auto Mode, Timer, Filter Indicator, Eco Mode

\*\*\* ~ 22,349



Powered by 33W High Torque Moto...

\*\*\*\* ~ 90,777

# amazon | Kitchen & Dining



#### **Market Share Leaders:**











**Brands Observed** 

29,683

▼ -6% vs Prior Period

Items Observed

124,801

▲ 17% vs Prior Period

Department Summary Keywords Observed

237,741

▲ 178% vs Prior Period

Sponsorship Activity

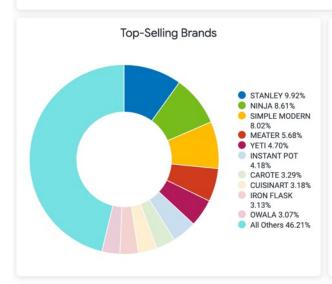
**▲** 114.1%

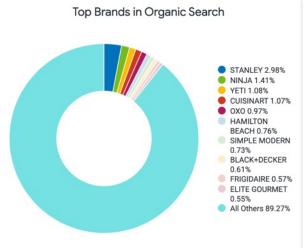
68,950,273 Weekly Average

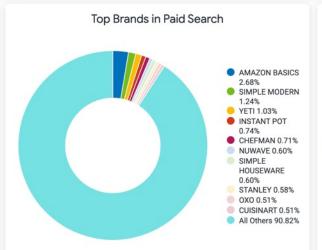
Organic Search Visibility

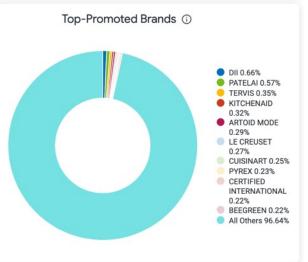
**V**-30.9%

23,214,349,753 Weekly Average









#### **Top-Selling Items:**











White Granite Induction Kitchen
Cookware Sets, 10 Pcs Non Stick
Cooking Set w/Frying Pans &...

\*\*\*\*\* 10,504

# amazon | Office Products



#### **Market Share Leaders:**







HAMMERMILL.



**Brands Observed** 

17,891

▼-3% vs Prior Period

Items Observed

93,234

▲ 21% vs Prior Period

Department Summary
Keywords Observed

236,982

▲ 206% vs Prior Period

Sponsorship Activity

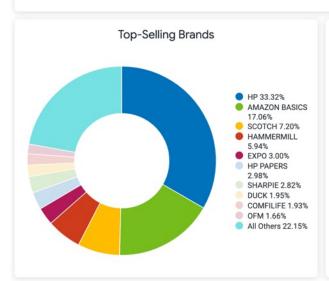
**▲** 176.5%

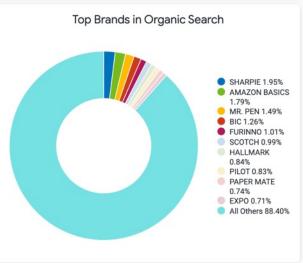
75,448,639 Weekly Average

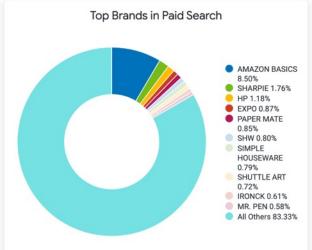
Organic Search Visibility

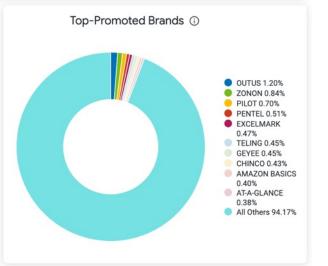
**▼**-32.7%

15,629,645,010 Weekly Average

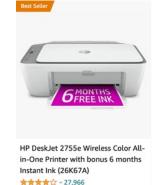








#### **Top-Selling Items:**











Amazon Basics Multipurpose Copy Printer Paper, 8.5" x 11", 20Lb Paper, 8 Ream Case of 4000 Sheets, 92 GE Bright...



Scotch Heavy Duty Packaging Tape, 1.88" x 22.2 yd, Designed for Packing, Shipping and Mailing, Strong Seal on All Box Types, 1.5" Core, Clear, 6 Rol...

# amazon | Patio, Lawn & Garden



**Market Share Leaders:** 

VISEL









**Brands Observed** 

26,773

▲ 0% vs Prior Period

Items Observed

125,929

▲ 23% vs Prior Period

Department Summary
Keywords Observed

261,164

▲ 198% vs Prior Period

Sponsorship Activity

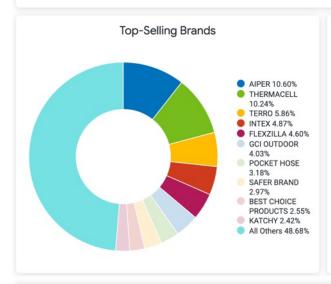
**▲** 142.6%

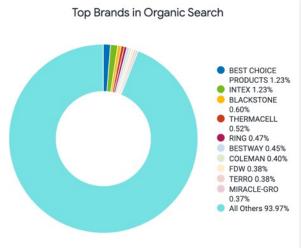
85,480,745 Weekly Average

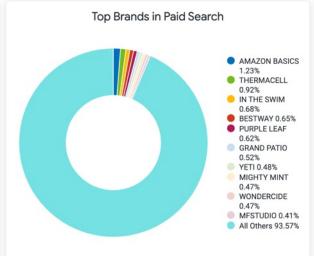
Organic Search Visibility

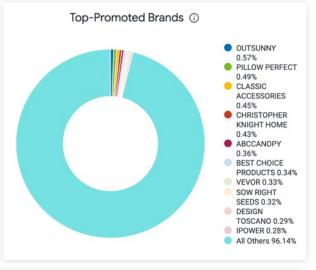
**▼**-47.2%

19,703,614,161 Weekly Average









#### **Top-Selling Items:**



(2023 Upgrade) AIPER Seagull SE Cordless Robotic Pool Cleaner, Pool Vacuum Lasts 90 Mins, LED Indicator, Self-...



Flexzilla Garden Hose 5/8 in. x 50 ft, Heavy Duty, Lightweight, Drinking Water Safe, ZillaGreen - HFZG550YW-E



















**Brands Observed** 

17,578

▲ 3% vs Prior Period

Items Observed

94,164

▲ 48% vs Prior Period

Department Summary

Keywords Observed

121,617

▲ 209% vs Prior Period

Sponsorship Activity

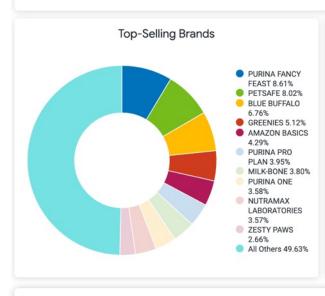
**▲**214.0%

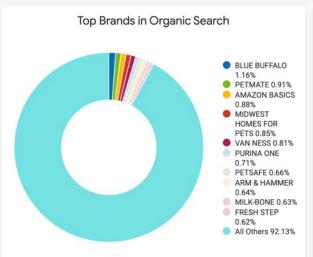
57,200,738 Weekly Average

Organic Search Visibility

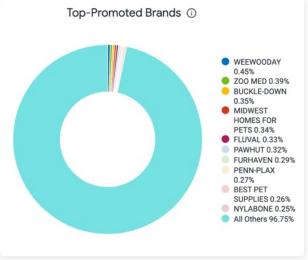


13,921,613,622 Weekly Average









#### **Top-Selling Items:**





PetSafe ScoopFree Premium
Blue Crystal Litter, 2-Pack –
Includes 2 Bags of Lightly
Scented Litter – Absorbs Odo...
\$\displace{5} \displace{5} \dinfty \dinfty \dinfty \dinfty



Purina Fancy Feast Grilled Wet
Cat Food Seafood Collection in
Wet Cat Food Variety Pack (24) 3 oz. Cans



PetSafe ScoopFree Crystal Litter Tray Refills, Premium Blue Crystals, 3-Pack, Disposable Tray, Includes Lea...

★★★★☆ ~ 38,498 30K+ bought in past month















**Brands Observed** 

551

▼-13% vs Prior Period

Items Observed

5,850

▼-12% vs Prior Period

Department Summary
Keywords Observed

1,892

▲ 162% vs Prior Period

Sponsorship Activity

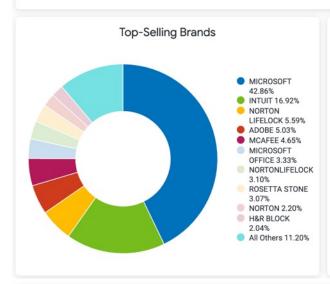
**▲** 18.8%

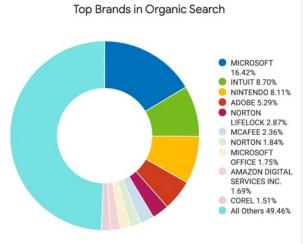
170,576 Weekly Average

Organic Search Visibility

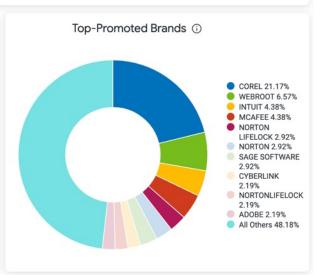
**V**-37.5%

45,268,391 Weekly Average



















# amazon | Sports & Outdoors



**Market Share Leaders:** 



amazonbasics







**Brands Observed** 

51,093

▼-3% vs Prior Period

Items Observed

484,995

▲ 50% vs Prior Period

Department Summary Keywords Observed

440,771

▲ 228% vs Prior Period

Sponsorship Activity

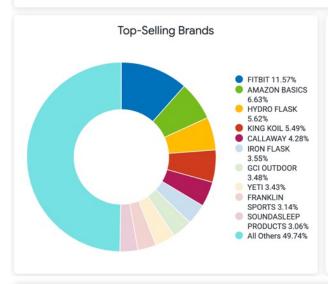
**▲** 128.2%

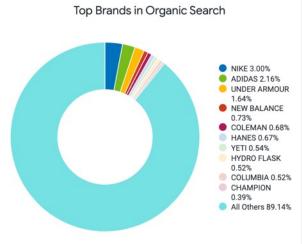
113,069,236 Weekly Average

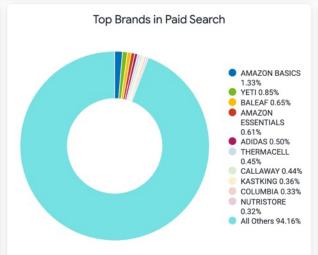
Organic Search Visibility

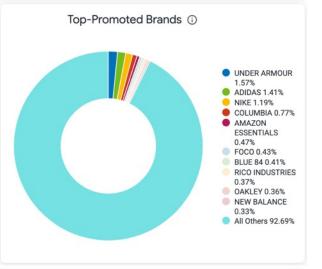


32,874,515,394 Weekly Average









#### **Top-Selling Items:**



Health & Fitness Tracker with Built-in GPS, Stress Management Tools, Sleep...



King Koil Luxury Air Mattress Queen with Built-in Pump for Home, Camping & Guests - 20" Queen Size Inflatable Airbed Luxury Double Hig...







## amazon | Tools & Home Improvement



Market Share Leaders: everydrop









**Brands Observed** 

39,709

▼ -2% vs Prior Period

Items Observed

240,575

▲ 21% vs Prior Period

Department Summary Keywords Observed

378,234

▲ 196% vs Prior Period

Sponsorship Activity

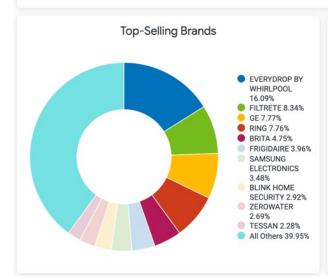
**▲** 141.5%

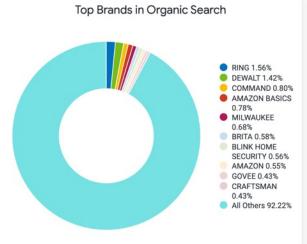
103,088,146 Weekly Average

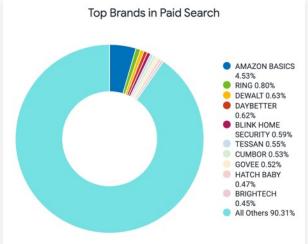
Organic Search Visibility

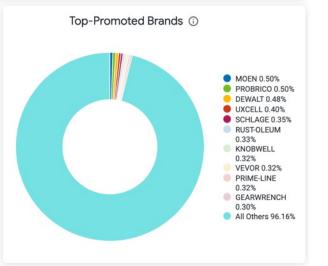
**V**-41.1%

23,226,970,382 Weekly Average

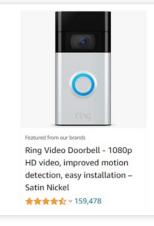






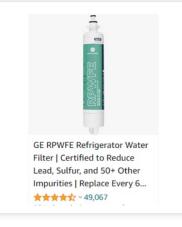












# amazon | Toys & Games



**Market Share Leaders: TLITLIMOM** 









**Brands Observed** 

20,320

▼-4% vs Prior Period

Items Observed

102,545

▲ 19% vs Prior Period

**Department Summary** Keywords Observed

261,223

▲ 213% vs Prior Period

Sponsorship Activity

▲ 338.0%

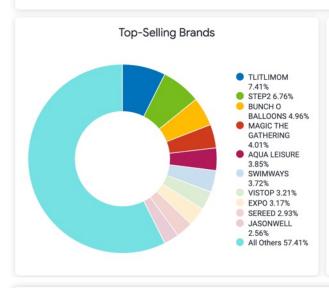
163,340,429 Weekly Average

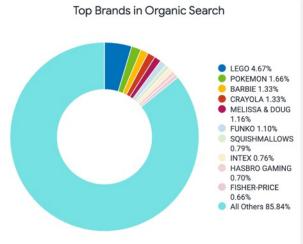
Organic Search Visibility

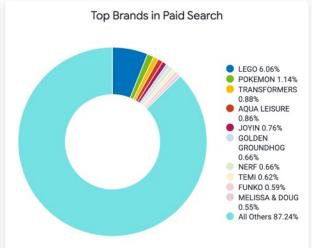


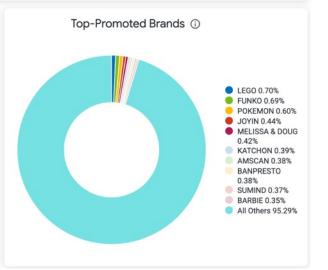
7-28.1%

28,369,336,023 Weekly Average









#### **Top-Selling Items:**





Bomb Balloons, Latex-Free Silicone Water Ball with Mesh Bag, Self-Sealing Water Bom... ★★★★☆ × 1,101



VISTOP Non-Slip Splash Pad for Kids and Dog, Thicken Sprinkler Pool Summer Outdoor Water Toys - Fun Backyard Fountain Play Mat for Bab... ★★★★☆~3,719



SEREED Baby Balance Bike for 1 Year Old Boys Girls 12-24 Month Toddler Balance Bike, 4 Wheels Toddler First Bike, Fir...

\*\*\*\* × 3,682



Inflatable Tanning Pool Lounger Float - Jasonwell 4 in 1 Sun Tan Tub Sunbathing Pool Lounge Raft Floatie Toys Water Filled Tanning Bed Mat...

\*\*\*\* ~ 3,551













**Brands Observed** 

5,647

▲ 5% vs Prior Period

Items Observed

39,200

▲ 5% vs Prior Period

**Department Summary** Keywords Observed

44,254

▲ 188% vs Prior Period

Sponsorship Activity

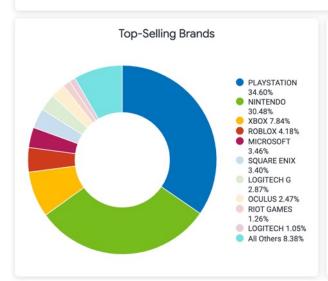
87.5%

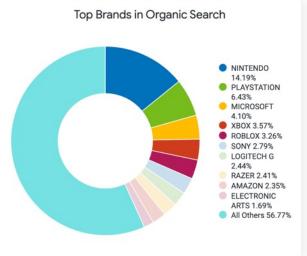
6,200,901 Weekly Average

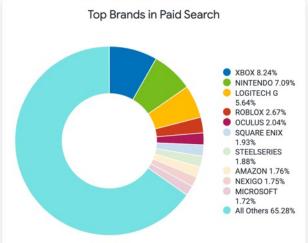
Organic Search Visibility

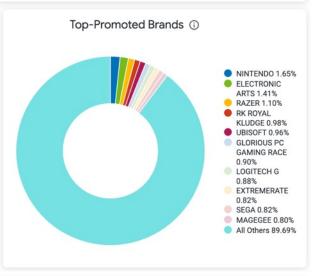
7-24.3%

4,962,356,532 Weekly Average









#### **Top-Selling Items:**



★★★★★ 1,577









Model w/ White Joy-Con Oct 8, 2021 \*\*\*\* ~ 32,503

Nintendo Switch - OLED Model - The Legend of Zelda: Tears of the Kingdom Edition Apr 28, 2023 \*\*\*\* ~ 32,503

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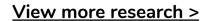


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