

# Department Performance Report

JULY 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**

July 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.



# FREE EVENT

# Excellence in Ecommerce

Amazon Edition

New York, NY OCTOBER 23, 2023 Join us for a free afternoon of Amazon-specific expertise, learning, and networking with brands, agencies, and technology platforms.

Excellence in Ecommerce Live is designed to educate brands and agencies about strategies that drive traffic, conversion, and profitability at Amazon.

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# **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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# **Table of Contents**

Arts, Crafts & Sewing	1
Automotive	2
Baby	3
Beauty & Personal Care	4
Camera & Photo	5
Cell Phones & Accessories	6
Clothing, Shoes & Jewelry	7
Computers & Accessories	8
Electronics	9
Grocery & Gourmet Food	10
Health & Household	11
Home & Kitchen	12
Kitchen & Dining	13
Office Products	14
Patio, Lawn & Garden	15
Pets Supplies	16
Software	17
Sports & Outdoors	18
Tools & Home Improvement	19
Toys & Games'	20
Video Games	21





# amazon | Arts, Crafts & Sewing



### **Market Share Leaders:**



**WOöBLES** 





Gionlion

**Brands Observed** 

18,825

▼-1% vs Prior Period

Items Observed

115,668

▲ 45% vs Prior Period

Department Summary Keywords Observed

95,576

▲ 56% vs Prior Period

Sponsorship Activity

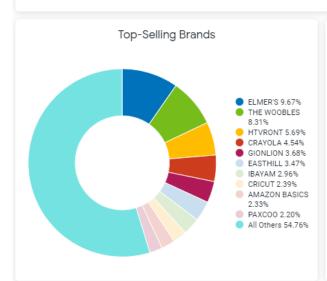
**▲** 173.9%

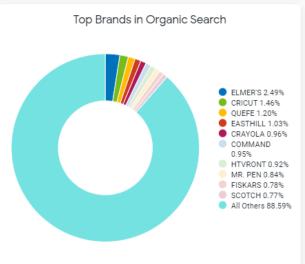
65,623,999 Weekly Average

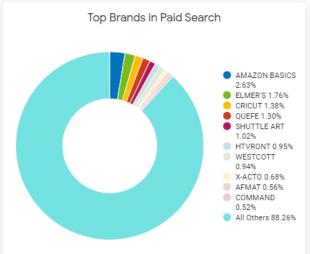
Organic Search Visibility

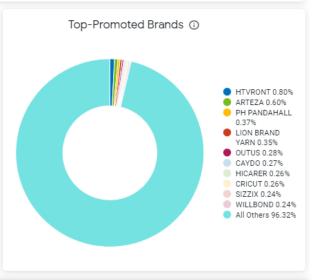


11,418,822,345 Weekly Average































**Brands Observed** 

34,148

▲ 8% vs Prior Period

Items Observed

504,188

▲ 21% vs Prior Period

Department Summary
Keywords Observed

100,403

▲ 30% vs Prior Period

Sponsorship Activity

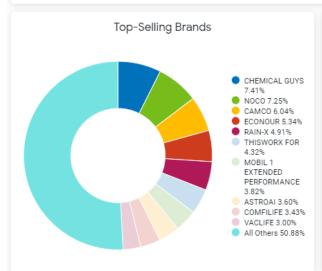
**▲** 126.4%

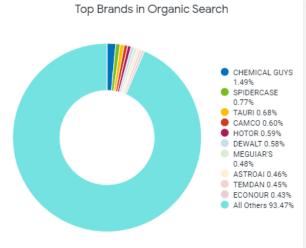
51,847,425 Weekly Average

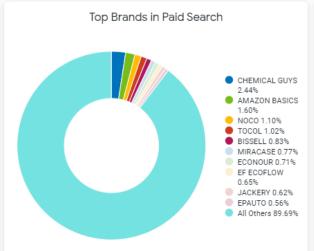
Organic Search Visibility

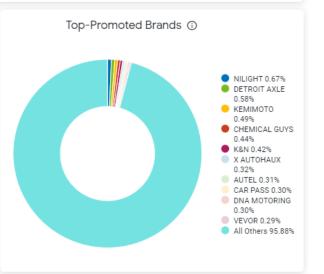
**▼**-14.2%

13,859,662,908 Weekly Average









# **Top-Selling Items:**



NOCO Boost Plus GB40 1000 Amp 12-Volt UltraSafe Lithium Jump Starter Box, Car Battery Booster Pack, Portable Power Bank Charger, and...



EcoNour Car Windshield Sun Shade | Reflector Sunshade Offers Ultimate Protection for Car Interior | Cool Car Reflective Sun Blocker Fits Small...



ThisWorx Car Vacuum Cleaner - Car Accessories - Small 12V High Power Handheld Portable Car Vacuum w/Attachments, 16 Ft Cord & Bag -...



Mobil 1 Advanced Full Synthetic Motor Oil 5W-30, 5 Quart ★★★★ ~ 35,925



AstroAl Tire Inflator Portable Air Compressor Air Pump for Car Tires -Car Accessories, 12V DC Auto Tire Pump with Digital Pressure Gauge,...

\*\*\*\* ~ 70,824















**Brands Observed** 

11,839

▲ 1% vs Prior Period

Items Observed

54,467

▲ 42% vs Prior Period

Department Summary Keywords Observed

118,652

▲ 54% vs Prior Period

Sponsorship Activity

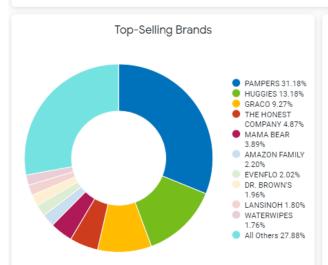
**▲** 273.7%

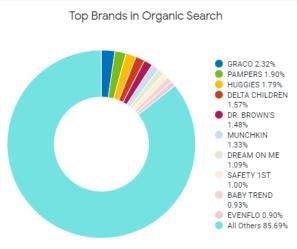
71,419,572 Weekly Average

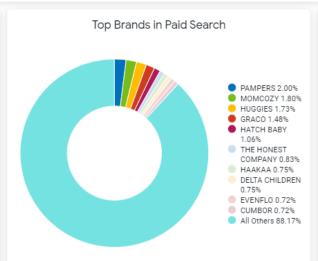
Organic Search Visibility

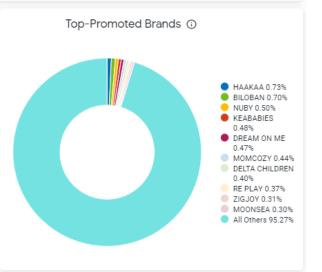
**▼**-3.5%

20,502,077,372 Weekly Average









# **Top-Selling Items:**



Swaddlers Disposable Baby Diapers (Packaging & Prints May Vary)



Comfy Design Saves Space in Your Back Seat, Darcie, One Size One Size (Pack of 1)



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)



\*\*\*\* ~ 4,870

# amazon | Beauty & Personal Care



**Market Share Leaders:** 



**COSRX** 

PAULA'S CHOICE SKINCARE

SOL DE JANEIRO



**Brands Observed** 

19,469

▲ 1% vs Prior Period

Items Observed

82,632

▲ 23% vs Prior Period

Department Summary
Keywords Observed

119,285

▲ 47% vs Prior Period

Sponsorship Activity

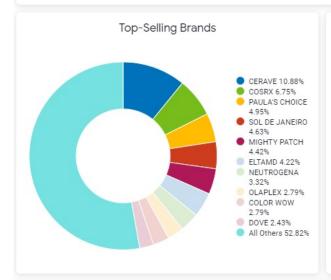
140.8%

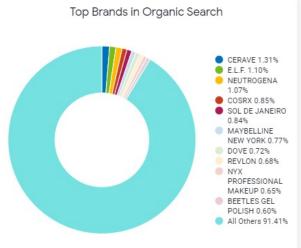
132,967,688 Weekly Average

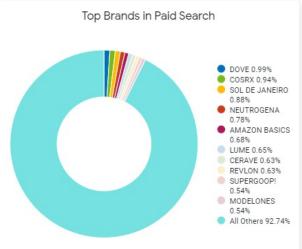
Organic Search Visibility

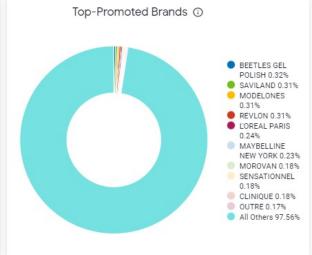
**▲** 13.0%

70,048,312,362 Weekly Average

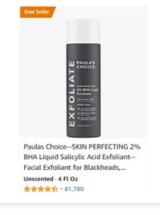






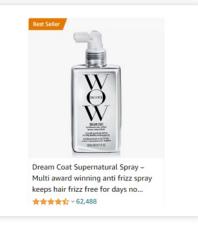












# amazon | Camera & Photo Products



Market Share Leaders: \*\* YPRIESEX





**HEXEUM** 





**Brands Observed** 

3,762

▼-8% vs Prior Period

Items Observed

23,978

▲ 23% vs Prior Period

Department Summary Keywords Observed

35,201

▲ 22% vs Prior Period

Sponsorship Activity

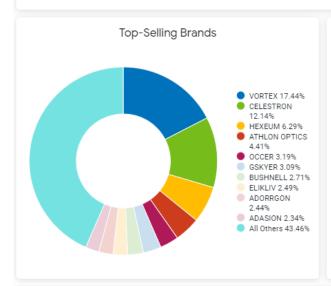
**▲** 157.4%

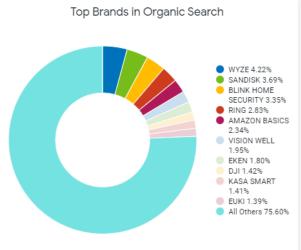
7,783,650 Weekly Average

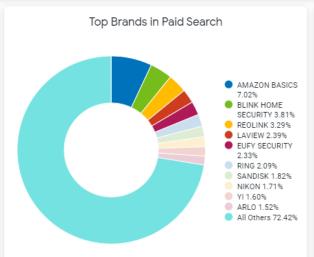
Organic Search Visibility

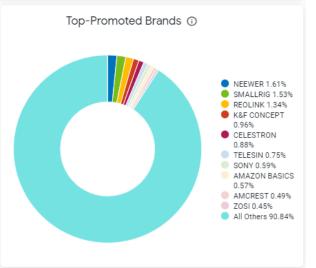
**▲** 10.1%

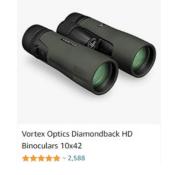
3,153,511,487 Weekly Average

















Eyepiece Waterproof Binocular for Adults Kids, High Power Easy Focus... ★★★☆· 26,710



# amazon | Cell Phones & Accessories



## **Market Share Leaders:**



Ailun

**iWALK**°

**ANKER** 

YOXINTA

**Brands Observed** 

4,316

▼-3% vs Prior Period

Items Observed

15,094

▲ 36% vs Prior Period

Department Summary Keywords Observed

41,765

▲ 28% vs Prior Period

Sponsorship Activity

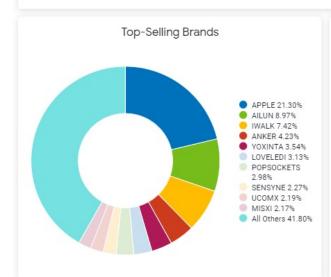
**▲** 120.6%

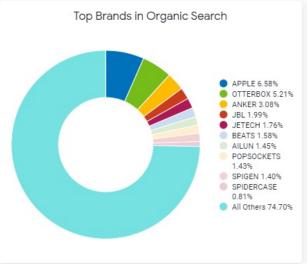
26,465,229 Weekly Average

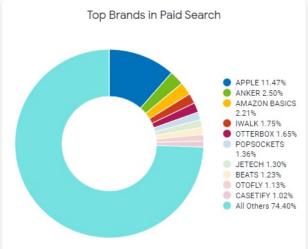
Organic Search Visibility

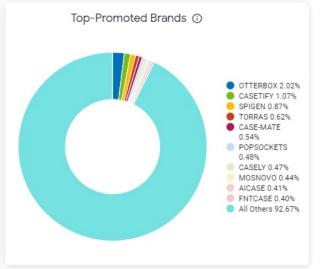
**▼**-9.7%

15,206,228,548 Weekly Average









# **Top-Selling Items:**







★★★☆ ~ 24,053





# amazon | Clothing, Shoes & Jewelry



Market Share Leaders:

**Crocs** 



### amazon essentials





**Brands Observed** 

48,820

▲ 7% vs Prior Period

Items Observed

853,967

▲ 211% vs Prior Period

Department Summary
Keywords Observed

165,266

▲ 30% vs Prior Period

Sponsorship Activity

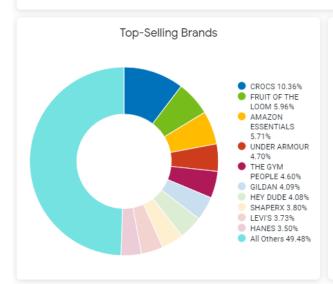
**▲** 200.1%

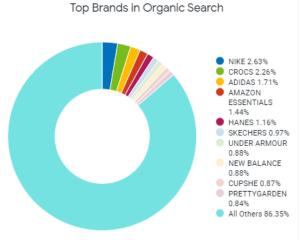
313,720,988 Weekly Average

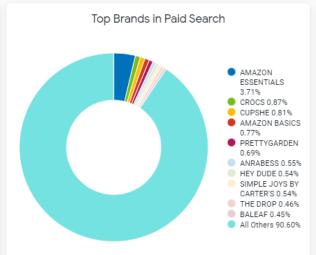
Organic Search Visibility

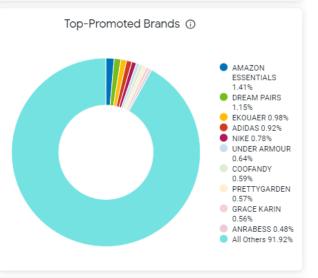
**V**-16.0%

132,716,282,776 Weekly Average

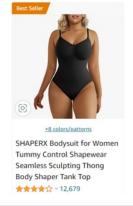






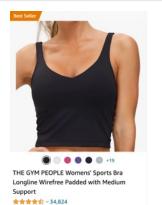












# amazon | Computer & Accessories



### **Market Share Leaders:**











**Brands Observed** 

6,985

▼-4% vs Prior Period

Items Observed

37,516

▲ 2% vs Prior Period

Department Summary Keywords Observed

78,700

▲ 18% vs Prior Period

Sponsorship Activity

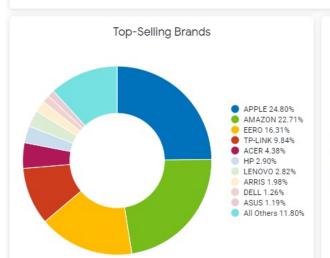
**▲** 104.6%

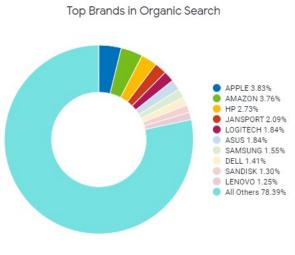
32,695,838 Weekly Average

Organic Search Visibility

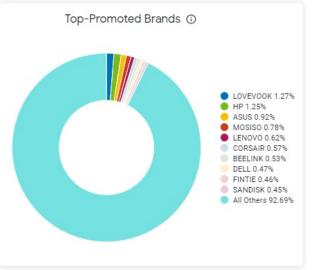
**▼**-11.4%

18,075,318,926 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...

\*\*\* × 2,660



4,500 sq. ft. | 3-pack, 2022 release

\*\*\*\* × 3,923





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

\*\*\*\* × 4,690







# INSIGNIA





**Brands Observed** 

15,329

▲ 0% vs Prior Period

Items Observed

78,168

▲ 2% vs Prior Period

Department Summary Keywords Observed

133,815

▲ 17% vs Prior Period

Sponsorship Activity

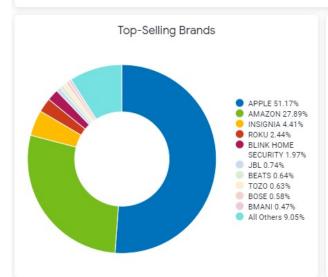
**▲** 111.6%

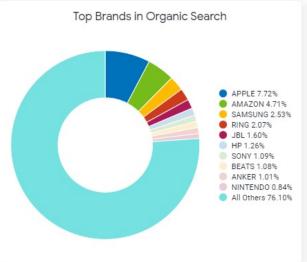
87,771,481 Weekly Average

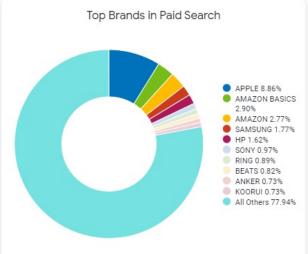
Organic Search Visibility

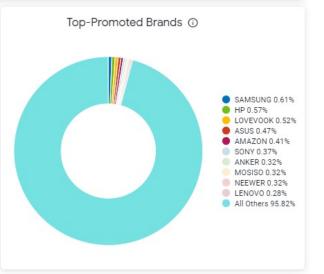
**V**-4.8%

54,544,760,809 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...







# amazon | Grocery & Gourmet Food



**Market Share Leaders:** 

**NESPRESSO**.









**Brands Observed** 

22,173

▼-3% vs Prior Period

Items Observed

135,395

▲ 10% vs Prior Period

Department Summary Keywords Observed

102,399

▲ 34% vs Prior Period

Sponsorship Activity

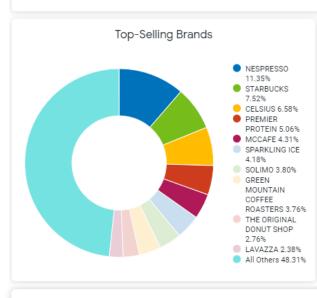
**▲** 170.3%

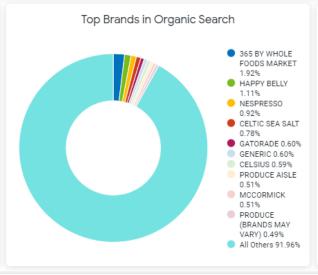
161,134,617 Weekly Average

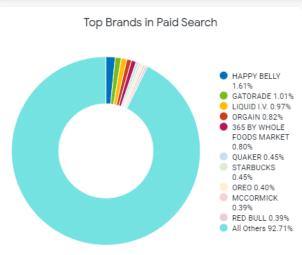
Organic Search Visibility

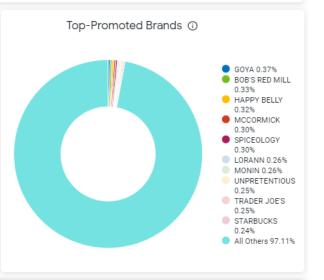
**7** -8.2%

40,472,254,347 Weekly Average









# **Top-Selling Items:**









Pods · 100 Count (Pack of 1) \*\*\*\* · 156,593



# amazon | Health & Household



### **Market Share Leaders:**



amazonbasics

VITAL PROTEINS®





**Brands Observed** 

31,876

▲ 1% vs Prior Period

Items Observed

142,266

▲ 20% vs Prior Period

Department Summary
Keywords Observed

191,614

▲ 35% vs Prior Period

Sponsorship Activity

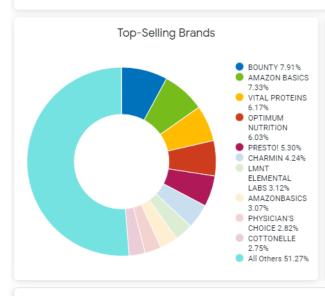
**▲** 116.4%

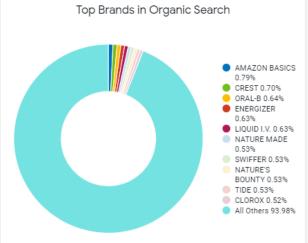
145,815,859 Weekly Average

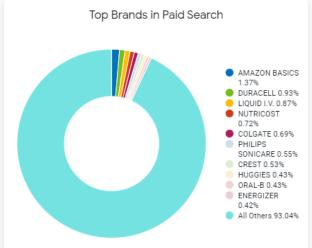
Organic Search Visibility

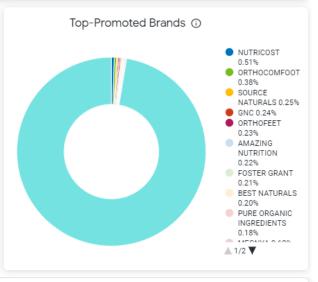
**▲**8.4%

78,238,337,219 Weekly Average









# **Top-Selling Items:**









★★★★☆ ~ 214,713



# amazon | Home & Kitchen



### **Market Share Leaders:**







**amazon**basics



**Brands Observed** 

43,064

▲ 3% vs Prior Period

Items Observed

214,748

▲ 54% vs Prior Period

Department Summary
Keywords Observed

259,650

▲ 40% vs Prior Period

Sponsorship Activity

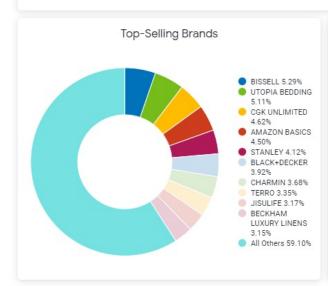
**▲** 108.6%

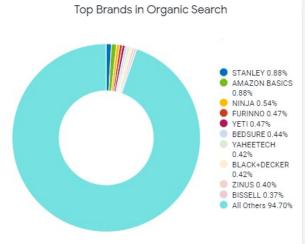
251,106,135 Weekly Average

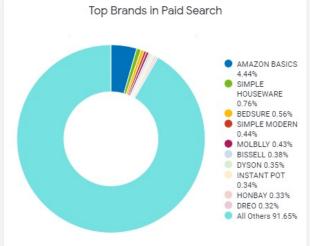
Organic Search Visibility

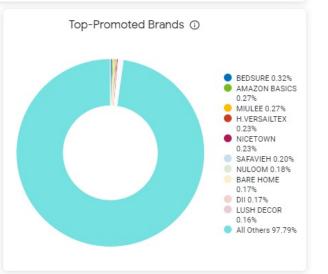
**▼**-10.3%

133,641,424,707 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 -...



BISSELL Little Green Multi-Purpose Portable Carpet and Upholstery Cleaner, Green, 1400B



BLACK+DECKER 8,000 BTU Portable
Air Conditioner up to 350 Sq. with
Remote Control, White





Cooling Pillow for Back, Stomach or...

\*\*\*\*\*\* × 229,191

# amazon | Kitchen & Dining



### **Market Share Leaders:**



simple MODERN

Instant Pot

NINJA

YETI

**Brands Observed** 

29,959

▼-2% vs Prior Period

Items Observed

128,697

▲ 27% vs Prior Period

Department Summary Keywords Observed

129,527

▲ 34% vs Prior Period

Sponsorship Activity

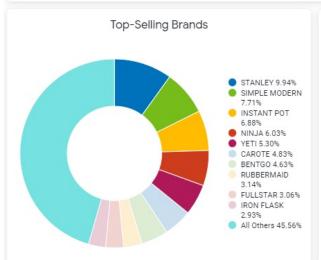
▲ 80.4%

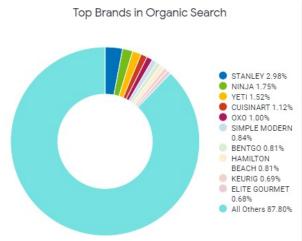
72,599,926 Weekly Average

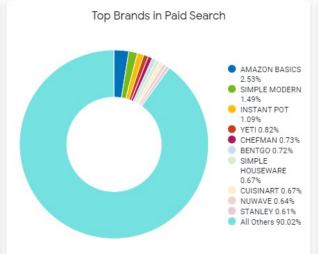
Organic Search Visibility

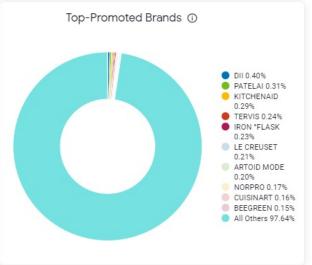
**▼**-10.5%

38,705,420,677 Weekly Average









# **Top-Selling Items:**





Simple Modern 40 oz Tumbler with Handle and Straw Lid | Insulated Cup Reusable Stainless Steel Water Bottle Travel Mug Cupholder Friendly | Gift... Stainless Steel

\*\*\*\* · 13,181





Fullstar Vegetable Chopper -Spiralizer Vegetable Slicer - Onion Chopper with Container - Pro Food Chopper - Slicer Dicer Cutter - (4 in ...

Stainless Steel

★★★☆ ~ 64,873



# amazon | Office Products



## **Market Share Leaders:**



amazonbasics





Sharpie.

**Brands Observed** 

17,957

▲ 0% vs Prior Period

Items Observed

95,599

▲ 30% vs Prior Period

Department Summary Keywords Observed

139,666

▲ 51% vs Prior Period

Sponsorship Activity

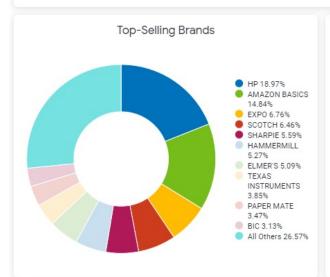
**▲** 159.0%

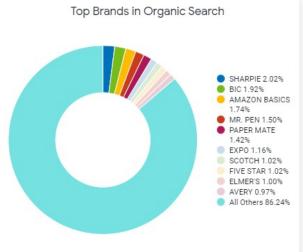
91,177,562 Weekly Average

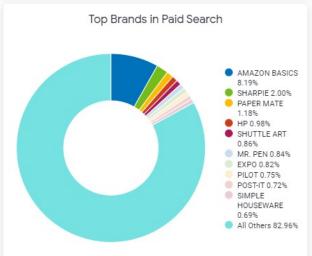
Organic Search Visibility

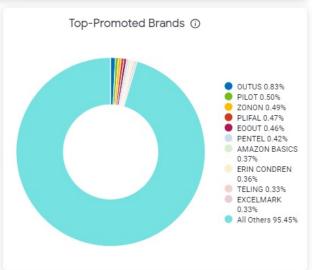
**▼**-9.6%

30,500,859,788 Weekly Average









## **Top-Selling Items:**



HP DeskJet 2755e Wireless Color All in-One Printer with bonus 6 months Instant Ink (26K67A)





HP 67 Black/Tri-color Ink Cartridges (2 Count - Pack of 1) | Works with HP DeskJet 1255, 2700, 4100 Series, HP ENVY 6000, 6400 Series | Eligible fo... 4.7 \*\*\*\*\* (36,600)





# amazon | Patio, Lawn & Garden



**Market Share Leaders:** 



VISSL







**Brands Observed** 

27,394

▲ 3% vs Prior Period

Items Observed

131,481

▲ 34% vs Prior Period

Department Summary
Keywords Observed

123,474

▲ 28% vs Prior Period

Sponsorship Activity

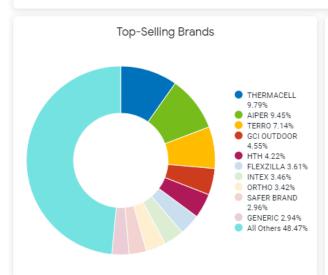
**▲** 107.6%

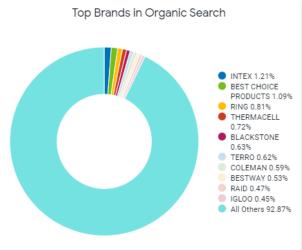
71,423,464 Weekly Average

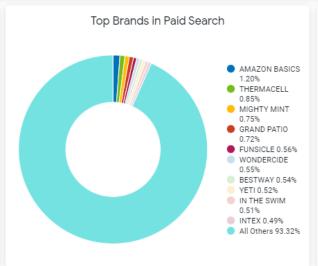
Organic Search Visibility

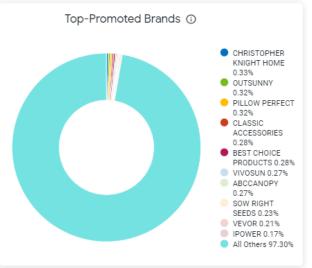
**V**-12.6%

28,735,488,516 Weekly Average





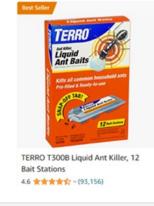


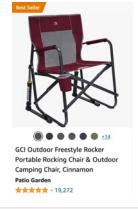


# **Top-Selling Items:**



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





















**Brands Observed** 

17,879

▲ 6% vs Prior Period

Items Observed

96,737

▲ 58% vs Prior Period

Department Summary Keywords Observed

70,873

▲ 60% vs Prior Period

Sponsorship Activity

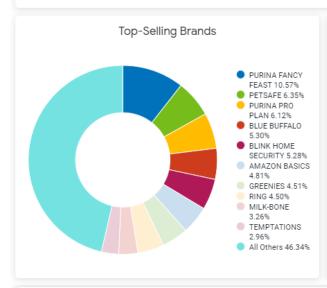
**▲** 187.3%

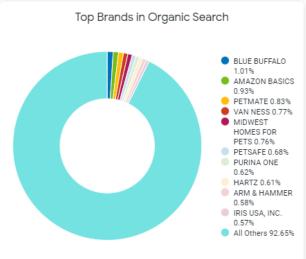
60,747,701 Weekly Average

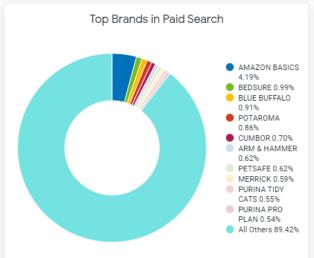
Organic Search Visibility

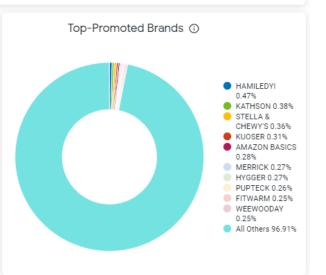
**7** -11.4%

20,220,581,472 Weekly Average









# **Top-Selling Items:**



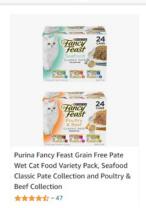
PetSafe ScoopFree Premium Blue Crystal Litter, 2-Pack -Includes 2 Bags of Lightly Scented Litter - Absorbs Odo... \*\*\*\* \* 51,587



Natural Adult Dry Dog Food, Chicken and Brown Rice 30-lb 4.7 ★★★★☆ ~ (38,071)



Purina Pro Plan Sensitive Skin and Stomach Dog Food Salmon and Rice Formula - 30 lb.





Premium Blue Crystals, 3-Pack, Disposable Tray, Includes Leak Protection & Low Tracking Litter, Absorbs Odors On Contact \*\*\*\*\* 35.640













**Brands Observed** 

578

▼-16% vs Prior Period

Items Observed

5,852

▼-11% vs Prior Period

Department Summary Keywords Observed

1,667

▲ 60% vs Prior Period

Sponsorship Activity

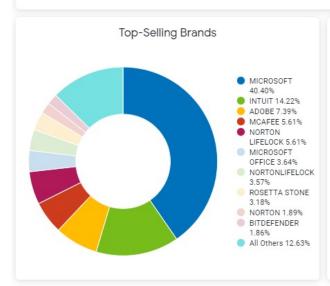
▲20.2%

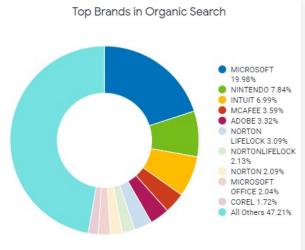
169,890 Weekly Average

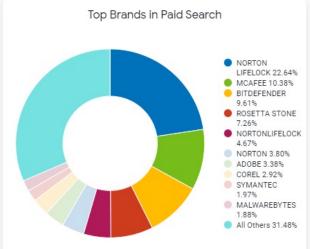
Organic Search Visibility

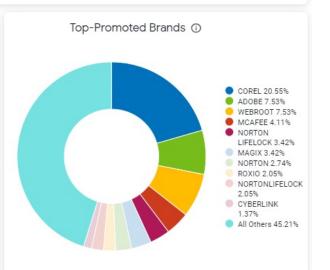
**▼**-24.2%

65,446,605 Weekly Average



















# amazon | Sports & Outdoors



**Market Share Leaders:** 



amazonbasics





YETI

**Brands Observed** 

51,121

▲ 0% vs Prior Period

Items Observed

499,586

▲ 60% vs Prior Period

Department Summary Keywords Observed

199,903

▲ 30% vs Prior Period

Sponsorship Activity

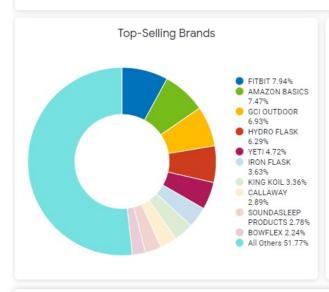
93.2%

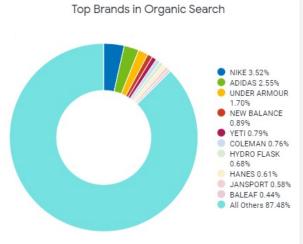
109,312,896 Weekly Average

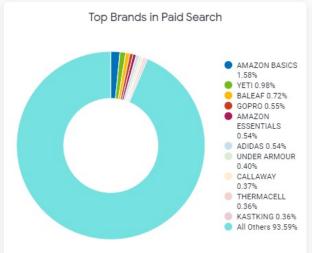
Organic Search Visibility

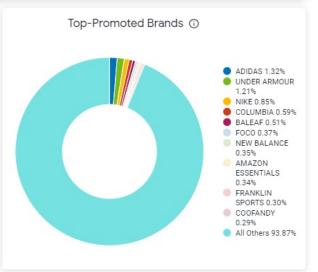
7-20.6%

53,552,416,428 Weekly Average









# **Top-Selling Items:**



Fitbit Charge 5 Advanced Health & Fitness Tracker with Built-in GPS, Stress Management Tools, Sleep... \*\*\*\* × 23,339







Inflatable Airbed Luxury Double Hig... \*\*\*\* ~ 38,325



Built-in High Capacity Pump for Home & Camping- Double Height, Adjustable,... \*\*\*\* ~ 55,296

# amazon | Tools & Home Improvement



**Market Share Leaders:** 





everydrop\*





**Brands Observed** 

39,905

▲ 1% vs Prior Period

Items Observed

245,827

▲ 32% vs Prior Period

Department Summary
Keywords Observed

195,127

▲ 25% vs Prior Period

Sponsorship Activity

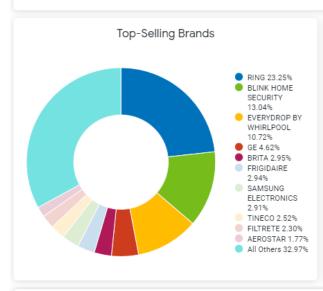
**▲** 114.1%

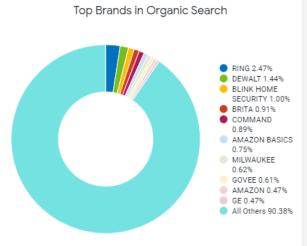
103,400,297 Weekly Average

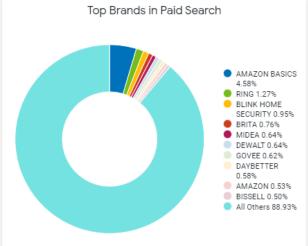
Organic Search Visibility

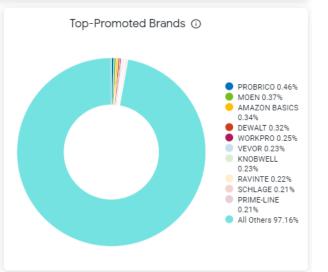
**▼**-17.7%

38,406,492,565 Weekly Average



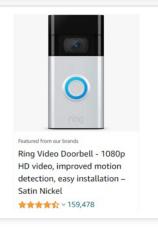




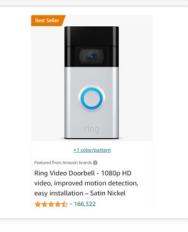
















**TLITLIMOM** 







**Brands Observed** 

20,580

▼-1% vs Prior Period

Items Observed

106,939

▲ 29% vs Prior Period

Department Summary
Keywords Observed

149,664

▲ 46% vs Prior Period

Sponsorship Activity

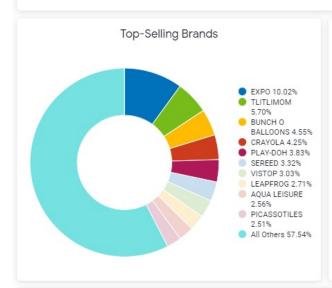
**▲** 169.6%

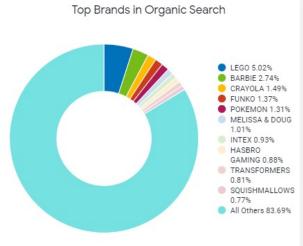
160,676,201 Weekly Average

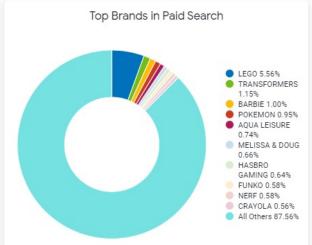
Organic Search Visibility

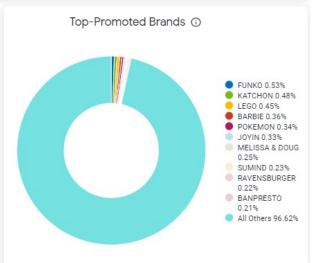
**▼**-13.7%

38,439,582,776 Weekly Average



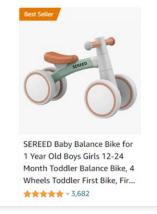






# **Top-Selling Items:**







★★★★☆ × 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









oculus

logitech

**Brands Observed** 

5,739

▲ 8% vs Prior Period

Items Observed

40,140

▲ 12% vs Prior Period

Department Summary Keywords Observed

23,022

▲ 17% vs Prior Period

Sponsorship Activity

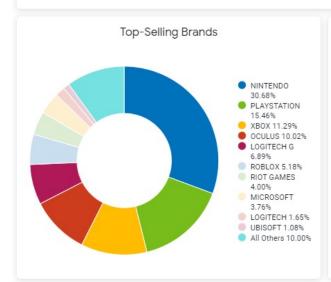
**▲** 70.0%

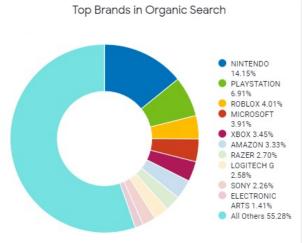
6,869,394 Weekly Average

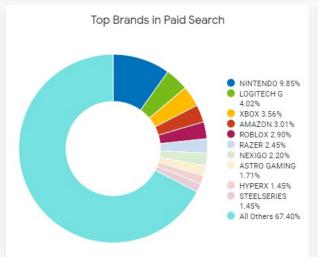
Organic Search Visibility

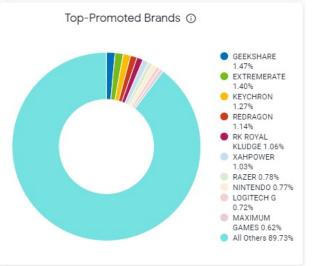
**▼**-10.1%

7,835,889,075 Weekly Average









# **Top-Selling Items:**





\*\*\*\* × 3,651







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