

Department **Performance** Report

AUGUST 2023



Arts, Crafts, Sewing

VORTEX

Camera & Photo

NESPRESSO.

Grocery & Gourmet Food

TEXAS

INSTRUMENTS



Automotive

crocs

Jewelry

Bounty

Health & Household



Baby





Clothing, Shoes & Computer & Accessories



Electronics



Home & Kitchen



Kitchen & Dining



Patio, Lawn & Garden



Pet Supplies



Software



Toys & Games Play



Video Games



Office Products

Sports & Outdoors



Tools & Home Improvement



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Department Performance Report

August 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.

REGISTER NOW

FREE EVENT FOR BRANDS & AGENCIES

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:



EASTHILL



CİCIMELON



Brands Observed

18,645

▼ -6% vs Prior Period

Items Observed

115,069

▲ 32% vs Prior Period

Department Summary

Keywords Observed

95,760

▲ 39% vs Prior Period

Sponsorship Activity

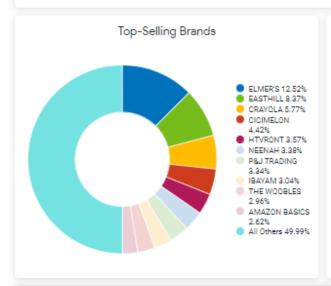
▲ 181.8%

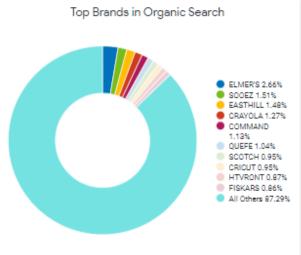
73,011,239 Weekly Average

Organic Search Visibility

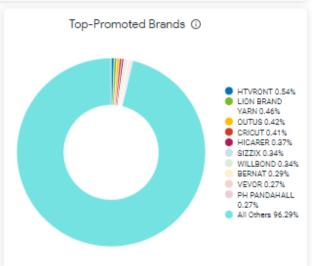
▲ 25.9%

11,338,503,155 Weekly Average









Top-Selling Items:



Elmer's Disappearing Purple School Glue Sticks, Washable, 7 Grams, 30 Count 4.8 ★ ~ (32,386)



CICIMELON Large Capacity Pencil Case 3
Compartment Pouch Pen Bag for School Teen
Girl Boy Men Women (Pink)
4.7



EASTHILL Big Capacity Pencil Case Large Pencil Pouch Stationery Pen Bag for Teen Girls 4.7 ****



EASTHILL Big Capacity Pencil Case Pouch Pen Case Simple Stationery Bag School College Office Organizer for Teens Girls Adults Student

Student 4.7 *******



amazon | Automotive



Market Share Leaders:







VACLIFE



Brands Observed

34,558

▲ 4% vs Prior Period

Items Observed

505,135

▲ 10% vs Prior Period

Department Summary

Keywords Observed

90,086

▲ 13% vs Prior Period

Sponsorship Activity

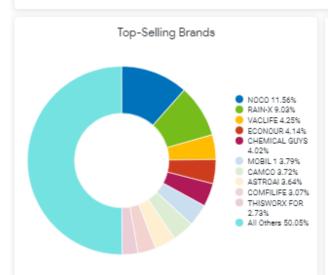
▲ 122.7%

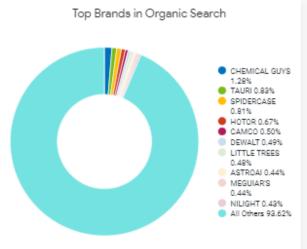
48,179,138 Weekly Average

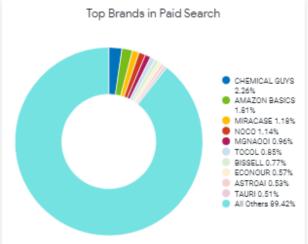
Organic Search Visibility

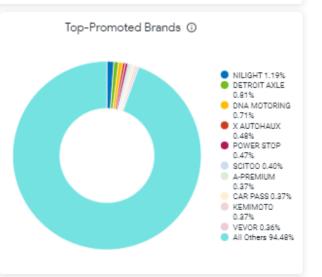
▲ 13.5%

11,454,000,733 Weekly Average





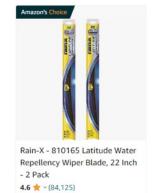




Top-Selling Items:



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





VacLife Tire Inflator Portable Air Compressor - Air Pump for Car Tires (up to 50 PSI), 12V DC Tire Pump for Bikes (up to 150 PSI)... 4.5 ★ ~ (33,752)



EcoNour Car Windshield Sun Shade, Reflector Sunshade Offers Ultimate Protection for Car Interior, Cool Car Reflective... 4.4 * (103,651)



«3.colors/natterns
AstroAl Tire Inflator Portable Air
Compressor Air Pump for Car
Tires - Car Accessories, 12V DC
Auto Pump with Digital Pressur...
4.5 ★ ~ (72,289)





Market Share Leaders:











Brands Observed

11,754

▼ -4% vs Prior Period

Items Observed

53,321

▲ 35% vs Prior Period

Department Summary

Keywords Observed

101,700

▲ 29% vs Prior Period

Sponsorship Activity

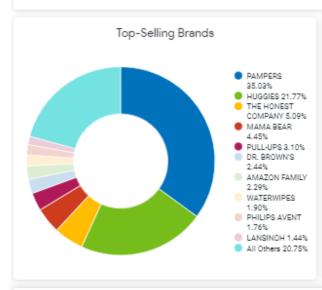
▲ 133.2%

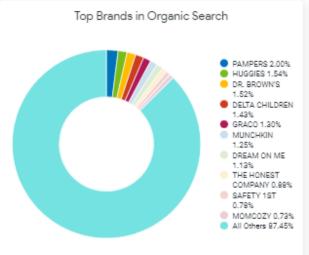
44,494,618 Weekly Average

Organic Search Visibility

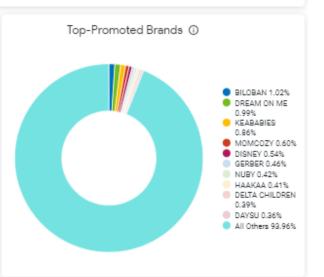
▲ 12.3%

15,771,060,732 Weekly Average









Top-Selling Items:



Pampers Swaddlers Diapers Size 4, 150 count - Disposable Diapers 4.8 ★ ∨ (106,428)





Pampers Cruisers 360 Diapers Size 5, 128 count - Disposable Diapers 4.8 * (19,486)





Huggies Little Movers Baby
Diapers, Size 4 (22-37 lbs), 140
Ct- 70 Count(Pack of 2)
4.8

(31,154)

amazon | Beauty & Personal Care



Market Share Leaders:



COSRX

MIGHTY PATCH

SOL DE JANEIRO

PAULA'S CHOICE

Brands Observed

19,126

▼ -5% vs Prior Period

Items Observed

80,553

▲ 15% vs Prior Period

Department Summary

Keywords Observed

109,567

▲ 30% vs Prior Period

Sponsorship Activity

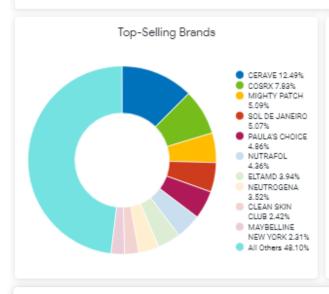
127.0%

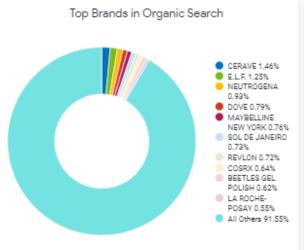
128,802,800 Weekly Average

Organic Search Visibility

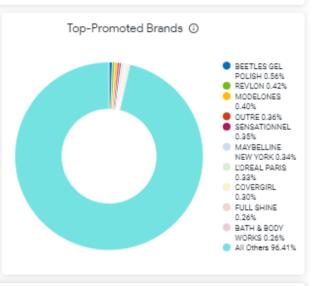
▲ 40.3°

57,837,829,924 Weekly Average

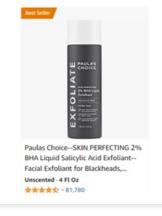


















amazon | Camera & Photo Products



Market Share Leaders: ** YPRITEX





HEXEUM





Brands Observed

3,764

▼ -14% vs Prior Period

▲ 10% vs Prior Period

Department Summary

Keywords Observed

26,526

▼ -10% vs Prior Period

Sponsorship Activity

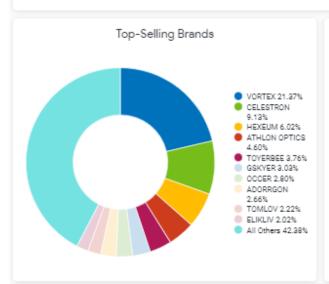
▲ 100.2%

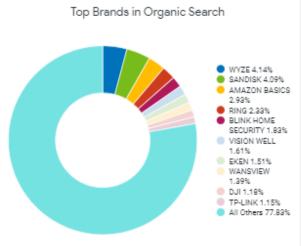
5,575,227 Weekly Average

Organic Search Visibility

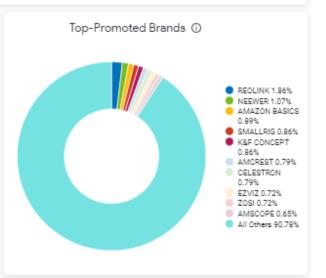
▲ 24.7%

2,199,418,277 Weekly Average

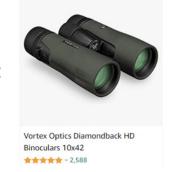








Top-Selling Items:









Telescope 80mm Aperture 600mm - Astronomical Portable Refracting Telescope Fully Multicoated High Transmission.. 4.3 * ~ (4,317)



amazon | Cell Phones & Accessories



Market Share Leaders:



Ailun

ANKER

iWALK

LOVELEDI

Brands Observed

4,347

▼ -7% vs Prior Period

Items Observed

15,200

▲ 31% vs Prior Period

Department Summary

Keywords Observed

38,283

▲ 11% vs Prior Period

Sponsorship Activity

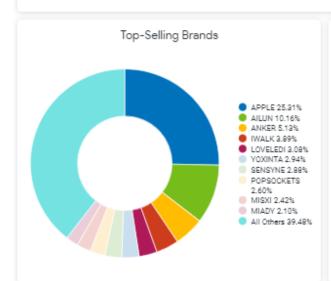
▲ 108.3%

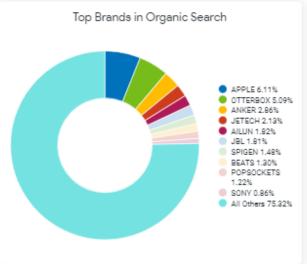
23,709,070 Weekly Average

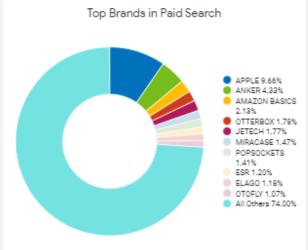
Organic Search Visibility

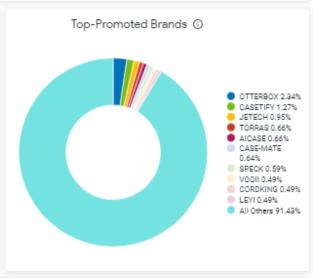


12,695,862,004 Weekly Average



















amazon | Clothing, Shoes & Jewelry



Market Share Leaders:

Crocs







amazon essentials

Brands Observed

48,235

▲ 2% vs Prior Period

Items Observed

856,323

▲ 195% vs Prior Period

Department Summary

Keywords Observed

166,161

▲ 27% vs Prior Period

Sponsorship Activity

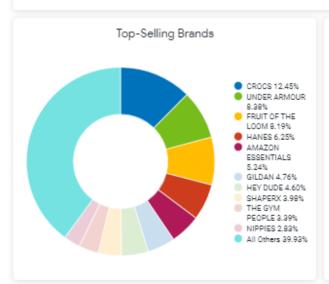
219.2%

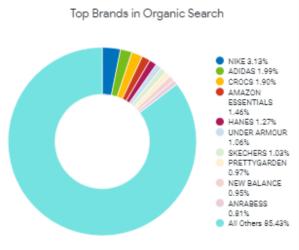
313,533,556 Weekly Average

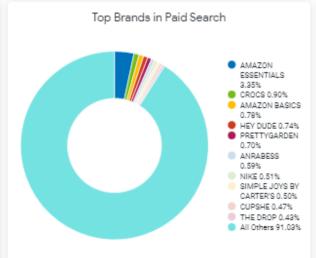
Organic Search Visibility

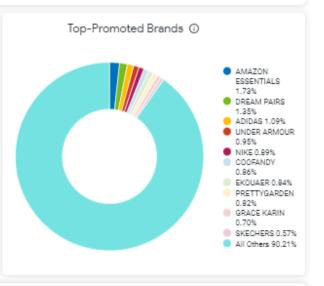


108,473,625,085 Weekly Average







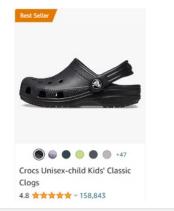












amazon | Computer & Accessories



Market Share Leaders:











Brands Observed

6,767

▼-9% vs Prior Period

Items Observed

36,078

▼-8% vs Prior Period

Department Summary Keywords Observed

67,560

▲ 1% vs Prior Period

Sponsorship Activity

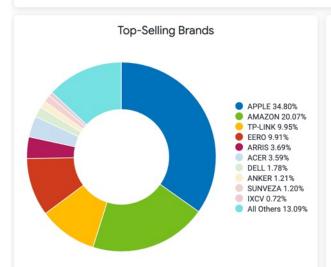
▲ 99.1%

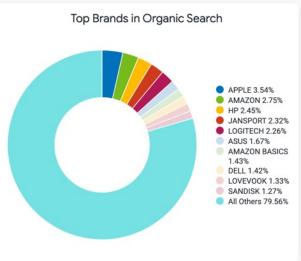
32,985,071 Weekly Average

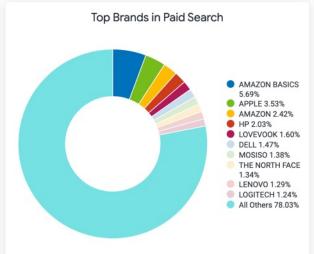
Organic Search Visibility

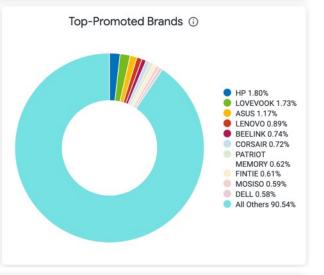
▲ 2.8%

15,101,106,524 Weekly Average









Top-Selling Items:



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



Amazon eero 6+ mesh Wi-Fi system | Fast and reliable gigabit speeds | connect 75+ devices | Coverage up to 4,500 sq. ft. | 3-pack, 2022 release



Amazon Fire HD 10 Kids Pro tablet, 10.1", 1080p Full HD, ages 6–12, 32 GB, (2021 release), named "Best Tablet for Big Kids" by Good Housekeping, Doodle



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

Replaces Wireless Router

★★★★☆ ~ 4,690





Market Share Leaders:







INSIGNIA



Brands Observed

15,098

▼ -6% vs Prior Period

Items Observed

76,000

▼-8% vs Prior Period

Department Summary

Keywords Observed

118,562

▼ -1% vs Prior Period

Sponsorship Activity

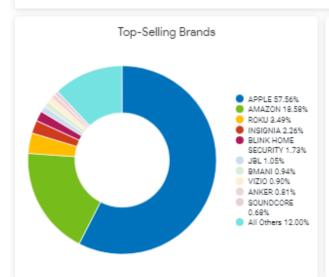
▲ 100.1%

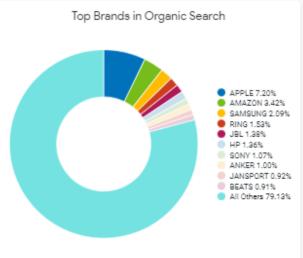
80,445,743 Weekly Average

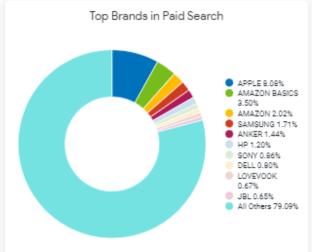
Organic Search Visibility

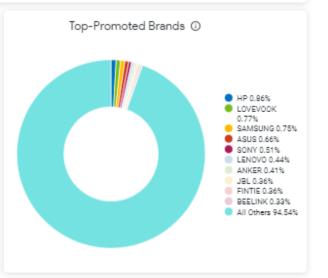
▲ 9.5%

41,046,705,280 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







SOĽMO

Brands Observed

21,827

▼ -7% vs Prior Period

Items Observed

132,969

▲ 4% vs Prior Period

Department Summary

Keywords Observed

94,943

▲ 22% vs Prior Period

Sponsorship Activity

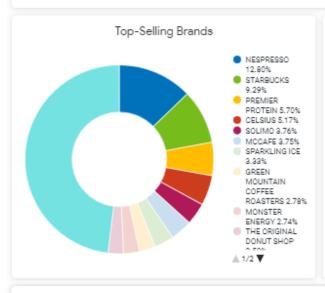
▲ 211.4%

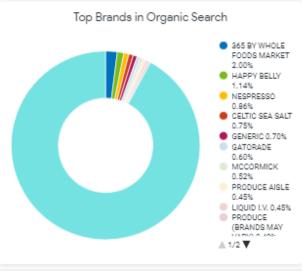
171,657,570 Weekly Average

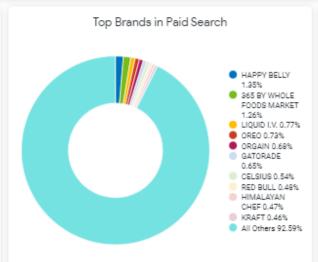
Organic Search Visibility

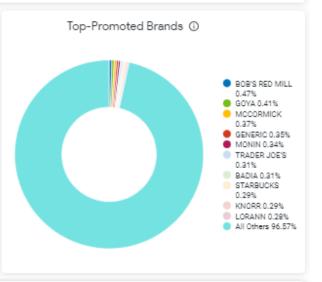
▲ 5.8%

38,051,420,645 Weekly Average



















amazon | Health & Household



Market Share Leaders:











Brands Observed

31,606

▼ -4% vs Prior Period

Items Observed

139,628

▲ 11% vs Prior Period

Department Summary

Keywords Observed

167,188

▲ 18% vs Prior Period

Sponsorship Activity

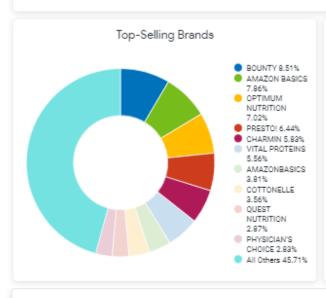
▲ 100.1%

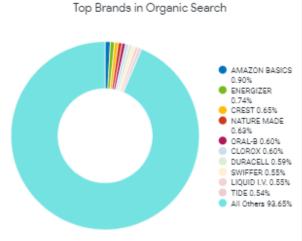
141,451,443 Weekly Average

Organic Search Visibility

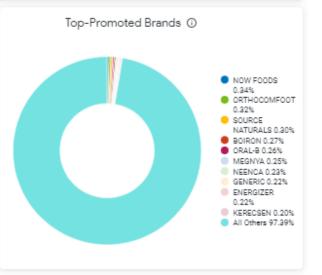
▲ 30.7%

69,248,719,526 Weekly Average



















amazon | Home & Kitchen



Market Share Leaders: amazonbasics



STANLEY



CGK unlimited

Brands Observed

42,571

▼ -2% vs Prior Period

Items Observed

210,845

▲ 43% vs Prior Period

Department Summary

Keywords Observed

235,533

▲ 22% vs Prior Period

Sponsorship Activity

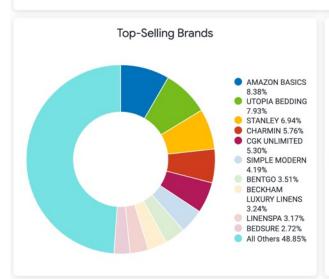
▲ 103.8%

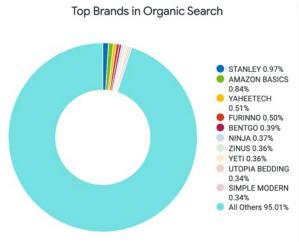
250,826,275 Weekly Average

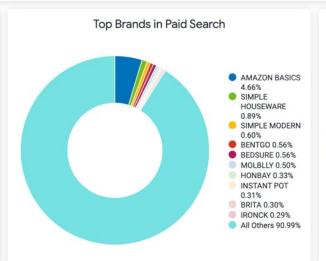
Organic Search Visibility

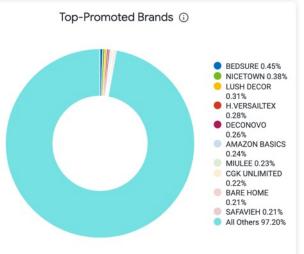
▲ 6.8%

110,243,190,666 Weekly Average









Top-Selling Items:



4.8 ****



Queen Size Sheet Set Breathable & Cooling - Hotel
Luxury Bed Sheets - Extra Soft Deep Pockets - Easy Fit - 4 Piec...
4.5 ★★★☆



Beckham Hotel Collection Bed Pillows Standard / Queen Size Set of 2 - Down Alternative Bedding Gel Cooling Pillow for... 4.4 ★★☆☆▽





amazon | Kitchen & Dining



Market Share Leaders:





simple MODERN

NINJA

THERMOS

Brands Observed

29,539

▼ -8% vs Prior Period

Items Observed

126,288

▲ 17% vs Prior Period

Department Summary

Keywords Observed

120,957

▲ 21% vs Prior Period

Sponsorship Activity

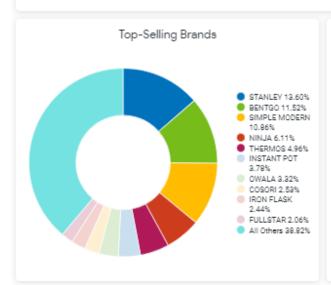
▲ 78.1%

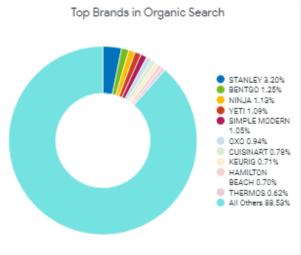
73,536,470 Weekly Average

Organic Search Visibility

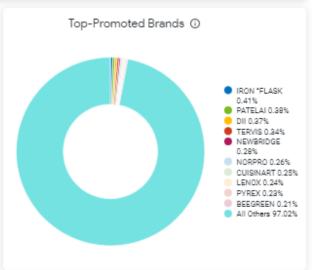
▲ 11.6%

33,037,390,862 Weekly Average



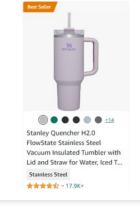
















amazon | Office Products



Market Share Leaders:









HAMMERMILL.

Brands Observed

17,373

▼ -4% vs Prior Period

Items Observed

91,880

▲ 20% vs Prior Period

Department Summary

Keywords Observed

135,346

▲ 32% vs Prior Period

Sponsorship Activity

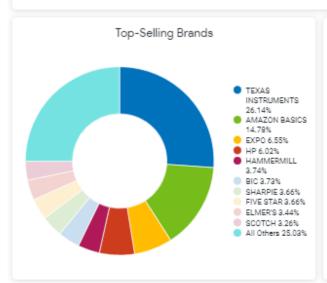
▲ 155.5%

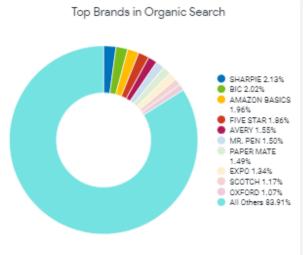
118,392,372 Weekly Average

Organic Search Visibility

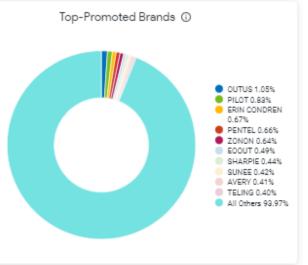
▲ 10.3%

35,087,202,689 Weekly Average



















amazon | Patio, Lawn & Garden



Market Share Leaders:









CATCHY

Brands Observed

27,702

▼ -3% vs Prior Period

Items Observed

132,818

▲ 24% vs Prior Period

Department Summary

Keywords Observed

107,031

▲ 14% vs Prior Period

Sponsorship Activity

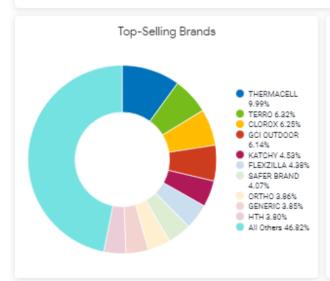
▲ 101.5%

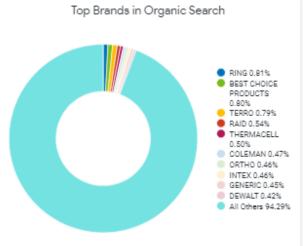
56,769,818 Weekly Average

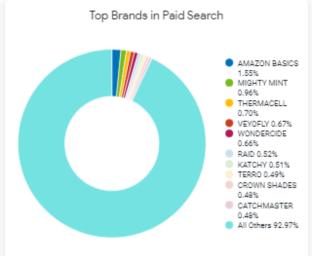
Organic Search Visibility

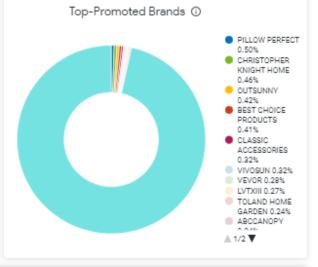
▲ 6.8%

17,534,100,941 Weekly Average

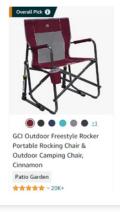








Top-Selling Items:











Thermacell Rechargeable Mosquito Repeller Refills; Advanced Repellent Formula Provides 20' Protection Zone; Compatible with Thermacell E-Series & Radius Only; No DEET...

amazon | Pet Supplies



Market Share Leaders:











Brands Observed

17,759

▲ 1% vs Prior Period

Items Observed

95,666

▲ 48% vs Prior Period

Department Summary

Keywords Observed

60,579

▲ 31% vs Prior Period

Sponsorship Activity

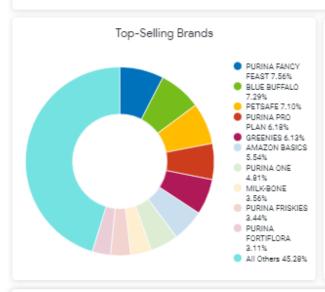
▲ 120.6%

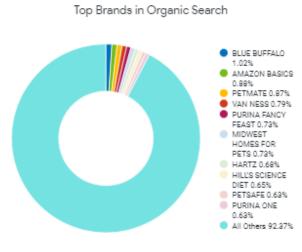
46,824,806 Weekly Average

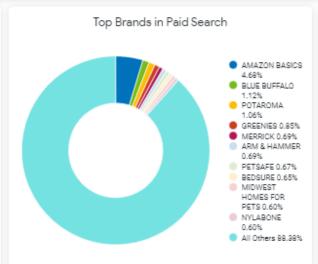
Organic Search Visibility

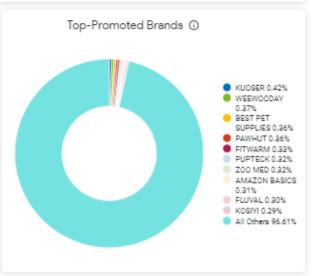
▲ 9.0%

15,633,682,057 Weekly Average







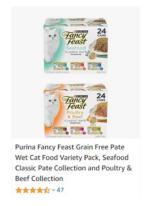


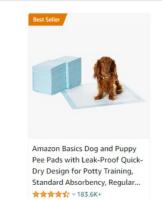














Market Share Leaders:











Brands Observed

600

▼ -15% vs Prior Period

Items Observed

5,789

▼-12% vs Prior Period

Department Summary

Keywords Observed

7,086

▲ 748% vs Prior Period

Sponsorship Activity

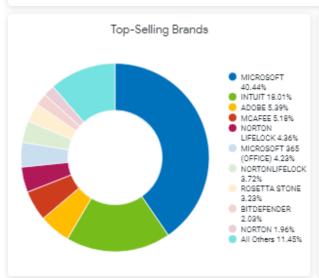
▼-3.9%

138,411 Weekly Average

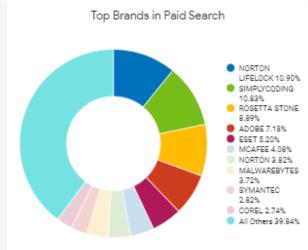
Organic Search Visibility

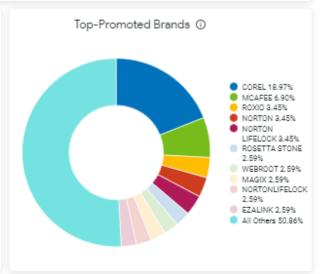
▲ 16.6%

56,080,759 Weekly Average









Top-Selling Items:









| PDF converter | 12-month Subscription with autorenewal, PC/Mac by Adobe DC



amazon | Sports & Outdoors



Market Share Leaders: Hydro Flask



amazonbasics



IRON°**F**LASK



Brands Observed

50,647

-4% vs Prior Period

Items Observed

▲ 48% vs Prior Period

Department Summary

Keywords Observed

▲ 16% vs Prior Period

Sponsorship Activity

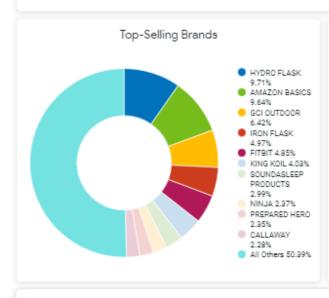
▲ 95.0%

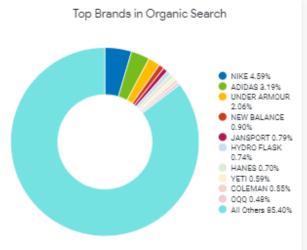
101,528,462 Weekly Average

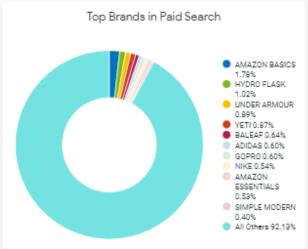
Organic Search Visibility

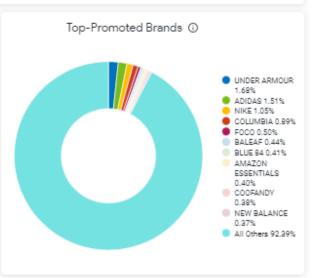
v -2.4%

40,916,459,913 Weekly Average



















amazon | Tools & Home Improvement



Market Share Leaders: everydrop







FRIGIDAIRE.

Brands Observed

39,736

▼ -5% vs Prior Period

Items Observed

244,399

▲ 19% vs Prior Period

Department Summary

Keywords Observed

172,098

▲ 8% vs Prior Period

Sponsorship Activity

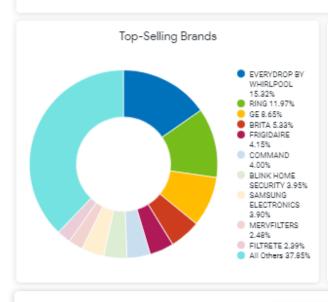
▲ 109.0%

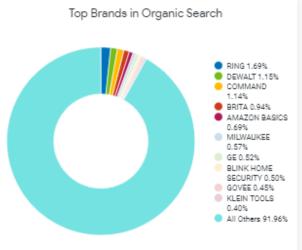
99,541,708 Weekly Average

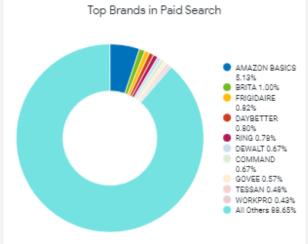
Organic Search Visibility

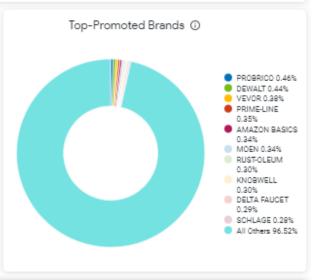
▲ 3.2%

31,687,310,123 Weekly Average









Top-Selling Items:



★★★★☆ × 87,200









amazon | Toys & Games



Market Share Leaders:









SEREED

Brands Observed

20,304

▼ -6% vs Prior Period

Items Observed

104,655

▲ 18% vs Prior Period

Department Summary

Keywords Observed

139,448

▲ 28% vs Prior Period

Sponsorship Activity

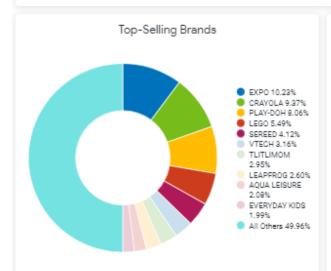
▲ 151.1%

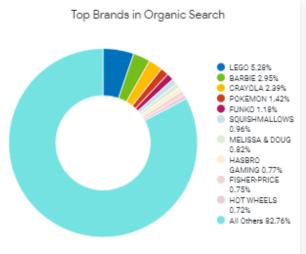
160,663,888 Weekly Average

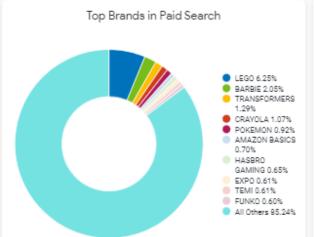
Organic Search Visibility

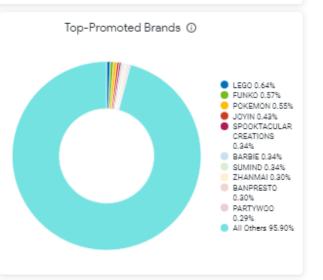
▲ 8.1%

30,326,497,138 Weekly Average









Top-Selling Items:



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



EXPO Low Odor Dry Erase
Markers, Chisel Tip, Assorted
Colors, 16 Pack & Low Odor Dry
Erase Markers, Chisel Tip, Black,...



LEGO Halloween Cat & Mouse 40570 Building Kit, Whimsical Halloween Décor with Adorable Cat, Mouse, and Pumpkin Toys,...



EXPO Low Odor Dry Erase
Marker Starter Set, Chisel Tip,
Assorted, Whiteboard Eraser,
Cleaning Spray, 6 Count & Low...
******** 1



amazon | Video Games



Market Share Leaders:







oculus

logitech

Brands Observed

5,701

▲ 4% vs Prior Period

Items Observed

39,483

▲ 4% vs Prior Period

Department Summary

Keywords Observed

35,916

▲ 93% vs Prior Period

Sponsorship Activity

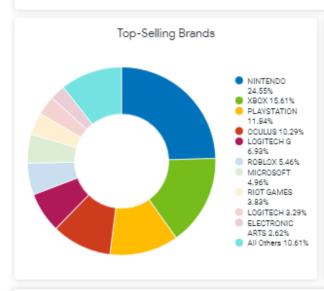
▲ 53.7%

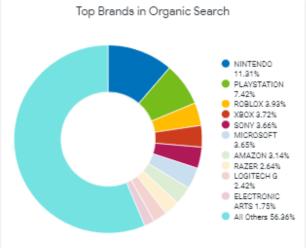
5,882,261 Weekly Average

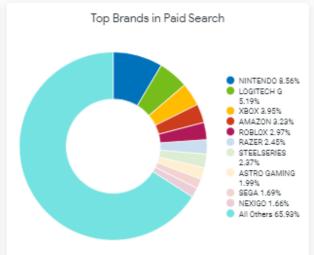
Organic Search Visibility

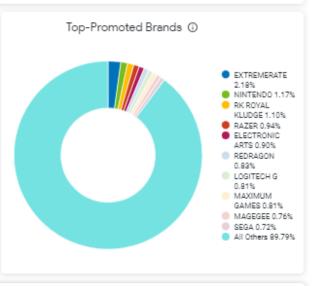
▲ 2.7%

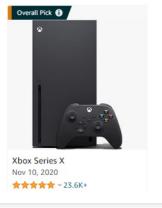
5,829,972,155 Weekly Average







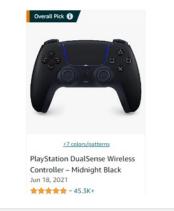












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UNPRECEDENTED COMPETITIVE INTELLIGENCE

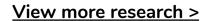


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